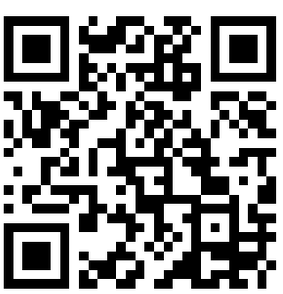
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ALL THE NEWS.
—
HARDWARE EXCLUSIVELY.
—
$1.00 A YEAR.

HARDWARE

A Review of the American Hardware Market.

Published Fortnightly by the HARDWARE PUBLISHING COMPANY, 309 Broadway, New York.
Entered as Second Class Matter at New York, N. Y. Postoffice.

VOL. XX
NO. 1
—
NEW YO
APRIL 1
1905.

IVES PATENT WINDOW STOP ADJUSTER



and 30-page Catalogue of WINDOW HARDWARE SPECIALTIES Mailed Free.

The H. B. Ives Co.
NEW HAVEN, CT.



JOB LOTS

We buy and sell Job Lots, hardware and cutlery. Write for our catalogue.

JACOB-McINERNEY CO.,
81 Warren Street, New York.

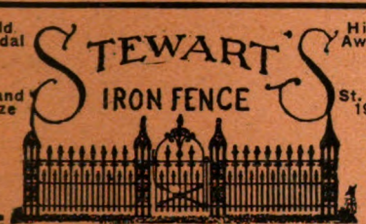
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Halter Chains—Dog Chains—Cow Chains—Coil Chain. Chains for all kinds of Machinery.

ONEIDA COMMUNITY, Oneida, N. Y.

Gold Medal STEWART'S Highest Award
Grand Prize IRON FENCE St. Louis 1904



Agents Wanted. Hardware dealers make big profits selling our lines. Over 100 designs. More good talking points in Stewart's Fence than in any other. Last a lifetime. Ask for Cat. No. 26





The Stewart Iron Wks. Co.
Cincinnati, Ohio.



All hardware dealers should carry this draw knife in stock.

A. J. WILKINSON & CO.,
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COVERT MFG. CO.
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STEEL CARRIAGE AND WAGON JACKS.

Harness Snaps, Chain, Rope and Web Goods.

SOLD BY ALL LEADING JOBBERS.

STEVENS

Are you prepared for Spring trade?
Stock up now with the popular Stevens Rifles, Pistols, Shotguns, accessories, etc.

CATALOG FREE. *ASK YOUR JOBBER.*

J. STEVENS ARMS & TOOL CO.
255 MAIN STREET,
CHICOPEE FALLS, MASS., U. S. A.

OSGOOD U. S. STANDARD SCALES

ASK LEADING JOBBERS. IF THEY WONT SELL YOU, WE WILL, AT BINGHAMTON, N. Y.

Have you seen the
YELLOW JACKET
for particulars write to
C. E. JENNINGS & CO., - 42 MURRAY ST., N. Y.

The World Renowned MAGNOLIA METAL.
ONE GRADE, ONE QUALITY ONLY.



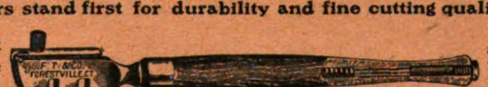
FAC-SIMILE BAR OF MAGNOLIA METAL.

CHEAPER and better than "Genuine Babbitt." Lasts longer with less friction. Saves oil, fuel, power, etc. The only anti-friction babbitt metal that is used all over the world by the leading Railroads, Steamships, Manufacturers, etc., and by twelve leading governments. Sold by leading dealers everywhere or by

MAGNOLIA METAL CO., NEW YORK, 113-115 Bank St., CHICAGO, 710 Fisher Bldg. Pittsburg, Boston, Montreal. (We manufacture all grades of Babbitt metals at competitive prices.)

Glass Gutters that Cut
Ours stand first for durability and fine cutting qualities

Note our patent interchangeable feature.



Extra cutter wheels are placed in handle instead of tube. Send for catalog. Mention HARDWARE.

The Favorite
FLETCHER, TERRY & CO., Forestville, Conn., U. S. A.

Two kinds of Hack Saws,—UNIVERSAL, and the others.
Which do you sell,—or use?
Isn't it about time you found out how much better UNIVERSAL Hack Saws are?
A trial tells the story.
Your inquiry brings our catalogue and prices.

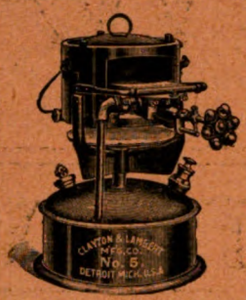
WEST HAVEN MFG. CO., New Haven, Conn.

Gold Medal---St. Louis Exposition
For VALVES, BRASS and IRON GOODS, PIPE FITTINGS, Etc.
ENGINEERS', GAS AND STEAM FITTERS' TOOLS,
AWARDED 1904 TO
WALWORTH MFG. CO. 128-136 FEDERAL ST., BOSTON, MASS. PARK ROW BUILDING, NEW YORK.
WRITE FOR POCKET CATALOGUE.

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Fuller Brothers & Co.,
139 GREENWICH STREET,
NEW YORK.
STEEL WIRE NAILS.
Iron and Steel
CUT NAILS.
Plain and Galvanized Wire.
BARB WIRE.
Wire Straightened and Cut to Length

A Pleased Customer



Is the best advertisement. We agree to please every buyer. Everything we make is sold under the guarantee: "*Your money back if you are not pleased.*" Are you using our fires? If so, you know they have every improvement that improves—as well as advantages not found in other makes. *A No. 5 will save you its cost in the saving of gasoline alone.* Can you afford to be without it?

NO. 5 FIRE POT, $4.50 Net

Jobbers sell at factory price. Our catalog is free.

CLAYTON & LAMBERT MFG. CO.
DETROIT, MICH., U. S. A.



LANE'S
Ball-Bearing
PARLOR DOOR
Hanger
Send for Catalogue.



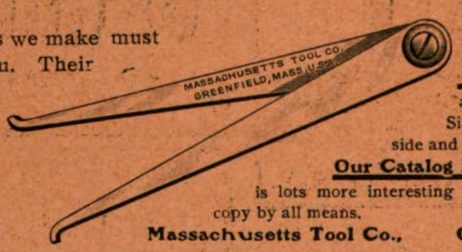
LANE BROS. CO.,
429-461 Prospect St.,
POUGHKEEPSIE, N. Y.



NOTHING BETTER
NILES
SPRING HINGE AND PIVOT.
WRITE FOR PRICES.
NILES MFG. CO.,
14-16 N. Canal St.,
CHICAGO.

MECHANICS' TOOLS

Such as we make must interest you. Their quality is higher than the price asked for them.



Our **Firm Joint Calipers** are finely tempered. Sizes run 4-24 inches inside and outside.

Our Catalog No. 4 is lots more interesting than this ad. Get a copy by all means.

Massachusetts Tool Co., **Greenfield, Mass.**



THE PAINT THAT WON'T COME OFF.

We Guarantee it to wear well at least Five Years.

On a 50-gal. Assortment
Consisting of { 20 1-gal. Cans and 6 5-gal. Cans
we will make you a **special discount** and **allow freight.**

On a 100-gal. Assortment
Consisting of { 20 1-gal. Cans and 16 5-gal. Cans
we will make you an **extra discount** and **allow freight.**

We make a straight price for these assortments. You do not have to buy more than these amounts in order to get the price. If you are interested in getting the best **BARN PAINT** on the market, and the best advertised, at an extremely low price, write to us for our proposition.

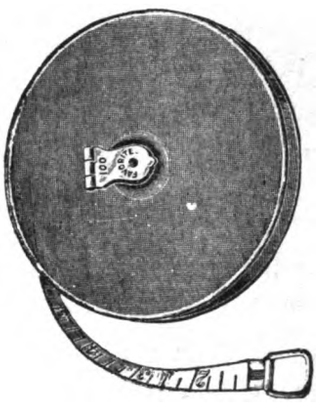
GEO. W. PITKIN CO., PAINT AND COLOR MAKERS CHICAGO.

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KEUFFEL & ESSER CO.

127 FULTON STR., NEW YORK.

BRANCHES: Chicago, 111 Madison Str. — St. Louis, 708 Locust Str. — San Francisco. 303 Montgomery Str.



MEASURING TAPES.

We beg to announce that our line of Measuring Tapes has been made complete by the addition or

"Favorite" Cotton Line Tapes (Ass skin)

"Tip Top" low-priced Steel and Linen Pocket Tapes.

Our assortment of Tapes should now meet every demand as it comprises a greater variety than any other maker's. Each grade represents the highest standard of its kind.

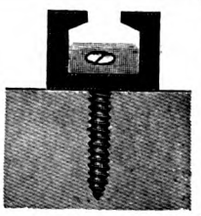
MORE SHELF ROOM



Easily secured without increasing the size of the store by using

BAINES SHELF BRACKETS

Adjustable or Fixed





The accompanying cuts show the entire absence of obstructions, usually found on Hardware shelves; the manner of adjustment; and the way they are attached to the walls.

Our catalogue "H," for Hardware men, tells how to estimate the number of brackets required, how to install them, etc, It will be of interest to any merchant.

PIQUA BRACKET CO.
PIQUA, O.



We make a line of

Iron Fences and Gates

that cannot be equalled either for merit in the goods or variety of style. The Patent Adjustable Steel and Malleable Iron Foundation Base and the Patented Steel Rail used in **Stewart's Fence** add *durability, ease* of *adjustment*, and *freedom from breakage* not reached in any other fence.

We Want Agents

Up-to-date Hardware Dealers, who want up-to-date goods—goods that will satisfy the most particular customer.s

Our Catalogue No. 26 is full of information concerning Stewart's Fence, Gates, Iron Reservoir Vases, Settees, Tree Guards, &c. Its yours for the asking.

HIGHEST AWARD ST. LOUIS WORLD'S FAIR

Office and Factory, CINCINNATI, O.

The STEWART IRON WORKS COMPANY



Are you prepared for the coming Water-Cooler Season?

It's high time you considered your purchases of these Summer Necessities.

We make Water Coolers,—a wide variety of styles and sizes,—attractively finished,--*and they keep the water cold!*

Our extensive lines of Water Filters,---just the thing for Spring Sales,---Water Coolers, Chafing Dishes, Table Kettles, Baking Dishes, Crumb Trays and Scrapers, Urns, Cuspidors and Bath Room Fixtures are illustrated and described in our interesting catalogue.

Shall we send our catalogue—and discounts?

The BUFFALO MFG. CO.

Buffalo, N. Y.

BRANCHES:
18 Warren Street, New York.
238 Arch St., Philadelphia.
40 Dearborn St., Chicago.
247 Coronado Bldg., Denver.
61 Steuart St., San Francisco.

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THE SEED SOWER SEASON

IS RIGHT UPON YOU

"The Cahoon"

is the standard hand sower of the world and we have advertised it extensively in farm papers for years.

The sales are very large and if it is not in your stock, you should order by telegraph of your jobber.

MADE BY

GOODELL COMPANY

N. Y. OFFICE
10 Warren St.

106 Main St.
Antrim, N. H.

The **AJAX SELF WITHDRAWING WOOD BORING MACHINE**



does not require a special auger; will bore to any depth; strong and durable—all important parts of malleable iron. Sold by the whole sale hardware trade.

AJAX MFG. CO.,
Pittsburgh, Pa.

Manufacturers of the Ajax and Phillips Wood Boring Machines, Standard and IXL Saw Gummers, Collins Self Feed and Dudgeon Style Tube Expanders, Cutters, Swages, etc.

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78 YEARS. ESTABLISHED 1825. 78 YEARS.

CELEBRATED **HEINISCH** SHEARS,
ACKNOWLEDGED THE BEST.



Tailors' Shears, Trimmers, Scissors, Tinners' Snips, Etc.

R. HEINISCH'S SONS CO., 155 CHAMBERS ST.
F. A. VORDERMEIER, NEW YORK MANAGER.
MAIN OFFICE AND FACTORY, NEWARK, N. J.

IF you're after a line of Silver Ware as good as Solid Silver, and better than Plated Ware, and more profitable than either, try our

Solid Electric Silver Spoons-Knives-Forks



IN such perfect proportions are the white hard metals in our Solid Electric Silver Ware united that they approach the nearest to being a

Perfect Substitute
for
Solid Silver

Far better than any plated ware on the market.

IT

ALWAYS RETAINS its BRIGHT and silver like APPEARANCE. Will never tarnish nor change color.

Try them and you will always buy them.

We guarantee satisfaction.

Don't you want our latest catalogue? Its the matter of a postal. Send it to-day.

M. S. BENEDICT MFG. CO.
Main Office and Works:
E. SYRACUSE, N. Y.
109 Broadway, N. Y. 109-111 Wabash Ave., Chicago, I .

FULPER FILTER ACTS

IMPROVED

Natural Stone Germ Proof

Water Filters

Are as represented--always.

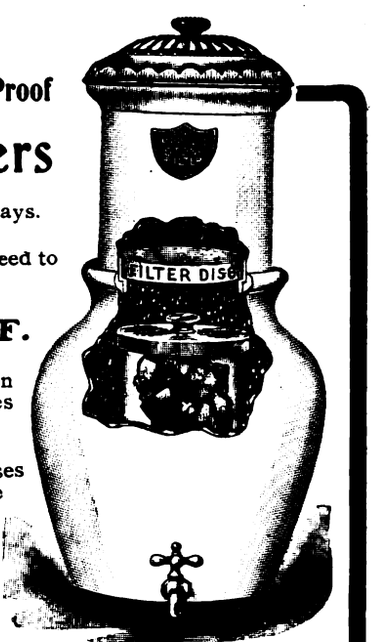
Every Filter is guaranteed to be absolutely

GERM PROOF.

Every Filter is perfect in every detail when it leaves our factory.

Prevent Zymotic diseases by pushing the sale of these goods in your locality.

A handsome display card with each shipment.

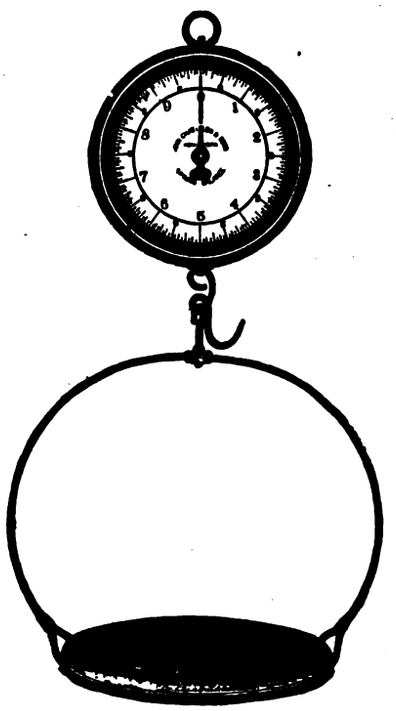


FULPER POTTERY CO.
Flemington, N. J., U. S. A.

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CHATILLON SPRING SCALES.

OUR attention having been called to the fact that inferior makes of Spring Scales are being sold to butchers as "Chattillon" Scales, we deem it due to the trade and to ourselves, in order to protect the merits of our Spring Scales, so well and favorably known for more than sixty years, to inform you that every Spring Scale manufactured by us

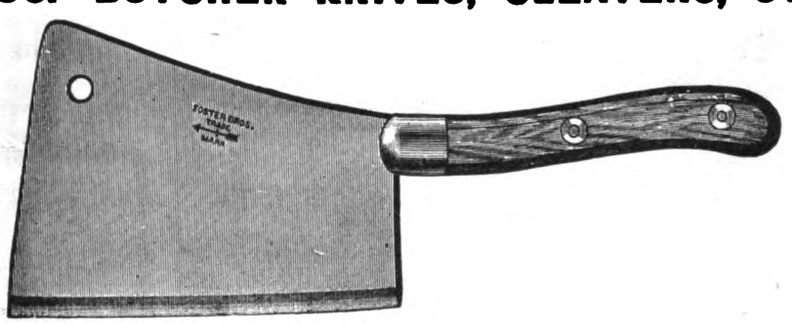


has our name as makers plainly on the dial, thus:

John Chatillon & Sons. Makers. New York U.S.A.

and any scale without this name on the dial is NOT A GENUINE CHATILLON SCALE.

FOSTER BROS.' BUTCHER KNIVES, CLEAVERS, STEELS, ETC.

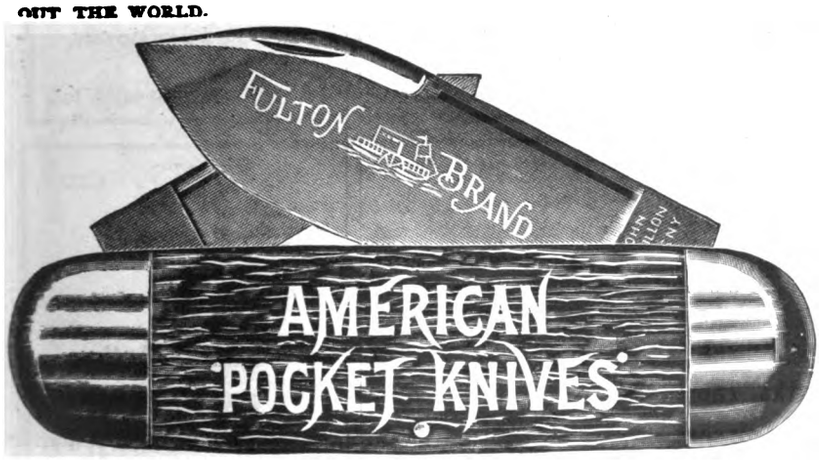


These Tools are recognized in the Markets, Packing Houses and Abattoirs throughout the United States as the standard of excellence, quality being the first consideration. We carry in stock every style and size of Knives, Cleavers and Steels used in cutting meat; also Knives for kitchen use in Hotels, Restaurants and for domestic purposes.

FRIEDERICH DICK'S MAGNET DIAMOND STEELS.



By careful workmanship and the use of a special steel in their manufacture THEY HAVE BECOME FAMOUS THROUGHOUT THE WORLD.



Finest Quality American Pocket Cutlery in large variety. Knives that are good sellers and will give satisfaction to the user.

ESTABLISHED 1835

JOHN CHATILLON & SONS, New York City.

85 to 93 CLIFF STREET and 12 JACOB STREET.

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THE OCEAN WAVE WASHER

SATISFIES

OVER

ONE HUNDRED THOUSAND IN USE

WE SELL TO ONLY

ONE DEALER IN EACH TOWN

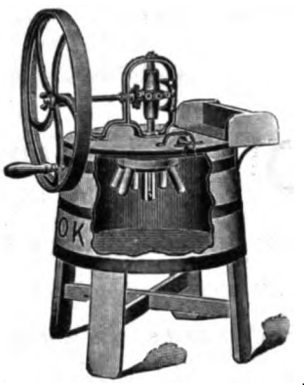
WRITE US

Once sold it "Never" comes back

Distribution Points

Philadelphia, Pa. Albany, N. Y. Elmira, N. Y. Columbus, O.
Milwaukee, Wis. St. Louis, Mo. Sioux City Ia. St. Paul, Minn.
Council Bluffs, Iowa. Indianapolis, Ind. Kansas City, Mo.

The O. K. Washing Machine



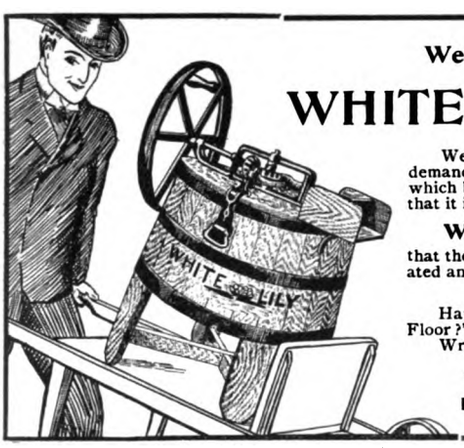
has been on the market for more than **six years** and the constantly increasing sale proves that it is giving satisfaction.

Well made and fully guaranteed. **Everyone sold sells another.**

TRY IT!

F.H. Brammer Mfg.Co.

Davenport, Iowa.



We Help You Push the

WHITE LILY WASHER

We have a thoroughly tested system of creating a demand for the White Lily Washer among consumers, which brings them into your store so acutely interested that it is an easy matter to make sales.

We Will Convince the Consumer

that the White Lily Washer is the fastest, easiest operated and cleanest washer on the market.

YOU SELL THEM

Have you read our booklet "To Salesmen on the Floor?" It gives selling points in a talkable way. Write to-day for full information.

WHITE LILY WASHER CO.

Davenport, Ia. Toledo, O.

HAND ELEVATORS

FOR HARDWARE TRADE.

Send for catalogue.

THE STORM MANUFACTURING CO.,

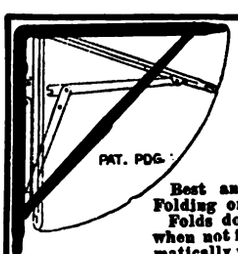
NEWARK, N, J.

DUMB WAITERS

ELEVATORS & DUMB WAITERS

We make a specialty of manufacturing them. Also appliances for same.

O'NEILL ELEVATOR CO. 628 Cherry Street, Philadelphia Pa.



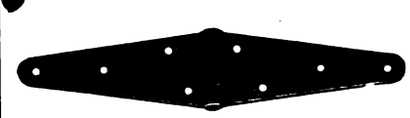
GRIFFIN'S FOLDING BRACKET

Best and only Bracket for Folding or Swinging Shelves. Folds down against the wall when not in use. Locks automatically when lifted up.

GRIFFIN'S PRESSED STEEL SHELF BRACKETS

(PATENTED)

Are the strongest, best finished and best selling goods on the market. :: :: ::



Steel Strap, T and Butt Hinges

THE GRIFFIN MFG. CO.

Erie, Pennsylvania.



BLICK No. 3 THE BEST Rural Free Delivery Box

Made of Heavy Galvanized Steel.
Painted with Aluminum.
Positive Locking Flag Signal.
Automatic Spring Latch.
It is a big one—6½x8½x19 inches
It will Get the Business.
You Better Get It.
Box and Price Right—$5.88 per Dozen.
Better Order Now.

BLICK-WILLIAMS CO, Indianapolis, Ind

AGENCY **JOSEPH RODGERS & SONS, LTD.**

FOR CENTURIES THE WORLD RENOWNED HOUSE OF

JOSEPH RODGERS & SONS, Ltd.

SHEFFIELD, ENGLAND

Has had neither equals nor superiors in the manufacture of

Carving Knives and Forks, Table Cutlery, Scissors,

CORPORATE MARK

Razors, Hunting and Bowie Knives, Pocket Cutlery, &c.

ALFRED FIELD & CO., 93 Chambers St., New York

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The Blackstone Rotary Washer

It's very name is a mark of merit and a guarantee of its superior workmanship and working qualities.

* * *

It is a genuine washday worry killer.

* * *

No woman ever invested in a Blackstone Rotary without immediately finding out that it adds to her purse, subtracts from her worries and compounds her interests in life.



The Blackstone Rotary Washer is a washday favorite.

* * *

For these very reasons it has been, and always will be, a good seller.

* * *

You miss an opportunity by not handling it and displaying it in your store.

* * *

You ought to have our catalogue and prices. It puts other washers in the shade when it comes to giving all-round satisfaction.

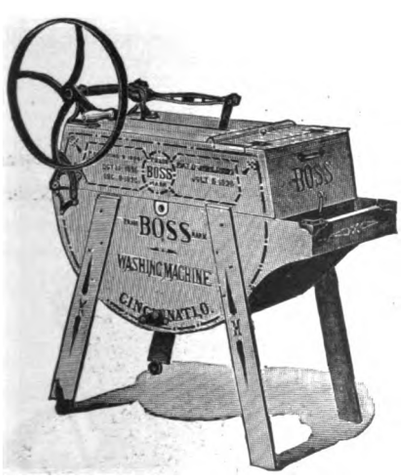
The Blackstone Mfg. Co., Jamestown, N. Y.

"BOSS" WASHING MACHINES

Illustrations represent our two best selling washers.

They are non-competition, therefore, most profitable to handle and sell.

Write at once for catalogue and price list, also our nearest distributing point to your location.

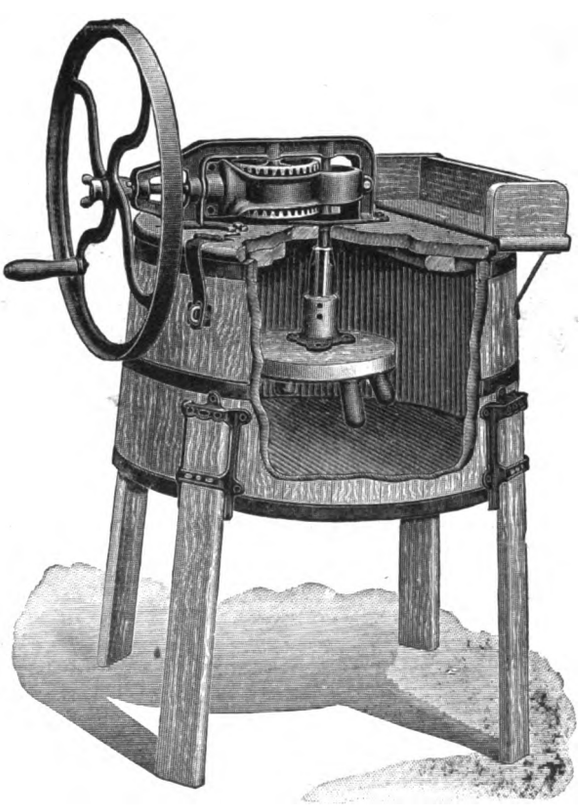


The only line of Washers not found in the catalogues of Catalogue Houses, therefore appeal to every dealer for support.

ADDRESS

Boss Washing Machine Co.

CINCINNATI, OHIO



BOSS DOUBLE ACTION

This machine is built on the true principle of rubbing clothes, similar to rubbing them on the old fashioned board, only that it just rubs a quantity at one time, and without the slightest injury to the finest of fabric including laces.

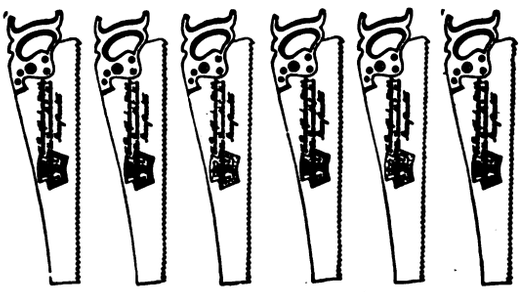
IMPROVED BOSS ROTARY

Has gears protected by shield or cover.
Has Telescopic dasher post.
Has large cypress tub and rub block.
Has either stave or detachable legs.
Has Highest Speed of any rotary.

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WE MANUFACTURE THE FINEST AND THE LARGEST LINE OF SAWS IN THE WORLD

DISSTON



THE BRAND THAT STANDS THE TEST OF TIME

HENRY DISSTON & SONS, INC., PHILADELPHIA, PA.

EAGLE MOP WRINGERS

are made right in every particular, and will give longer and better service than others less carefully made.

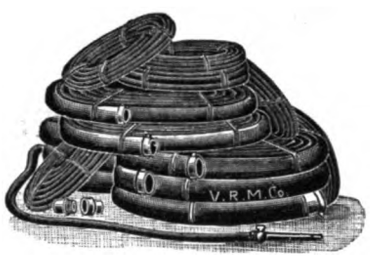
With no parts to stretch or break, the rolls in the EAGLE always close tightly and give the best possible results in use.

Write for descriptive circular and prices; or ask your jobber. If he is up-to-date, he has EAGLE MOP WRINGERS in stock.

Eagle Cooperage Works,
CIRCLEVILLE, O.



Voorhoos Ruhhor Mfg. Co.
Jersey City, N. J.



Manufacturers of
Superior Qualities of
Rubber Hose, Belting and Packing
Rubber Mats, Matting, Etc.

We have a reputation for making GARDEN HOSE that does hard service and on which claims for defect are not made.

Send for samples for season of 1905.

Catalogue and prices on application.

If you're Looking for First Class
UP-TO-DATE BARROWS
ORDER THE ◆ ◆ ◆
Champions, the World's Best.
All Kinds of Wood and Steel Barrows.
THE BRYAN MFG. CO., BRYAN, OHIO, U. S. A.



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We are the Largest Manufacturers in the World of all kinds of : :

FORKS, HOES, HOOKS, RAKES and HAND AGRICULTURAL TOOLS.

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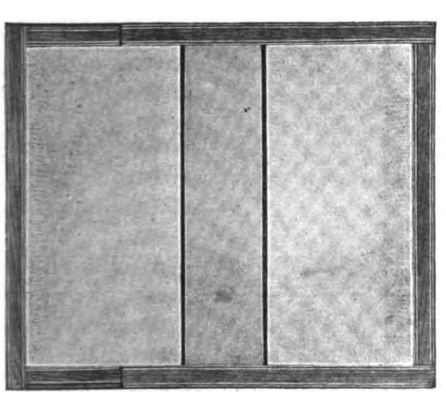
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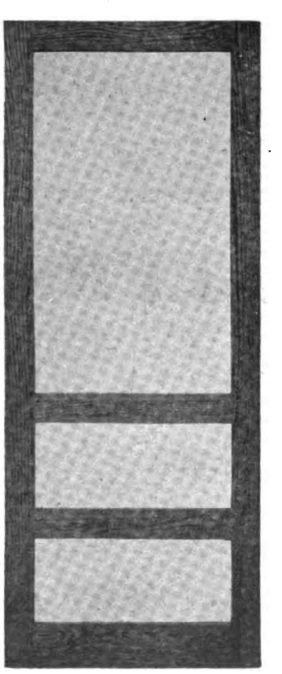
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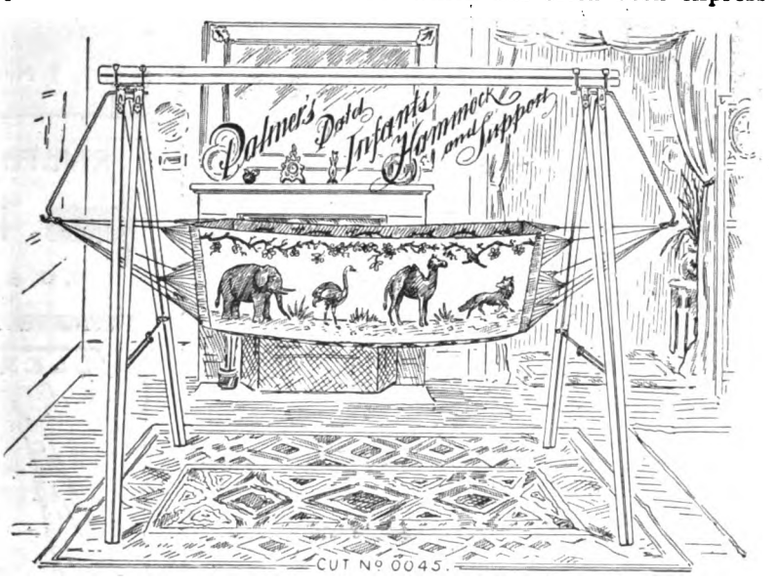
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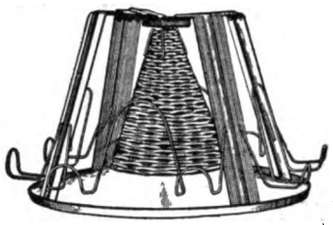
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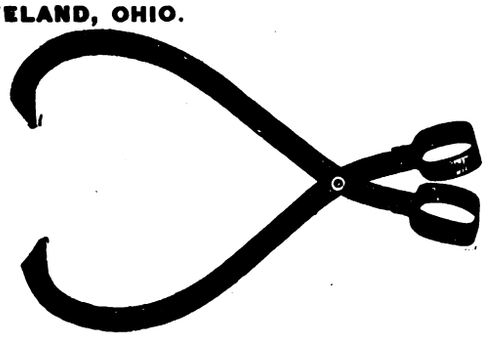
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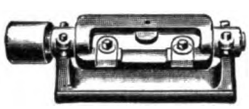
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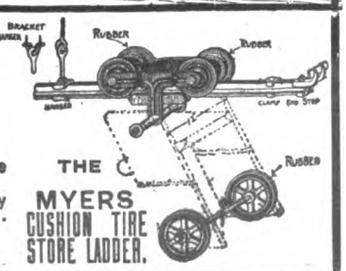
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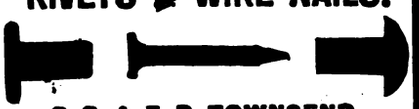
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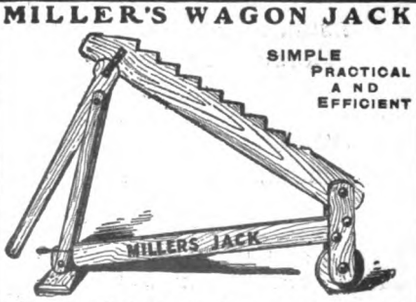
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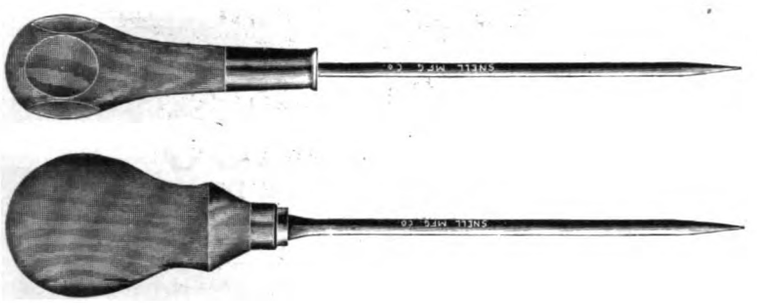
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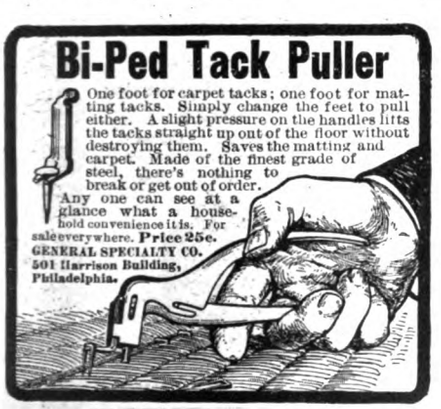
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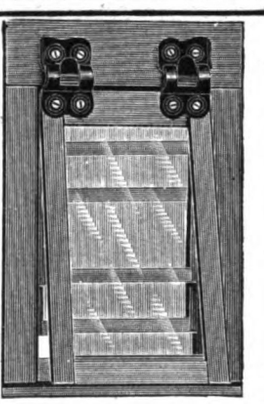
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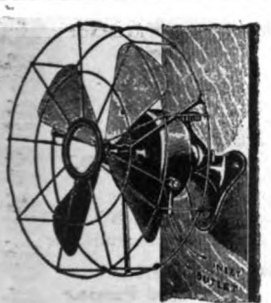
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40 Sizes and Styles for Hand and Power from $1.00 to $300.00



No. 2, $1.50



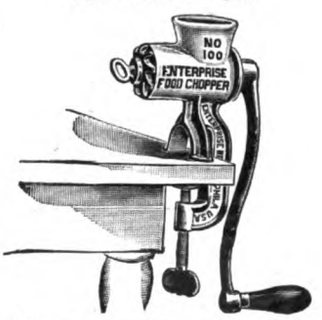
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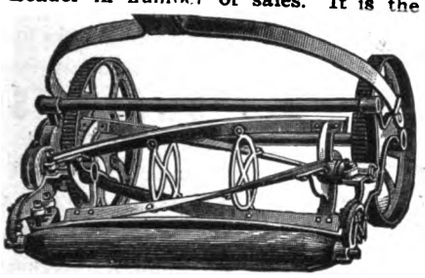


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We manufacture Lawn Mowers adapted for every market, and inquiries for Export will have our special attention. Write us for catalogue.

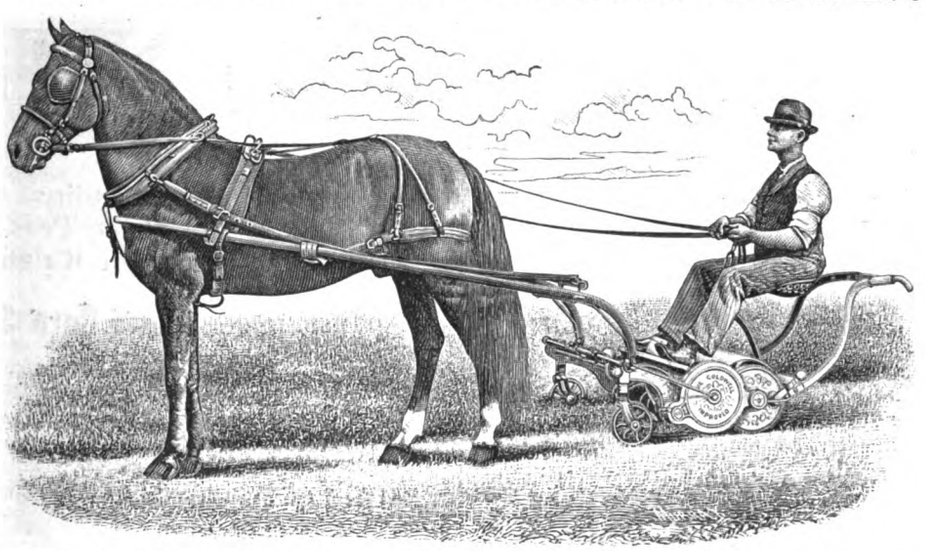


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HAND, HORSE AND MOTOR POWER

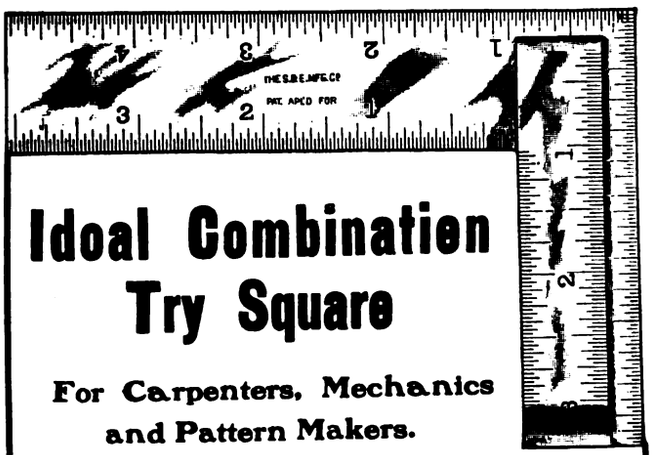


Used exclusively on the Parks of New York, Brooklyn, Buffalo, and on the grounds of 90% of the leading Golf Clubs of the United States and Canada.

SEND FOR CATALOGUE

Coldwell Lawn Mower Co., Newburgh, N. Y.

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Idoal Combination Try Square

For Carpenters, Mechanics and Pattern Makers.

One of the Most Useful Articles Ever Placed on the Market.

This Square is designed to meet the requirements of those who wish a popular priced accurate tool. It is graduated to 32ds of an inch, on all edges of both sides, and therefore enables one to take measurements in any position the square is placed and permits the user to secure Bevel Cuts, a feature which cannot be accomplished with any other Try Square.

Made in Two Sizes, 4 & 6 in. Blade.

Write us for Prices and full Particulars.

MANUFACTURED BY

THE SMITH & EGGE MFG. CO.

BRIDGEPORT, CONN.

STARRETT TOOLS

ARE THE STANDARD FOR ACCURACY, WORKMANSHIP, DESIGN AND FINISH.

The line of Fine Mechanical Tools shown in the Starrett Catalogue No. 17 T is the largest line made by any manufacturer.

We have just added over 20 new tools which are described in a booklet.



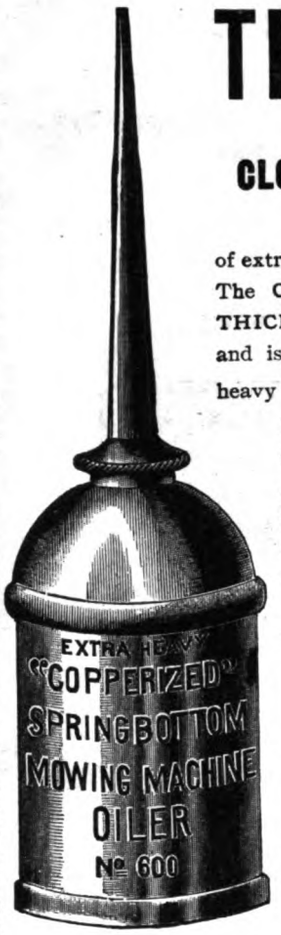
"MORE STARRETT TOOLS"

issued as a supplement to our catalogue. If you have not received a copy of this supplement send us a postal and get one. You ought to have it.

THE L. S. STARRETT CO.

ATHOL, MASS., U. S. A.

NEW YORK, 123 LIBERTY ST. CHICAGO, 15 SOUTH CANAL ST.



THIS CAN

HAS A

CLOCK SPRING STEEL BOTTOM

of extreme durability and springiness. The CYLINDER is of DOUBLE THICKNESS around the lower edge, and is drawn seamless from extra heavy **"Swedoh" Steel,** Beautifully Finished. It readily commends itself to all AGRICULTURAL and HARDWARE DEALERS on account of its Elegance, Durability and Cheapness.

Special Price on Large Orders from the Jobbing Trade.

THE AMERICAN TUBE & STAMPING CO.,

SUCCESSORS TO

The Wilmot & Hobbs Mfg. Co.,

BRIDGEPORT, CONN.

LITTLE GIANTS OF INDUSTRY

The Bayley  **Hand Grist Mills**

are built for general utility—for grinding Corn Meal, Buckwheat, Peas, Coffee, etc. and they are built to do it right.

The Bayley Hand Corn Shellers

will handle any size or shaped ear and shell them clean. Your customers want such dependable machines.

We also make Iron Fencing, Gates, Railings, etc.

Write us for particulars.

THE WILLIAM BAYLEY CO.,

Successors to THE ROGERS IRON CO.

98 NORTH ST., SPRINGFIELD, O.

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HARDWARE

The Peck Edge Tool Company, Cohoes, N. Y., has been reorganized with the following officers: Joseph A. Powers of Troy, president; Thos. O'Connor of Waterford, secretary; D. J. Halpin of Waterford, treasurer and general manager; Albert W. Powers of Troy, director. It is stated that ample capital has been provided to manufacture and furnish promptly Edge Tools of the best quality.

✤

The Engineering News Company, 220 Broadway, New York, in order to stimulate the production of literature on the subject of "Concrete Block Manufacture and Construction," announce the offer of $350 in prizes for the best papers on "The Manufacture of Concrete Blocks and their use in Building Construction." The author whose paper is judged to be the best will receive a prize of $250. The author whose paper is second in rank will receive a prize of $100. The merit of the papers will be judged chiefly from the standpoint of their practical usefulness to an engineer who proposes to establish a local business in the manufacture of concrete blocks. The length of the paper should be not less than 5,000 and not more than 10,000 words. It may be accompanied by any drawings or photographs which the author deems necessary for its illustration.

HARDWARE CLUB OF NEW YORK.

At a meeting of the Board of Governors of the Hardware Club of New York, held on Thursday evening, March 23d, the following gentlemen were unanimously chosen as the officers to serve during the coming term: President, J. Leonard Varick; Vice President, Eugene Bissell; Treasurer, Thomas F. Keating; Secretary, Arthur G. Sherman.

BLUE LINE LUMBERING TOOLS.

Morley Brothers, Saginaw, Mich., issue a circular in the form of a heavy hanger 9 by 19 inches in size showing some of the important specialties included in the "Blue Line Lumbering Tools," fuller details regarding which are given in their catalogue "G" which illustrates the complete line, and should be in the hands of every dealer handling these goods. The articles illustrated on this hanger are the Blue Line Swivel Timber Carrier for handling timber, telephone poles, trolley poles, ties, eye beams, etc.; the R. & S. Patent Lumber Loader in connection with the Car Door Loader which is "A very useful device, often saving more than its cost in loading and unloading a single shipment of lumber;" the Patent Load Binder for handling timber, rails, etc., Timber Tracks, Horse Shoe Dolly, Etc.

THE EAGLE MOP WRINGER.

The Eagle Cooperage Works, Circleville, Ohio, are busy congratulating themselves on the great success they have made of the Eagle Mop Wringer, which when placed before a criticising public has met an amount of success that has carried it far toward the 300,000 mark. They have given the trade an article which meets every claim they have made for it. Their business policy is always backed up by the inflexible rule "Treat everybody alike, making no deviation, and furnishing the best goods which makes for the best business."

HARLEM'S NEW HARDWARE EMPORIUM.

At 55 West 125th Street, near Lenox Avenue, the Neal and Brinker Co., the old established Hardware firm of 18 Warren Street, have opened their Harlem branch. Their stock, which is complete in every detail and consisting of mill supplies, carpenter and mechanics' tools, sporting goods, cutlery, etc., has been so arranged that with the use of glass show cases, tables, racks and stands, the cutomer can see at a glance at least one of the endless articles for sale. The promise to surpass anything of its kind in this and other parts of the city in all branches and especially in sporting goods, has been more than lived up to.

"THE SIMMONS COMPANY" FIRM'S NEW TITLE.

The retail store of the Simmons Hardware Company, Broadway and St. Charles Street, will hereafter be known as "The Simmons Company." The business will be conducted in just the same manner as before, with merely the change in name. The wholesale house will continue to be known as the Simmons Hardware Company. The retail store, in its advertisements, inaugurated the change in the style of the house name.

V. P. HUMASON'S REMOVAL.

V. P. Humason, formerly at 80 Chambers Street, New York, has moved to the Franklin Building, 9-15 Murray Street, where he displays a full line of samples of the products of the various companies he represents. Mr. Humason is vice-president of the Chapin-Stephens Co., Pine Meadow, Conn., manufacturer of Rules, Planes, Levels, Gauges, etc., and treasurer of the Humason & Beckley Manufacturing Co., New Britain, Conn. He also represents the Wm. Rogers Manufacturing Co., manufacturer of Silver Plated Table Flat Ware, and the West Silver Co., manufacturer of Silver Plated Table Hollow Ware. He will carry a stock of the Chapin-Stephens Co.'s line and also of Silver Ware. The export department of the business will be under the direct supervision of Mr. Humason's son, John E. Humason.

STEVENS-POPE ACCURACY.

At the annual open indoor tournament of the Zettler Rifle Club held at New York City, March 1st to 11th, 1905, nine-tenths of the perfect scores in the 100 shot and re-entry matches were obtained by the use of the Stevens and Stevens-Pope rifles. The record score of 2468 out of a possible 2500 was secured by Louis P. Ittel, Pittsburgh, Pa. Mr. Ittel was equipped with a Stevens-Pope rifle and Stevens Telescope Sight. He used Peters .22 short cartridges. Stevens Telescopes again had a notable bearing on raising records and their use was permitted in this National Competitive Shoot. Judging by the splendid assistance they proved at both the tournaments of the .22 Caliber Rifle League and Zettler Rifle Club, it is very apparent that the field for these shooting accessories is constantly widening and rifle clubs in all sections of this country will no doubt follow the lead of the representative organizations who already allow 'scopes to be used in National Shooting Contests. This latest Stevens victory amply demonstrates that a crack marksman equipped with Stevens-Pope rifle and Stevens Telescope is an unconquerable factor in a rifle tournament.

SHOW CARD PAINT.

In the Minnesota convention report published in the Hardware Trade papers were a few lines to the effect that Hardware men wanting a recipe for an inexpensive card sign paint could obtain it by writing George M. Evenson of St. Peter. Mr. Evenson has had many requests for this recipe from Hardwaremen who say they read these few lines. This goes to show that these convention reports are quite thoroughly read. To reduce the necessity of Mr. Evenson answering so many letters, the *Hardware Trade* published this recipe, thereby giving its readers an opportunity to get the recipe on file. It is as follows:

"Buy from a dealer in dry colors 5 cents worth of the following—chrome yellow, carmine, burnt umber, chrome green, lamp black, white lead, ultramarine blue. Procure a case knife and a sheet of glass, then a bottle of mucilage. Deposit the colors, one at a time on the sheet of glass and add to the dry color enough mucilage to make a salve. Of a druggist purchase a half dozen tin salve boxes and into these boxes put the various colors after they have been mixed with the mucilage. When you desire to use a color, dip your brush in warm water, pass it over the surface of the paste in the box and you will discover that you have as fine a color paint for show cards as you can buy anywhere. You can modify the colors by uniting the light and the dark ones."

DEATH OF SIDNEY P. JOHNSTON.

Sidney P. Johnston, Editor of *The American Artisan*, died March 19, 1905. He was born November 30, 1869, in Chicago. In 1891 he was graduated from the classical department of Northwestern University. Just two years later he was made editor of *The American Artisan*, a position which he had since filled both to his own credit and the honor of his paper. In this capacity he was perhaps more instrumental than any other one man in the successful organization of the different retail Hardware dealers' associations. Besides filling his editorial duties so successfully, Mr. Johnston was regarded as perhaps the foremost authority on chess playing in America, having successfully participated in several national and international matches, and having been chess editor of the Chicago *Tribune* for a great many years.

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HARDWARE

DEVOTED TO THE AMERICAN HARDWARE TRADE

PUBLISHED ON THE 10th AND 25th OF EACH MONTH BY
HARDWARE PUBLISHING CO.
309 BROADWAY, NEW YORK

SUBSCRIPTION $1 00 PER YEAR. TO FOREIGN COUNTRIES $2 50

CHICAGO, - - - - - - 1164 Monadnock Block
C. H. Greene, Representative
DETROIT, - - - - - - 61 West Congress St.
G. T. Newkirk, Representative

L. E. MacINTYRE, - - - - - President.
A. P. MITCHELL, - - - - - - - Secretary and Treasurer.

HENRY HOPKINS, - - - - - Editor.
A. EUGENE BOLLES, - - - - - Manager.

APRIL 10, 1905.

Editorial Trade Review

While the Trade generally have had a good month during March, showing an encouraging increase of sales when comparison with last year is made, they look forward to the month of April to prove conclusively the optimistic views they have announced as giving a sanguine estimate to conclusions formed. Purchases have been made by the Jobbing trade in support of this belief, anticipating the future to that extent, and exceeding in the quantities ordered the natural demands of a season otherwise most promising. During the present month the purchasing of supplies and filling in of stock will govern the action of the retailers and relieve any doubt the Jobber may entertain that the demand will prove all that could be wished.

There have been a number of lines which, by changing the list prices and averaging up the cost, have advanced the quotations over former prices to a marked extent that would warrant a close comparison being made. Favorable reports are being received of the conditions that surround the Hardware trade in all the leading trade centres. Collections are reported as being good for the opening of a Spring trade, and the wants of the West will be demonstrated as being of the most sanguine character when compared with previous seasons; and the views entertained by the Retailers who are familiar with the wants of this vicinity would imply a state of affairs rarely catered to, and of a kind that would involve the most general buying to do it justice.

Shelf Hardware generally in the way of improved tools shows no marked activity as yet; but when the conditions of labor become free from all possible doubt as to the future, it may be heard from. The Jobbing trade is engaged in forwarding orders containing large quantities of goods which were ordered early, to be delivered at the present period, while the "boys on the road" are encouraged by the assortment covered by the orders they send "the house," which embraces a wide variety of such goods the early demands of Spring are sure to call for. The warm days in March have stimulated the belief that trade will open early in all its fullness, and he who is not supplied with warm weather necessities will miss it greatly.

The demand for Builders' Hardware in all the trade centres is unmistakably prominent. There is much of the best character of houses being promoted in the largest cities, both in the way of great public improvements, as well as those fostered by private capital, such as Banks, Hotels and fine residences, for which provision must be made in the more excellent grades of Builders' Hardware; while the smaller, but regular, wants of the more conservative communities call for a greater amount of Builders' Hardware than usual at this season of the year; for building is a most active business of the Spring months, and the indications are that a field of activity will soon spring from this one source particularly, that will reassure the Hardware dealer for his preparation for it.

ALWAYS BE ABLE TO DELIVER THE GOODS.

A word to the young man, in the midst of all this cry about modern enterprise; don't be more enterprising than you can make good. The commercial world is filled with wrecks caused by a too reckless application of that one word, enterprise. However, up-to-date the young man of to-day, he frequently would do well to stop and take a few lessons in conservatism from slow-going old "dad," who hasn't quite as much dash to his ideas but who someway manages to get around once in awhile to pay the bold young plunger's bills.

It is well for any man, old or young, to keep just a little in advance of his business but don't let expenses get too much in advance. A business plunger is on almost an equal footing with the race-track plunger. He may win, but the chances are many times in his favor—to lose. However enterprising a certain course may seem, think first whether it will leave enough free working capital to permit the business to follow it up; if not, don't take the course. There is a difference between recklessness and true enterprise.

ON SELECTING OF ASSISTANTS.

A good many Hardware dealers can learn some valuable lessons in store management from their detested rivals, the department stores; one is the art of specialization.

The girl at the ribbon counter is not expected to be posted in the stationary department but in Hardware stores where several clerks are employed we find them indiscriminately putting up nails and the most intricate Builders' Hardware. It is hardly economy for the real expert to devote his time to commoner lines of goods; neither is it good business policy to put any one but an expert after the more complex orders. The line of course cannot be drawn with entire exactness but every store should have at least one salesman of enough practical experience to render his services too valuable for him to take the place of the cheap helper.

Every store should have a careful and reliable man who understands Builders' Hardware from the practical standpoint and every order of that kind should be referred to him. An order for a certain number and kind of locks coming from a contractor does not as a rule designate the special size of screw and number of them required for putting the locks on; the salesman is supposed to know that, but he frequently doesn't. If a customer don't know what sort of a hinge he wants or whether a rim or mortise lock the expert salesman can frequently tell him by knowing the thickness of the door. Even in nails, for building purposes, the adaptation of special kinds are taken into consideration by the clerk who really knows his business.

Right here let me say that every Hardware store ought to have one man who really does know something about nails but not one in a hundred has that man. For certain purposes the old cut nail is vastly ahead of the modern wire nail while in some cases the relative merits are reversed. An expert nail man will consider exposure, strain (both extent and direction,) kind of wood used, paint, etc.

Somebody ought to know, too, the difference in effect between the commoner so called explosives, powder, dynamite, etc.: also the conditions under which it will be set off and how it may be safely handled. There should also be a practical machinist on the force, especially if agricultural or other machinery is handled. Of course in small country stores it may be necessary to unite some of these specialties in one man; the point is, have that one man and then don't keep him busy filling orders that a cheaper clerk can handle. It is no small matter to have a reputation which will lead local contractors when sending for some line of Hardware to say:

"Be sure and go to Browns. They have a man who knows just how to fill that sort of orders and they always put them in his hands."

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TALKS WITH RETAILERS

By AMOS

MORE "REFORMERS."

What would this poor benighted country do were it not for reformers, reform leagues, progress leagues, purification societies and the like? Think of the hundreds of spell binders, hack writers and secretaries who would be compelled to get down to business and really work were it not for the "waves of reform" that are continually agitating portions of our Land of the Free. I don't mean by this that reforms are never needed or that the time will ever come when there will be nothing that needs correcting. It may be that my living in the territory of Tammany Hall has formed in me the habit of looking in behind each new reform before I permit myself to be carried away with it.

Many reform movements are legitimate in every particular but about eight out of every ten are organized for the purpose of giving some one a job or of putting through some scheme that has been carefully covered up by some other scheme that has some chances of winning popular favor.

Just at present, the fad seems to be "Postal Reform," and we are being told by different organizations that our post-office is something less than a hundred years behind the times; that it is managed in the interests of the big express companies; that the industrial classes are being robbed for the benefit of others, and a lot of other awful things together with the fact (?) that by "our plan" all things can and will be corrected, our postal affairs brought not only up-to-date, but somewhat ahead of all other countries, the express companies put out of business, etc.

One of the latest of these many organizations is the "Postal Reform League" office in New York with Immanuel Pfeiffer (a splendid name for a reformer) as general manager.

Here is their "Platform:"

The Post Office is the people's official agent for intercommunication, and should be the full, the faithful minister of their needs.

We therefore propose:—

1. An improved parcel post system, such as European countries have, to carry parcels weighing up to at least eleven pounds.

2. A postal check system, for the safe and convenient payment of small accounts by mail.

3. A reclassification of all matter on the basis of the cost of carrying it, and free delivery throughout the country.

4. Business methods in administration and in contracts with railway and other transportation companies, with a reduction of postal rates in proportion to the saving thus assured, beginning with an immediate reduction of letter postage to one cent an ounce.

5. A court trial before destructive action by the department in all cases of alleged abuse of postal privileges.

6. A legal construction of the provisions concerning second-class mail matter safe-guarding the rights of legitimate publishers.

7. The extension of domestic rates to foreign business.

8. Postal insurance for all mail matters.

9. The appointment of a joint committee of Congressmen and businessmen to revise and codify the postal laws, in order to insure clearness and certainty in detail, and more efficient postal service.

THEREFORE—We desire to unite our efforts to keep up intelligent discussion and agitation of the subjects of postal reform.

If they would remove the first paragraph in the above, little in the way of protest would come from the merchants of this country. A "look behind" however shows it's dollars to doughnuts that this first paragraph is the one on which almost the entire work of this organization will be done. Their printed matter shows a membership of thirty-one, of which fifteen are publishers and advertising agents who derive a large share of their income from the mail order business and who would be immensely benefited by the adoption of laws that would increase the business of those who sell by mail direct to the consumer. Five of the members are manufacturers or wholesale dealers in articles that could be shipped by mail if the parcels post went into effect. Of the remainder there is one firm whose occupation is given as "General Manager," one lawyer, one insurance agent, four with no occupations given in the New York City directory, and one professional reformer, George Fred Williams of Boston; the president is a manufacturer of watch cases, and the general manager and secretary-treasurer are physicians. It would hardly seem that any further comment is necessary, but I cannot forbear printing a few extracts from one of their folders entitled "Who Will be Benefited by a Parcels Post."

They put at the head of the list the merchant in the country town and explain how he will be enriched in the following language.

Country Storekeepers.

"The advantages of a Parcels Post system will perhaps be realized by no other class so quickly as by the small storekeeper in country towns and villages. The chief difficulties with which the small merchant has to contend are insufficient capital, distance from wholesale centers and cost of expressage on small parcels. A Parcels Post system would afford immediate relief from this disadvantage.

The country merchant has the acquaintance and goodwill of his customer, and is able to give personal attention to his special wants and preferences. In the nature of things, it is to his advantage and theirs that he receive the bulk of their patronage. Where this is not the case, it is because the local merchant cannot afford to keep in stock all the goods desired, and is prevented by the extortionate mail and express rates from ordering the articles in small quantities. Hence the prospective customer is driven to look elsewhere. With the aid of a Parcels Post system, the small storekeeper could readily keep in touch with the great wholesale distributing agencies. From these he could readily obtain by Parcels Post such articles as the customer might decide to order from the wholesale catalogue, thus earning a reasonable commission without the inconvenience and risk involved in carrying a stock of goods likely to become unsalable.

Suppose, for instance, that the country merchant could receive parcels weighing from one ounce to one hundred and eleven pounds for one cent a pound—four times the actual rate in Germany. Outside of his regular stock, few articles in occasional demand would go beyond this weight limit. This would enable him to carry an extensive line of samples, instead of a superfluous stock in a few lines of goods. This would immensely increase his trade, and enable him to meet the varied demands of his customers at a great saving of expense. As his delivery could also be made by Parcels Post, two or three handlings, truckage, and other expenses would be saved."

I wonder if they imagine that such an argument will influence any number of members of State Hardware Associations or any one else with even half the average amount of gray matter, who reads farther on in the same circular of the benefits to others. Of the "Merchants in Large Cities" the league says:

"The Parcels Post System would be of special benefit to the merchants in large cities, by avoiding the enormous waste incident to the delivery of goods to local and suburban customers. Under the present ruinously extravagant method, the delivery wagons of a dozen merchants follow each other over practically the same territory. The Parcels Post system would systematize the industry and lessen the expenses of all these establishments."

And now see how cleverly the following is worded:

The Farmers.

The many discomforts of a farm life, under present circumstances, are immensely aggravated by lack of adequate postal facilities. The Rural Free Delivery, while a decided step forward, is very incomplete, and must always be operated at a heavy loss, unless accompanied by a Parcels Post system. With such a law as that of Austria-Hungary, the farmer would not be compelled to drive several miles in order to make a few purchases. He could simply draw a postal check, mail it free, and within a few hours receive the goods by mail from his local merchant. Is there any reason why the farmers of the United States should remain destitute of the simple conveniences provided by European governments

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to their agricultural class? A Parcels Post law would at once put the Rural Free Delivery system on a paying basis, as well as effecting enormous saving in time and money to the farmer, and increasing to an inestimable extent the comforts of farm life.

Does any one notice how careful tney were to say that the farmer sends his check to his local merchant? The idea that he would send it to a city department store or to a catalogue house is too preposterous to be given a moment's consideration.

In all of the literature sent out by this league not one word is said about catalogue houses—the reason is of course obvious.

♣ ♣ ♣

Five excellent specimens of "talky" ads are reproduced herewith. Note the smooth easy reading style particularly of the two headed "Hunting Coats" and "Floor Varnish." These ads are small, but they are so displayed that they attract attention and the reader is led without a hitch from the head line directly into the body of the ad where he finds facts enough to cause him to investigate further, if he is at all interested in the articles advertised. Modern business is quick business—modern advertising should be a reflex of the business-getting to the heart of the matter in double-quick order. In writing an advertisement get right at your story. Plunge into it as the bather plunges into the ocean. Preamble is obsolete.











The ad with the cut at the top is an exception to the general rule which demands talk and description. The value of this ad lies in the fact that the guns mentioned in it are well known to all users of guns because of liberal use of space by the makers of those guns in publications of a general circulation. The "Home Exerciser" ad is another exception, this time to that rule, so often broken, that headlines should not be misleading. If the top line of this ad was the only display line, it would attract the attention of would-be athletes and few if any others, but arranged as it is the reader sees not only the headline but the real subject matter of the ad at one and the same moment.

After some merchants have decided to advertise they do not stop to consider what kind would be the best for them, but take up with whatever scheme first comes to them in the name of advertising. A sick person might as consistently rush into an apothecary shop and snatch down the first bottle within reach without stopping to investigate whether its contents were adapted for use in his particular case or not. The indiscriminate advertiser has about as much prospect of being benefited as would the sick person who might seek relief in the manner described above. In either case more harm than good would result.

♣ ♣ ♣

Every baseball crank remembers at least one time when the score was three to nothing in the ninth inning, the bases full, two out, and the next batter swatted the ball "Clean over the fence" and brought in four scores in a bunch, winning the game for the home team. Here is a suggestion for the new advertiser who puts in one ad and says "If that pays I'll continue." He might as well say on the first day his store opens "If I make money to-day I'll keep open another day, if not, I'll give it up." It takes more than one ad to win the game. The road to advertising success has been travelled by thousands, but its fence corners are filled with the bleaching skeletons of the victims of one insertion.

♣ ♣ ♣

A writer in *Printers Ink*, complaining of trading stamps says: "This stamp question has been the means of raising the price of my goods, as I could not afford to give away my profits to a go-between. This scheme has compelled the poor people to purchase articles that they don't want in order to fill their books and get a shoddy present." And by way of comment the editor adds: "The trading stamp is now more than half way down the slide to oblivion, and every day merchants, who in common with their customers have become disgusted with it, are giving it a good, hard push in that direction."

♣ ♣ ♣

"Shall we stop our advertising for a while now?"

This is a question that some business men—says an exchange—are apt to ask themselves particularly in their "dull season."

Suppose your engineer asked you:

"Shall I stop putting coal on my fires, sir?"

What would you reply?

"Why no—unless you want the engine to stop!"

The advertiser who thinks of discontinuing may argue, "We have been advertising so long and so steadily that our name and specialties are well known, and we intend to advertise again when business is better in our line than it appears to be now; in the meantime our business won't stop."

No; neither will the engine stop, says the "money maker," the minute the men suspend shoveling in coal. The point is, however, that when the engine is to be started again, ten times as much will have been lost in power as has been saved in fuel or feed.

Using up reserve force never pays. If it is a loss, however, it may be looked at. The buying public is prone to forget. It is, moreover, much more difficult and much more expensive to regain a lost customer than to prevent his staying away.

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SOUTHERN HARDWARE JOBBERS' ASSOCIATION.

Since our last issue the following letter has been sent to the members of the Southern Hardware Jobbers' Association:

Knoxville, Tenn., March 27, 1905.

To the members of the
SOUTHERN HARDWARE JOBBERS' ASSOCIATION.
Gentlemen:—

A meeting of the Executive Committee of our association was held in Knoxville on the 22d and 23d inst., the following being in attendance: W. M. Crumley, President, Atlanta; O. B. Barker, Lynchburg; Charles H. Ireland, Greensboro; Bruce Keener, Knoxville; C. B. Carter, Secretary-Treasurer, Knoxville.

Mr. F. B. Dunlop was prevented from attending the meeting on account of sickness.

Many matters of interest and some of great importance were presented for the committee's consideration and action. It is gratifying to report the deep interest our members are taking in the work in which we are engaged. The individual members are awakening to the fact that the Southern Hardware Jobbers' Association is a great power and has far reaching influence for good. Complaints are promptly and satisfactorily adjusted, the interchange of ideas and methods which is made possible through association work enables many needed reforms to be inaugurated and the opportunities afforded at the annual conventions for the jobbers meeting their competitors in a social and friendly manner, is conducive to more generous and liberal competition, eliminating to a great extent the petty jealousies and grievances which have previously existed.

Further details of the matters taken up at the committee meeting will be presented to you from time to time; however, a large part of the committee's work was devoted to arranging programme for the Virginia Hot Springs Convention, which will be held on the 6th to 9th of June. Among the important subjects which will be discussed at that time, are as follows:

"Restricted Prices," "How to Enforce Uniform Terms," "Where Are We At?" "Observations of a Traveling Salesman," "Mutual Fire Insurance in the Southern Hardware Jobbers' Association," "Increasing Expenses vs. Decreasing Profits," "Postal Laws and Reduction of Letter Postage," "The Hardware Business—Past, Present and Future," "Advantages and Opportunities Afforded by the South for Manufacturing," "Encroachment of Manufacturers and Their Representatives Upon the Jobbing Trade."

The Executive Committee were very much pleased at the bright prospects for a very large and successful convention at Hot Springs. Ample social features will be provided by the efficient Reception Committee. The railroads of the South have granted a rate of one fare for the round trip; from other sections the rate will be one and one-third fare. Special Pullman cars and even special trains will be provided, giving every possible comfort and convenience.

SOUTHERN HARDWARE JOBBERS' ASSOCIATION.
C. B. CARTER, Secretary-Treasurer.

A SPECIAL TRAIN TO HOT SPRINGS.

At the request of a number of those who made the trip to Atlanta last May with HARDWARE's party, the manager of this paper will run a special train to Hot Springs, Va., for the June convention. An announcement of this was made by mail a few days ago and already a large number of reservations for space on the train have been received. Present indications are, therefore, that a good sized train will be filled.

On previous occasions considerable annoyance had been caused by the necessity of standing in line to register at the hotel desk. No trouble of this sort will be experienced by those who go with HARDWARE to Hot Springs, as we have arranged with the manager of "The Homestead" to have a clerk meet our train several miles out of Hot Springs and notify each member of the party as to the number and location of his room, so that without any delay we can go to our rooms at once after reaching the hotel. Breakfast tables for our entire party will be ready on our arrival so that the hungry can be fed without delay.

The train will be run over the Chesapeake and Ohio route, a line noted for its scenic beauty and the officials of that company are making every effort possible to the end that the trip be one to be remembered with pleasure.

Although the schedule of the train has not been decided upon definitely, present arrangements are that it will leave Jersey City (Pennsylvania Depot) at about 5 P. M. Monday, June 5, West Philadelphia, 7.35 P. M., Washington 11.10 P. M., and arrive at Hot Springs about 8 o'clock Tuesday morning. The train will be made up to the best equipment including Pullman sleepers, compartment cars, and dining car.

The return trip will very likely be made in daylight leaving Hot Springs Saturday morning, June 10; this, however, will be decided upon during the down trip.

A list, from which reservations will be made later in the order in which they reach this office, is now being made up and we will be pleased to enter on this list the names of those who will make this trip with us. Correspondence concerning this train should be addressed to A. Eugene Bolles, Manager of HARDWARE, 309 Broadway, New York.

Time tables, information concerning the trip, etc., can be obtained from the following representatives of the Chesapeake and Ohio Railway Co.: H. W. Fuller, General Passenger Agent,, 609 14th Street, Washington, D. C., or U. L. Truitt, 362 Broadway, New York.

The headquarters of the convention will be at The Homestead Hotel and over two hundred rooms have already been reserved. It is therefore advisable that all those who intend being at this convention, make application for rooms at once, addressing Fred Sterry, Manager of "The Homestead," Hot Springs, Virginia.

The following special rates have been secured for the period of the convention, June 6-7-8-9, 1905:

HOMESTEAD HOTEL AND COTTAGES. Official Headquarters both Associations.

Single Room, American Plan, without bath, two in room, $3.50 per day each.

Single Room, American Plan, without bath, one in room, $4.00 per day.

Single Room, American Plan, with bath, two in room, $4.50 per day each.

Single Room, American Plan, with bath, one in room, $6.00 per day.

HOTEL ALPHIN. (Within five minutes walk of the New Homestead.)

Single Room, American Plan, without bath, $2.50 per day each.
Single Room, American Plan, with bath, $3.50 per day each.

GIVING THE CUSTOMER A SHOW.

A well arranged show-case is an illustrated catalogue, of which the display in the window is the cover. The latter may be unique through some original design or an artistic effect or just through a good, business-like arrangement, so long as it is attractive in some way. It's purpose is really to catch the eye and awaken interest in what is inside.

With internal arrangements it is different. Here almost any feature that would be of service in the printed catalogue, in the line of classification for ready reference, may be made use of to advantage. The general effect should be pleasing, it is true, but in the place where the actual business is done the most pleasing effect is that which renders the desired line of goods the most available for the inspection of the purchaser.

Frequently the purchasing idea is still too vague for the customer to feel warranted in expressing it; at the same time he is sufficiently interested to appreciate the chance to do a little quiet inspecting on his own hook. If, after some trifling purchase he can walk about the store and see a classified display of the coveted article as convenient to all his senses as the printed catalogue is to his eye, it frequently happens that an interested listener to the salesman's story is secured where least expected. It is always a safe rule to make it as easy as possible for the visitor to help himself to information. A man always likes better to talk about something he understands than something he doesn't.

HOW TO USE HUMOR.

Happy is the man who has an ever ready fund of funny stories—if he only knows how to use them; otherwise he is an abomination. Nothing is better for relieving a strained situation caused by the blundering or want of tact in another than the laugh caused by some impersonal little story that harms no one. Often, too, it is the easiest refuge for the merchant who is questioned for an opinion upon some topic he prefers to remain neutral on; a political campaign, a religious discussion or possibly a neighborhood quarrel. Many an unwelcome question has been answered in this way and where a sober answer would seem certain to give offence to one side or the other of the controversy, the funny story, if new and funny enough, may not only relieve the situation for the party questioned but in the laugh, the controversy itself may be forgotten by the principals.

In resorting to this method however it is well not to select such a story as will bring a laugh upon either of the disputing parties or seemingly ridicule the subject of the discussion. Rather have it, if possible, throw the laugh upon yourself as a non-participant.

A young lady explained to a printer the difference in printing and publishing and in conclusion said: "Now you may print a kiss on my cheek, but you must not publish it." With that he locked the fair form in his arms and went to press.

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UNDERPAID POSTAGE ON LETTERS FOR FOREIGN COUNTRIES.

United States consuls are constantly calling attention to the importance of putting the proper amount of postage on letters sent to foreign parts. "It seems," says one writer, calling attention to the prevailing carelessness of the American people, particularly business men, in this connection, "that our people do not fully realize that the postage to foreign countries is 5 cents for each half ounce or fraction thereof, and not 2 cents for each ounce or fraction thereof. The sending of letters at local rates to Canada, Mexico, Cuba, Etc., has greatly increased the liability to stamp letters for all other countries at the same rate."

The same writer thinks it would be a good idea to have "the letters upon which the postage has not been paid in full returned to the sender." It might be a good plan; but it may be best for all concerned to have their attention called to the actual conditions under which letters are now carried. Parties who are so careless as to have their letters sent with insufficient postage must not be surprised if the letters are returned, or, when not returned, if answers never come.

It not infrequently happens that the letter, when read, is relegated to the wastebasket by an exasperated merchant or manufacturer. It indicates a degree of carelessness that leads foreign business men to believe it best to avoid dealings with those who do it.

A leading firm in Gottenborg, Sweden, writing to an American trade journal points out the evils of the present system in no uncertain tones. It says:

In the December number of your journal we find some lines on the prepayment of foreign postage. We have read the article with great interest and think it well worthy of consideration. Being importers of great quantities of American goods we receive very many letters from the United States, and can, from our own experience, say that business men of no other nation are so extremely careless in these things as are the American firms. Not a single week passes without half a dozen or more letters coming to us with underpaid postage. And this not only from firms with which we are in regular correspondence, but also from manufacturers making us offers and sending their catalogues for inspection. Whether this is due to the ignorance or negligence of the "office boy" we do not know. At any rate, we do not blame the boy, but the firm, for the carelessness.

The foreign firm you refer to writes about 1s. 2d. (26 cents) underpaid postage. This is enough, but we can give you a still better example as far as postage due is concerned. Upon the request for catalogues and quotations a firm in the United States sent us a heavy parcel of printed matter, the cover with a 2-cent stamp on it. The underpaid postage amounted to 5.64 kroner (about $1.50). We thought this rather too much and returned the lot.

United States Consul John C. Caldwell, San Jose, Costa Rica, says that the question of underpaid postage is becoming an irritating one in his district, and is beginning to have a bad effect on merchants trading with the United States.

Success in the foreign field is sure to come to those who do well the little things that consuls and others, familiar with the facts, are constantly advising. Letters sent abroad without sufficient postage are penalized. Usually double postage is demanded before the letter is delivered to the party to whom it is addressed. The penalty, however, is not the dangerous feature in connection with this carelessness; it is the disgust of the recipient of the letter. How very great should be the care taken will be seen from the following statement of an incident in the office of the leading export journal referred to. The editor says:

Some time ago we received a letter from a corresponent in Liverpool inclosing the cover of a letter on which full postage had not been prepaid, stating that he simply called our attention to it because the same mistake had occurred several times before, and suggested that we give our mailing clerk instructions to be more careful. We answered, apologizing for the mistake, and promised to do what we could to prevent its recurrence. In due course we received another letter calling our attention to the fact that even this letter containing our apology had been short paid in spite of all our precautions.

What does this mean? Simply that the men in charge of the mailing division have their minds on other things. Only an ordinary degree of intelligence is required in such a division; and yet the record here is of inexplicable, inexcusable carelessness.

Another fact often called to the attention of business men by consular officers, is the importance of putting extra postage into letters asking for information. Stamps of the country to which the letters are sent need not be used. United States stamps are, as a rule, preferred, for the foreigners often have use for them when asking for information here. The whole question of foreign postage is important. Too much attention can not be given to it. At times a great deal depends upon it; more than merchants and manufacturers may think.—*Consular Reports.*

A NEGLECTED POINT.

That one of the first advertising duties of the Hardware dealer to his business is to give his place a distinguishing name around which to crystalize all his other forms of advertising may be readily enough conceded, but the equally important fact that such a name should be selected for some definite object is quite often overlooked. The "Empire" Hardware store or the "Beehive," or the "Hub," may use their handle as a sort of hook from which to dangle occasional packages of advertising effort, but there is nothing in names of that sort to bring the firm out by itself and make it a distinct individuality among all others of its class.

The advertising cognomen of any business house or man should disclose one of three things:

Who he is,
Where he is, or
What he is.

If more than one of these three objects can be served at once so much the better, providing all can be forcefully expressed in a very few words. But space means more in this form of publicity than in any other. A few extra lines in a newspaper means that much greater expense. A few extra words may mean the difference between success and failure when the medium of public speech is made use of. A bright idea cleverly expressed in a few words is pretty apt to make a hit; but drawn out, it falls flat, and the whole idea is spoiled.

Often the name of an individual or a location will offer special opportunities for this form of advertising. To illustrate, a man by the name of Irons had in big letters over his door,

THE PLACE OF IRONS
AND OTHER HARDWARE.

the second line being in considerably smaller type, but still large enongh to be easily read. This same form of business identification he also used in all his newspaper advertising until with the average person in that town "The Place of Irons" was as much a local land mark as "Herald Square," New York, while the facetiously inclined of both the juvenile and mature classes considered the rest of the cognomen a real hit until Mr. Irons was as well known by the pseudonym of "Irons and other Hardware" as by his own name. He had perhaps builded better than he knew in giving the public a brief business name which meant something and a longer one which meant a little more and which the people might let alone without hurting the effect of the main idea or make use of if their sense of humor so inclined them. In either case Irons and Hardware were inseparably associated in that town.

Where the individual name does not present special linking opportunities the location may sometimes be made to yield one. In a certain town a Hardware firm that happened to be located at No. 2 Eighth Street, utilized a big figure 8, across the face of which were laid two monster machine bolts, making the $ sign. No doubt they reasoned that that mark attracts more people than any other and their newspaper advertising was largely made up of suggestions on "What a $ will do" along housekeeping and other lines. Their sign, which suggested their location, once it was understood, also their line of business, was therefore made a pertinent part of their newspaper advertising and also made a good hit. It has one weak point, however—reproduction among customers. While the firm can themselves produce good results through their own medium, type, the people who see their advertising and are pleased cannot very well reproduce it to their friends through their medium, speech; so the concern lose the opportunity of being talked about or at least of having their hit become a part of current street jargon and are forced to do their own talking.

A great deal might be said about the advertising value of a store name and in regard to its wise selection; indeed, from the infrequent and inadequate use made of this opportunity a good deal more ought to be said than ever has been. It is about the only form of modern advertising that in itself costs absolutely nothing but some careful study and the one that can be made to add materially to the value of all other forms. The linking of a man, his location and his business with some tangible idea around which his more expensive forms of advertising and the public's Hardware interests can group through association can be made the most effective form of advertising within anything like a similar cost. It may require a good deal of careful study—indeed, should be given such. Perhaps no hit is always possible through some happy chance of names, but that is not an absolute necessity, only the occasion should be embraced if it presents itself. It is a task that has to be done but once, and once well done it imparts a great amount of vigor and individuality to all advertising put out; but for some reason, perhaps because it *is* done but once, its importance is lost sight of and it is generally treated as an incidental both by business houses and by writers in trade periodicals.

Xeno W. Putnam.

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THE SAVANNAH CONVENTION.

The Fourth Annual Convention of the Southern Supply and Machinery Dealers' Association will be held at the De Soto Hotel, Savannah, Ga., April 25 to 28.

The following programme will be carried out:

TUESDAY, APRIL 25.

MORNING SESSION, 10 O'CLOCK.

Open session to which the manufacturers, their representatives, visitors and ladies are especially invited.

Prayer—Rev. W. A. Nesbet, pastor Westminster Presbyterian Church, Savannah, Ga.

Chorus—"America."

Address of Welcome to the Convention—Col. J. H. Edtill, president chamber of commerce, Savannah, Ga.

Response—Peter E. Blow, Southern Brass and Iron Co., Knoxville, Tenn.

Address of Welcome to the Manufacturers—William Wilmot, Wilmot Machinery Co., New Orleans, La.

Response—Chas. F. Aaron, chairman, Auxiliary association.

Report of Entertainment Committee.

Adjournment.

AFTERNOON SESSION, 2 O'CLECK.

Roll Call.

Reading of minutes of Old Point Comfort convention.

Report of the president.

Report of the executive committee, read by C. H. Briggs, Dallas, Tex.

Report of transportation committee, read by J. J. Disosway, chairman, Atlanta, Ga.

Report of manufacturers' committee, read by John G Christopher, chairman, Jacksonville, Fla.

Report of grievance committee, read by Thos. G. Hyman, chairman, Newbern, N. C.

Appointment of Special Committees.

Communications.

Adjournment.

ENTERTAINMENT FEATURES.

TUESDAY AFTERNOON, APRIL 25.

Automobile ride for the ladies, starting from the De Soto Hotel about 2:30 p. m.

Committee in Charge—John J. McDonough, chairman; Geo. W. Tiedeman, W. G. Austin, James M. Dixon.

EVENING.

Smoker—Beginning at 9 p. m. in dining room of the De Soto Hotel.

Music—Committee in Charge—John W. Golden, chairman; C. C. Martin, W. F. Tranin, T. J. Peterson.

WEDNESDAY, APRIL 26.

MORNING SESSION, 10 O'CLOCK.

Joint session of dealers and manufacturers.

Open discussion on the following subjects:

"What has been the Practical Result of the Establishment of Minimum Prices by the Manufacturers."

Discussion opened by—

"Is it to the Interest of the Dealers to Have Manufacturers Establish Minimum Prices." William D. Simmons, of Keith, Simmons & Co., Nashville, Tenn.

Communications.

Opening of question box.

General discussion.

STEAMBOAT EXCURSION.

WEDNESDAY AFTERNOON, APRIL 26.

Leave hotel promptly at 12.30. Take electric cars for Merchants' and Miners' Wharf.

Luncheon served on boat.

Music—Committee in Charge—W. W. Tull, chairman; C. C. Martin, George Loyal, Henry Blum, Jr., Samuel Roos, W. W. Star.

WEDNESDAY EVENING, APRIL 26.

Informal reception, dining room De Soto Hotel, 9:00 o'clock. Address by John Temple Graves. Subject—"The Modern Demagogue."

THURSDAY, APRIL 27.

MORNING SESSION, 10 O'CLOCK.

Report of auditing committee.

Report of nominating committee.

Election of new president and address of acceptance.

Discussion on executive committee's suggestions. Each speaker limited to five minutes.

Opening of question box.

General discussion.

Adjournment.

AFTERNOON SESSION, 2 O'CLOCK.

"Methods of Filing Catalogues in the Office," Bayless Lee, Lee Bros., Memphis, Tenn.

"The Southern Supply Dealer—His Worst Enemy," Thomas Fritts, Tom Fritts Hardware Co., Chattanooga, Tenn.

"Our Salesmen. First, Which is the Best Method of Keeping Record as to the Results Accomplished? Second, What Daily Information Should They Submit to the House? Third, Best Method of Compensating Salesmen—Fixed Salary or Commission or Fixed Salary and Commission?" Forbes Liddell, Liddell Machinery & Supply Co., Montgomery, Ala.

ENTERTAINMENT FEATURES.

Thursday afternoon, trolley ride over the city for the ladies. Leave hotel at 12:30. Lunch at Bannon Lodge. Committee in Charge—Harry Willink, chairman; N. B. Rhoads, Thomas H Dickenson, Reuben Butler, M. J. Kavanaugh.

THURSDAY EVENING, APRIL 27.

Dance at the De Soto Hotel tendered by Watson & Powers, proprietors of the De Soto Hotel. Refreshments—Committee in Charge—J. M. Motte, chairman; W. S. Blun, D. C. Barrow, F. W. Garden, John H. Strous, Alvin Bell, Joseph W. Heffernan.

FRIDAY, APRIL 28.

MORNING SESSION, 10 O'CLOCK.

Open session to which the honorary members are requested to meet with the active members.

FRIDAY AFTERNOON AND EVENING, APRIL 28.

Dinner and vaudeville performance at Casino. Leave hotel at 5:00 o'clock. Committee in Charge—J. H. Haslan, chairman; W. H. Connerat, George M. Gadsden, W. J. Kehoe, E. J Haslam, Joseph Doyle, W. J Harty, W. J. Merkle.

This organization has an active membership of 64 and 265 honorary members, the latter comprising the principal manufacturers of goods handled by active members of the association.

Its officers and principal committees are as follows:

President, Peter E. Blow, Knoxville, Tenn., Southern Iron and Brass Company; Second Vice-President, C. H. Briggs, Dallas, Tex., Briggs-Weaver Machinery Company; Secretary-Treasurer, C. B. Carter, Knoxville. Tenn.

EXECUTIVE COMMITTEE.

George V. Denny, Savannah, Ga., Georgia Supply Co.; George A. Smith, Richmond, Va., Smith-Courtney Co.; Edward L. Stream, New Orleans, La., Gibbens & Stream; John C. Doyle, Nashville, Tenn., Nashville Machine Co.

MANUFACTURERS' COMMITTEE.

John G. Christopher, chairman, Jacksonville, Fla., John G. Christopher; A. D. Schofield, Macon, Ga., J. S. Schofield's Sons' Company; C. B. Jenkins, Charleston, S. C., Cameron & Barkley Company.

GRIEVANCE COMMITTEE.

Thos. G. Hyman, chairman, Newbern, N. C., Hyman Supply Co.; W. B. McGee, Jackson, Tenn., Southern Engine and Boiler Works Co.; Wm. Wilmot, New Orleans, La., Wilmot Machinery Company.

TRANSPORTATION COMMITTEE.

J. J. Disosway, chairman, Atlanta, Ga., Cotton States Belting & Supply Company; Thos. S. Bowles, Norfolk, Va., Henry Walke Company; E. A. Peden, Houston, Tex., Peden Iron and Steel Co.

It is reported that at this time an association may be organized by the manufacturers of those goods handled by the Southern Supply and Machinery Dealers' Association and that the new organization will have for its nucleus the honorary members of the Southern Association.

For the above meeting a rate of one and one third fares on the certificate plan has been authorized. Tickets will be on sale April 21st to 26th with return limit of May 2d.

The Southern Railway operates daily service between New York, Philadelphia and Savannah the year round on following schedule:

LEAVE—New York 3:25 P. M., West Phila. 5:55 P. M.

ARRIVE—Savannah, 3:10 P. M. next day.

LEAVE—New York 12:10 night, West Phila. 6:38 A. M.

ARRIVE—Savannah 5:00 A. M. second morning.

By the above schedule delegates could leave New York on Sunday afternoon the 23d, arriving at Savannah at 3:10 P. M. on the 24th (Monday), in good time for opening of convention the next morning.

From Boston and New England delegates can either leave on "Federal Express" at 7:45 P. M., Saturday 22d, running through without change to Washington and arriving Savannah 5:00 A. M. Monday 24th, or if they wish to travel with New York and Philadelphia delegates, leave Boston on evening train Saturday arriving New York Sunday morning and leaving at 3.25 P. M. as above. All through trains between New York and Savannah on Southern have through Pullman and dining car service.

From Chicago the best schedule is:

LEAVE—Chicago ("Big Four"), 9:00 A. M.

ARRIVE—Cincinnati 6:00 P. M.

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Leave—Cincinnati (Queen & Crescent), 8:10 P. M.
Arrive—Savannah, 5:00 A. M. second day.
A through sleeper can be secured from Cincinnati to Savannah.
From St. Louis.—
Leave—St. Louis (So.) 10:00 A. M.
Arrive—Lexington, 10:20 P. M.
Leave—Lexington (Queen & Crescent), 10:30 P. M.
Arrive—Savannah, 5:00 A. M. second day.
Parlor cars run from St. Louis to Lexington and through sleepers from Lexington to Savannah.

POPULAR TALKS ON LAW.

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LIABILITY OF A COMMON CARRIER FOR LOSS OF A PASSENGER'S BAGGAGE.

A common carrier is a carrier that makes a business of carrying for hire and for the general public. The general rule is that a common carrier is liable for a loss of goods which he agrees to carry, under all circumstances, save such as arise from an act of God or from the public enemy. In general, a passenger's baggage comes within this rule, even though there is nothing paid to the carrier specifically for the transportation of the baggage separate and apart from what is paid for the transportation of the passenger.

The term "baggage" under the law may mean what one carries for personal convenience in traveling, such as a trunk containing wearing apparel for use; or such effects as commercial travelers' samples; or effects that one carries in the hand as hand baggage.

The liability of the common carrier in these three cases is not the same. We will discuss first ordinary baggage, for which the passenger pays no extra charge, it being assumed that the charge for his passenger ticket covers it also, and which he places in the care of the carrier. In general, as we have seen, for this sort of baggage a common carrier is liable, and proof on his part that he has not been guilty of negligence will not absolve him from liability for loss.

The courts have laid down what may be included in the term "ordinary baggage," saying it must be such effects carried by the passenger as are for his convenience in travel and while at his destination, suited in amount and character to his station in life. The law will look to the person's station in life, habits, tastes, etc. In one case a Russian lady of wealth, traveling in this country, was held entitled to reimbursement for loss on $10,000 worth of lace carried in her trunk for her own use. In another case a German traveling in this country with six dozen shirts among his effects, was permitted to hold these as baggage, for the reason that in Germany it is customary to keep on hand large quantities of linen, since washing is done less frequently in that country than in America. The purpose of the journey will determine something. One going on a fishing excursion might claim as baggage things which if going away to school, or going into the military service, he might not so claim. It is necessary to take into account the station in life, the business, the object of the journey, the character of the effects, as to whether they are personal or not, and the reasonableness of the amount. Among the things declared not to have been baggage in the ordinary sense as here treated are bedding and household goods, presents, jewelry, etc., not intended to be worn, and the samples of a traveling salesman.

There is a law of Congress dealing with this subject so far as it affects articles shipped as baggage on vessels. Under that law watches not intended for use on the journey, a muff carried by a male passenger, money of a large amount, are held not to be baggage; so with stage properties, costumes, advertising matter. For such things among his baggage as are not reasonably suited to the passenger en route or at his destination, the carrier is not liable where he can prove that he was not negligent.

If, of course, the carrier accepts as baggage something that is not, at the same time knowing that it is not, he is liable for it as baggage.

One may not carry another's baggage with him as his own and in case of loss hold the carrier liable irrespective of the carrier's negligence. This does not prevent one carrying articles hired or borrowed, where they fall within the proper description of ordinary language, and for the loss of such things he is entitled to reimbursement in case of loss as under the general rule.

If a passenger gave no consideration at all for the carrying of himself and his baggage, as where he rides on a free pass, the carrier is not liable under the rule, excepting where he can be proven to have been grossly negligent. If, however, there was anything valuable given for the pass, even though it be not money, as, for instance, where the user of the pass gives advertising space in a publication, or services, the carrier is liable under the general rule.

In this talk we have been discussing such baggage as is put into the control of the carrier, as in the case of a trunk put into the hold of a ship, or into the baggage car of a passenger train. In our next we shall discuss the liability of the carrier for the loss of hand-baggage kept by a passenger in his own custody, and for the loss of traveling salesmen's samples.

LEGAL CORRESPONDENCE.

Any subscriber to "HARDWARE" is privileged to ask any legal question he pleases in this Department and it will be answered free of charge. Address all communications to Law Editor "HARDWARE," No. 309 Broadway, New York City.

Payment by Note of Third Party.

Question: I sold a cart to a man and took from him in payment the note of a third person for $25. That note was not paid. I want to sue the man to whom I sold the cart, but he claims that I cannot hold him, because I accepted another man's note in payment. Is this claim correct?

Reply: If the purchaser endorsed the note to you, you can of course hold him on his endorsement, provided you gave due notice of protest. If he was not an endorser on the note, and the note was given and accepted for a debt contemporaneously contracted, a presumption of payment would arise. Where a creditor accepts the obligation of a third party for a debt contracted at the time the note is accepted, the presumption is that it was taken in payment and the burden of proving the contrary rests upon him. Where, however, the obligation is received for a preceding debt, the presumption is that it was not taken in payment and the burden of proof is shifted accordingly. We think, therefore, that unless you can show that the debt was contracted before the note was given or some agreement to the contrary, the acceptance of this note was a payment of the debt and your only remedy is against the maker of the note.

Savings Bank—Right of Person Presenting Pass Book to Draw Deposit.

Question: If a person deposits money in a savings bank and receives a pass book which is lost or stolen, is the bank justified in paying the money to any person presenting the book, provided its officers did not know of the loss or theft? In case such a payment is made, can the depositor compel the bank to pay the money a second time?

Reply: A pass book is not negotiable and its mere possession constitutes in itself no evidence of a right to draw money thereon. It merely implies a liability of the bank to the depositor for the money deposited, and an agreement to repay them at such time and in such manner as he shall direct. The depositor may by special contract authorize payments to be made in some other manner than by his direction, but in order to make such payments a protection to the bank, it is necessary for it to show some special agreement with the depositor authorizing such a mode of payment. Many banks require a depositor on making a deposit to sign and agree to certain by-laws which provide that the bank may lawfully pay the deposit to any person presenting the book. But unless such a special agreement was made with the depositor, the bank in relying on the mere possession of the book in paying out the deposit, acts at its peril.

Separation Agreement not Impaired by Divorce.

Question: A husband and wife agreed to separate, and he promised to pay $15 per week for her support during the term of her natural life. Thereafter she obtained an absolute divorce against him for his misconduct, but did not apply for, or obtain any award of alimony from the court. Is he still bound to support her?

Reply: If the separation agreement was made directly between the husband and the wife and in contemplation of a future separation, it was illegal and void. But if it was made through the medium of a trustee and after a separation had actually taken place, then it was effective to bind the husband to pay the sum therein provided for his wife's support. Assuming that the contract was valid at the time of its execution, we think that the subsequent granting of the decree of divorce did not affect the husband's obligation to continue the payments. Because of the marriage relation the husband was bound to support his wife. This legal obligation was the basis for the agreement. After the agreement was once made, it was not in the power of either party acting alone and against the will of the other to do an act which would destroy or affect their contract. If it was intended that a divorce should have this effect, the parties should have so provided by their contract.

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RECENT TRADE PUBLICATIONS.

The Richmond Cedar Works, Richmond, Va., have issued a unique pamphlet in which an opening in the front cover supplies an oval frame for a picture of the Majestic Rotary Washer which they manufacture. They claim to be the largest manufacturers of Wooden Ware in the world, and turn out 60,000 washing machines annually. The above mentioned little booklet shows their leading machine, the Majestic, which they claim, is the best washer on earth. They are thoroughly equipped for manufacturing washers, and turn out eight different makes. The tub of the Majestic is made of Virginia White Cedar, and has a flat hoop at the top, and electric welded wire hoops, at the middle and bottom, sunk in grooves—their patent. The ball bearings, and the well-balanced fly wheel, they state, will almost make it run itself. This machine operates in either direction, and is fully guaranteed. Send for pamphlet.

Lane Brothers Company, Poughkeepsie, N. Y., manufacturers of Hardware Specialties, have issued a neat catalogue illustrating and describing their products, which include Parlor and Barn Door Hangers, Track, Stay Rollers, Fire Door Fixtures, Ball-bearing Store Ladders, Patent Automatic Lock Tackle Block, Carriage Jack, Coffee and Spice Mills, Etc. A very convenient table of shipping weights is provided on all articles found in their catalogue. The "Standard" barn door hanger is the original steel anti-friction loop frame barn door hanger, and is a familiar one through the trade. It has the popular "U" shape frame which was first introduced in this hanger and placed on the market by the Lane people. Send for catalogue for description of their entire line.

Oakman Brothers Co., 45 Murray Street, New York City, manufacturers of Paper Hangers' Tools and Supplies, have sent us a copy of their catalogue No. 2, a neat and attractive book of twenty-four pages, illustrative and descriptive of the above goods. They call particular attention to the novel feature connected with the Nos. 1 and 2 Goodell Improved Glass Cutters, which lies in the turret-like holder for the six cutters which may be revolved on or clamped to the frame, by the screw at the center. This arrangement enables the operator to place any of the cutters in position for use instantly, or, if desired, the turret may be removed, and the cutters be replaced with new in a minute's time. The turret is sunk within a circular recess, which protects all of the cutters not in position for use. Many other novel and useful tools in this line may be found in above catalogue which will be gladly sent upon application.

Patterson, Gottfried & Hunter, Ltd., 146-150 Center Street, New York City, dealers in machinery, metals, Hardware, tools and supplies, have recently distributed among the trade their No. 39 catalogue. It is in large pamphlet form containing 252 pages of illustrations, descriptive matter and price lists, and is particularly devoted to Blacksmiths' Tools. The book is well gotten up and will be found of more than usual value to those interested in their line. They show an extensive line of drills, among which is the No. 200 Combination Upright Blacksmiths' post drill which has two feeds; the automatic self-feed and the lever feed, each of which is independent of the other, and can be changed in a second. By the use of their patented split-feed nut, with each of the above feeds, the drill bit has an instantaneous quick return by counterbalance at the back end of the lever. Each of their many different style drills as well as their other goods is described, giving prices, etc. A copy of this useful book may be obtained by applying to the above firm. Write at once.

North Brothers Manufacturing Co., Philadelphia, Pa., are placing in the hands of the trade an attractive envelope size catalogue exploiting "Yankee Tools" which they manufacture. They have been named "Yankee" because they are the invention of a Maine Yankee. The manufacturers claim for them: They are simple in construction, strong, durable and do not get out of order; work smoothly and quickly, wear well; are accurately made of best quality of materials, handsomely finished, thoroughly tested and guaranteed in every particular as to quality. The "Yankee" line includes screw drivers, chucks, countersinks, drills, tool sets, etc. Send for a 1905 Yankee catalogue.

Eagle Cooperage Works, Circleville, Ohio, are distributing an envelope size pamphlet, on the cover of which in large letters, are the words "A Difference." Inside they proceed to explain the difference between the old and new method of the laborious work of mopping, proving conclusively the superiority of the new way, which is to use an Eagle Mop Wringer and Bucket. It is guaranteed to be well made, and perfect in every respect. If not found exactly as represented after thirty days use, you may return it to them by express at their expense, and they will refund your money by return mail. Send for one of their little booklets which tells you all about it.

Columbian Hardware Co., Cleveland, Ohio, successors to Van Wagoner & Williams Hardware Co., and the Trenton Vise & Tool Company, have recently issued an artistic catalogue of Vises and Anvils. The book is a very fine production of the printers' art and does credit to the concern issuing it. It is in pamphlet form and contains twenty-five pages of descriptive and illustrative matter. Another pamphlet catalogue of the same high type accompanies the above, which exploits their line of high grade Hardware. This includes spring hinges, strikes, latches, spiral door springs, Torry rod door springs, steel wire coat and hat hooks, and ceiling hooks, sash lifts, door pulls, etc. A third book, having a plain green egg shell finish cover, and a bond paper interior is designated "A Hand Book of Joist Hangers for Architects" which gives blue prints of several special hangers they have made, and also gives joist and timber tables, compiled by the Osborn Engineering Company, the object of which is to enable the architect and engineer to select the proper size of timber joist which should be used for a given load per square foot of floor area, a given spacing of the joists, and length of same. Send for any or all of these books. They will be found valuable if you are interested.

Allith Manufacturing Co., Chicago, Ill., manufacturers of Reliable Door Hangers and Hardware Specialties are the authors of a very handsome new catalogue, in presenting which they call attention to the many improvements and additions in their lines. These include, besides door hangers, fire door fixtures, store ladders and merchandise carriers. They state that in response to repeated demands they have made two styles of Parlor Door Hangers; the Reliable and the Allith. The Reliable is a radical departure in parlor door hangers. The hanger and plate for attaching to the door are of malleable iron; the adjusting screw has an extra long bearing in the frame of hanger. The track is their No. 1 round steel track with malleable iron supports, fitting tightly inside of track. Wheel is 3¼ inches in diameter, steel cased with hard paper tread and brass bushing. On the Allith, they have adopted their round steel track to a wood header, allowing an adjustment in both track and hanger. The track is fitted with a wood header and attached by adjusting screws through the track and into a long nut set in the wood header, which allows a perfect adjustment of the track after it is placed in position. Send for catalogue.

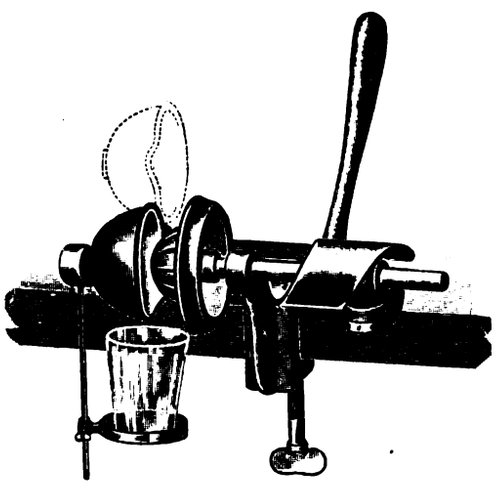
Screen Door & Window Co., Ltd., Owosso, Mich., have recently issued a pamphlet catalogue, showing their line of screen doors and adjustable screen windows. Their line is one that should appeal to all interested in the use or disposal of screen doors and adjustable window screens. Their intention this year is to manufacture entirely mortised goods which they anticipate will especially please their friends. In manufacture they use wire cloth of all standard mesh of the best brands; black unless otherwise ordered; the varnish is a special gum prepared for outside use. Screen doors are packed one-half dozen in a crate, or an additional charge of fifteen cents per dozen for packing one-quarter dozen in a crate. Window screens are packed one dozen in a crate. The average weight of their doors is 225 pounds per dozen, and average weight of windows 40 pounds per dozen. They specially call attention to the "Clipper" adjustable window screen, which is a good low-priced screen made of hard wood, oiled. Center iron is held in place by a slot cut in frame and securely held in position with staples. A slight groove is made in the slides to make room for the wire cloth to work freely, which gives a free action to the adjustment. Clips are securely held in position by a groove for the clip to fit in and nailed. Manufacturers will be glad to send a copy of their catalogue to interested parties.

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NEW GOODS AND SPECIALTIES.

THE LEADER LEMON SQUEEZER.

The Leader Manufacturing Co., Hartford, Conn., are the manufacturers of the Leader Lemon Squeezer, which is shown in the accompanying illustration. It is a compact, strong and rapid



THE LEADER LEMON SQUEEZER.

squeezer. Having no loose parts, it is ready when taken from the box to clamp at once to the counter or table. It is made in two styles, No. 8, having frame heavily japanned with nickel parts, and No. 7, which is finely polished and heavily nickeled with tinned plunger and receiving cup. The receiving cup is made of the best malleable iron and is practically unbreakable.

PRISCO MOVABLE FRONT SINK STRAINER.

The Pritchard-Strong Company, Rochester, N. Y., have recently placed upon the market through the Hardware and house furnishing goods trades, the Prisco Movable Front Sink Strainer, the different features of which are shown in the accom-

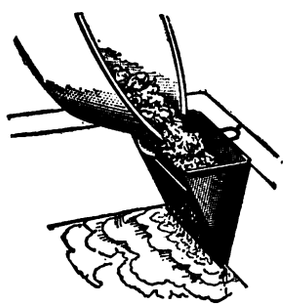


FIG. 1.

panying electros. It is substantially made of sheet steel to be held to the side of the sink by a nail or screw, as shown in Fig. 1, although it may be ordered with leg instead of ring so it will stand in any part of the sink. Fig. 2 shows the manner of its use when parings or other refuse wet with dishwater are prevented from clogging up the pipe by pressure. The advan-



FIG. 2.

tage of the movable front is shown in a graphic manner, as the liquid freed from other obstructive material is prepared for the drain, and the solid matter for the garbage pail or for range cremation, the movable front facilitating the latter by lifting

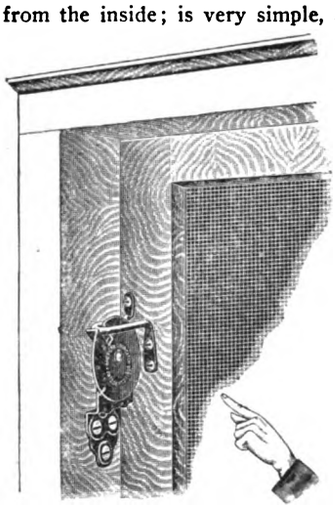


FIG. 3.

out, as shown in Fig. 3. It is made to be sold at the moderate price of ten cents.

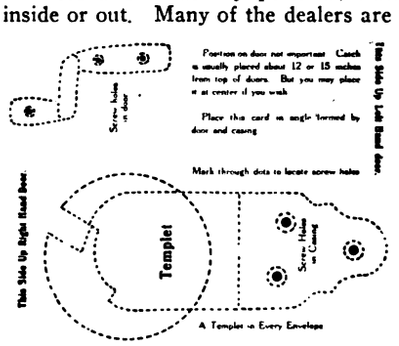
A "DOOR NECESSITY."

The American Hardware Manufacturing Co., of Ottawa, Ill., are the manufacturers of a Door Catch that is especially adapted for screen doors, in fact it is a "Door Necessity;" no door complete without it. Will draw a door three-quarters of an inch, and do it from the inside; is very simple, strong and posi-



AMERICAN DOOR CATCH.

tive in its action, holding a door firmly against the casing. Will work equally as well on cabinet doors, storm doors, gates, etc. Will keep out flies and dirt, and keep the door from rattling or warping. We show below a cut of the templet, which comes with each catch showing how simple it is to put up. The American Catch will hold a door in any position; flush or lapping, right or left, inside or out. Many of the dealers are meeting with



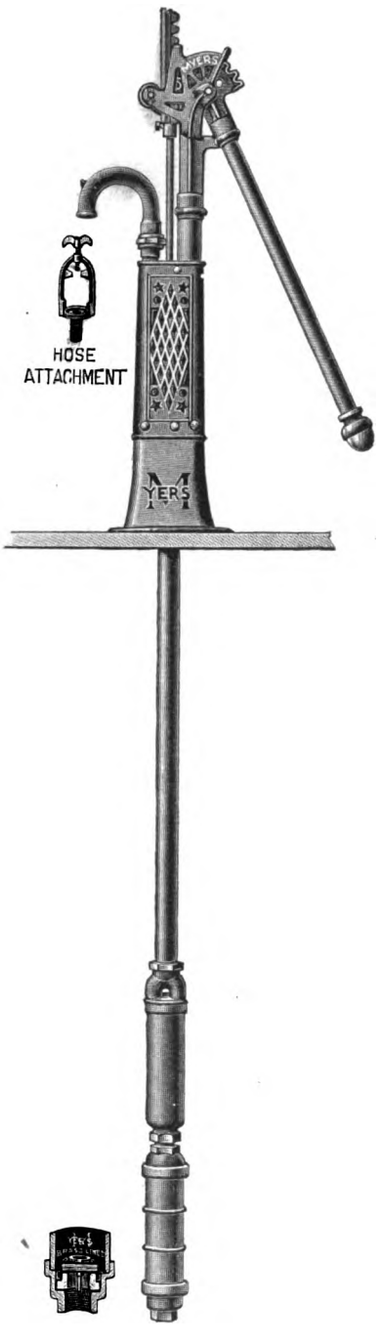
TEMPLET.

so much success with this article, and at the same time netting them a neat profit, and pleasing their customers so well, tnat one dealer termed it the "one a minute seller." The manufacturers, as proof of its evident merits, say they will mail to any dealer in the United States or Canada a sample catch, prepaid, without charge.

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SUBMERGED CYLINDER DRILLED WELL PUMP.

F. E. Meyers & Bro., Ashland, Ohio, have recently added several new pumps possessing a special adaptation for certain lines of work, which are referred to as being of great importance. **Fig. 1109 represents** the Submerged Cylinder Drilled Well Pump

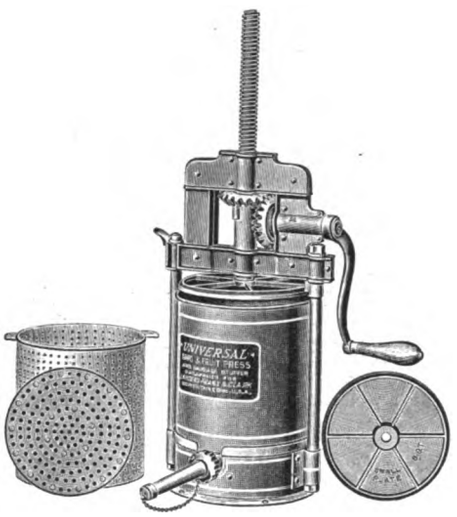


SUBMERGED CYLINDER DRILLED WELL PUMP.

fitted with cog gear or ratchet handle, of which we give an illustration. The special feature of this style of handle is that it allows the piston to move in a direct line. Instead of the ordinary slide guard, a roller bearing is used, which reduces the friction to a minimum. This pump is especially adapted for deep well work, owing to the short fulcrum of the handle. The distance from the bolt on the handle to the piston rod is 3 inches. as against 5½ inches on the ordinary pump. The base of the pump is hollow, with a pipe running through the center of the pump rod to pass through, making the base an air-tight chamber, which forms a part of the air chamber. The handle bearer is a wrought steel tube, forming a handle support and completing the air chamber. The upper cylinder is a seamless drawn brass tube enclosed in an iron shell,. and is connected to the base by a 1½ inch pipe, making the strongest and most compact pump possible, and especially adapted to drilled wells. The handle is wrought steel and can be made in any length desired by using an ordinary pipe; this will adapt the pump to any depth well.

THE UNIVERSAL LARD AND FRUIT PRESS AND SAUSAGE STUFFER.

Landers, Frary & Clark, New Britain, Conn., are placing upon the market the Steel Fruit Press of which we give an illustration. The bowl is made from a single piece of sheet steel drawn up by the use of dies to insure the most perfect uniformity in size, and to permit a close fit between the sides of the plunger plate and the cylinder. The top can be swung around, permitting



THE UNIVERSAL LARD AND FRUIT PRESS AND SAUSAGE STUFFER.

the machine to be filled where it stands, while the bowl can easily be taken out to be filled, emptied or cleaned. The point is made that the steel construction has the advantage of being light, strong and unbreakable; also that as there is a saving in weight of about 15 pounds on each press, freight charges are much reduced. The diminished weight of the press will be greatly appreciated by housekeepers. The machine is made in two sizes, to hold four and eight quarts, respectively.

KLIP-KLIP, JUNIOR.

The Klip Klip Co., Rochester, N. Y., are the makers of a novelty which has been classed for some time among articles that possess selling merit, and worthy the attention of all dealers

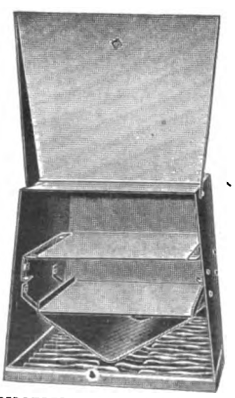


KLIP-KLIP JUNIOR.

handling special side lines. It is called the "Klip Klip, Junior," and we present an illustration of it herewith. It is a nail cutter, which is manufactured from fine steel, heavily nickeled and of guaranteed quality. The device forms a combination of nail trimmer, nail sharpener and file. Well made and attractive in appearance, it is self-sharpening and will not rust or tarnish, and is made to be sold at a moderate price.

SCHOFIELD ECONOMY OVEN.

Schofield & Company, Freeport, Ill., are manufacturing an oven which appeals to the housekeeper for its efficiency. It is especially adapted for a gas or gasoline stove, for it can be placed



SCHOFIELD ECONOMY OVEN.

over a single burner, and is claimed to save three-fourths of the expense of baking. The "V" shaped heat deflector throws the heat to each side and up to the top of the oven, making a per-

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fect balanced heat, and ensuring large efficiency. The oven weighs eight pounds, and they are shipped knocked down and nested, the weight of a dozen ovens packed being about one hundred pounds, and the space occupied being but little larger than that required for one oven set up. A factory devoted exclusively to the manufacture of this oven is contemplated by the company, early this Spring.

STEVENS "NITRO SPECIAL" SHOT GUN.

The J. Stevens Arms & Tool Co., Chicopee Falls, Mass., intend placing upon the market shortly, their new No. 93 single-barrel shot gun, shown in the accompanying illustration. This shot gun will be furnished with both extractor and ejector, the latter being known as No. 97. It will be made in gauges No. 12 and 16; with 28, 30 and 32 regular lengths; either nickel plated

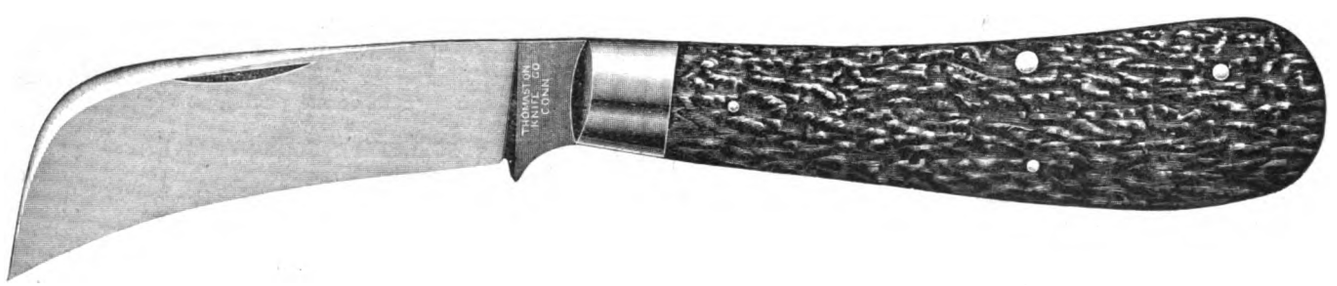


STEVENS "NITRO SPECIAL" SHOT GUN.

or case hardened frames; with a special steel, cannon breech barrel; and top snap, rebounding hammer action. Coiled springs will be used. Other attributes include a highly finished walnut stock, pistol grip and rubber plate adapted for any standard make of ammunition. The manufacturers announce that since the dense powders have come into general use, the strain on cheap, single-barrel guns has been greater than many of them would stand, hence, they have built this gun especially for dense powders, making the breech extra heavy. The gun will be branded "nitro special," indicating that it is especially designed for nitro powder. The No. 98 plain gun will list at $8.00 and the No. 97 automatic ejector at $9.00, subject to the usual trade discount, and will be ready for the market about April 15th.

THOMASTON PRUNING KNIFE.

The Thomaston Knife Co. (Reynolds Bridge P. O.), Thomaston, Conn., are manufacturing a fine assortment of American Pocket Cutlery, for the good quality and select styles of which they have achieved a notable success, and which will be found fully displayed in their extensive catalogue. As this is the time of the year when the dealer gives his thoughts to the Pruning Knife question and the desire to possess one that he can recommend to his trade for quality, we present the illustration of No. 157E, one of the most popular of the Thomaston line. It has an English Pressed Stag Handle, iron lined, iron bolsters and a hand forged blade. Made extra heavy in order to do successfully the work it may be called upon to perform.

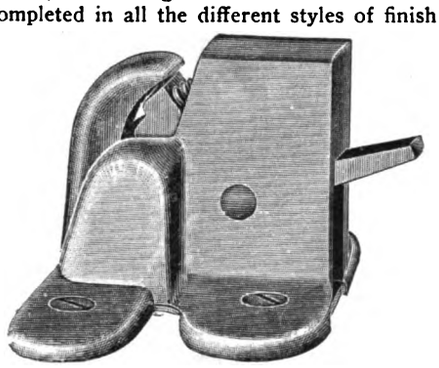


THOMASTON PRUNING KNIFE.

The Cronk & Carrier Manufacturing Co., Elmira, N. Y., have distributed a Revised Price List which is a supplement to their 1904 catalogue. This covers their B. S. Pliers No. 95; adjustable wrench; buckshot lineman's plier No. 80; diagonal cutting plier No. 85; long reach side cutting pliers No. 65; Giant and cutting pliers No. 600; screw drivers and Oregon pattern pruning shears. They are putting some of their goods up in different finishes and have also changed their price list on some items. If you have their 1904 catalogue, don't fail to secure this revised price list.

SAUNDERS AUTOMATIC SASH LOCK.

The Saunders Automatic Sash Lock Co., Kansas City, Mo. are placing before the Hardware trade the Automatic Sash Lock of which we present an illustration herewith, and of which they are the patentees and sole manufacturers. This Sash Lock, it will be seen, automatically draws the sashes together and securely locks them; thus eliminating possibility of loss by carelessness or negligence, as it is impossible to manipulate this lock from the outside; while all rattling and shaking caused by the wind is prevented, and the cold and draughts of air kept out. From within, the lock may be instantly released by a simple thumb pressure on the lever, so that the window can be readily unlocked and raised with one hand. The locks are made of cold rolled steel, the strongest material and construction possible; and completed in all the different styles of finish to match the Hardware of any house or building. An attractive booklet giving further information will be sent upon application to the above address.



SAUNDERS AUTOMATIC SASH LOCK.

SAVAGE RELOADING TOOL.

The Savage Arms Co., Utica, N. Y., are the manufacturers of this Reloading Tool, the directions for using which for the reloading of cartridges are here given. First remove exploded primer by placing the cap extractor in the die "A." See that the bullet seater "D" is adjusted at its right length and locked with its ring "E." Insert the shell die "A" into the body "F," turn to the right and the die becomes locked. Take care that the point of the cap extractor is fitted into the primer hole of the empty shell. Then press on the lever sufficiently to remove the primer. The backward movement of the lever extracts the shell from the die. To recap, start the new primer in its pocket, place the shell in position "H" and press home with the lever. Care should be taken that the primer is seated at its fullest depth. To load a cartridge, charge shell with powder, seat bullet in mouth of shell and place the cartridge in die "A." Adjust crimper "B"—to crimp or not to crimp as desired—and lock

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same with its ring "C." Adjust bullet seated to the right length locking same with ring "E." After pressing bullet home re-

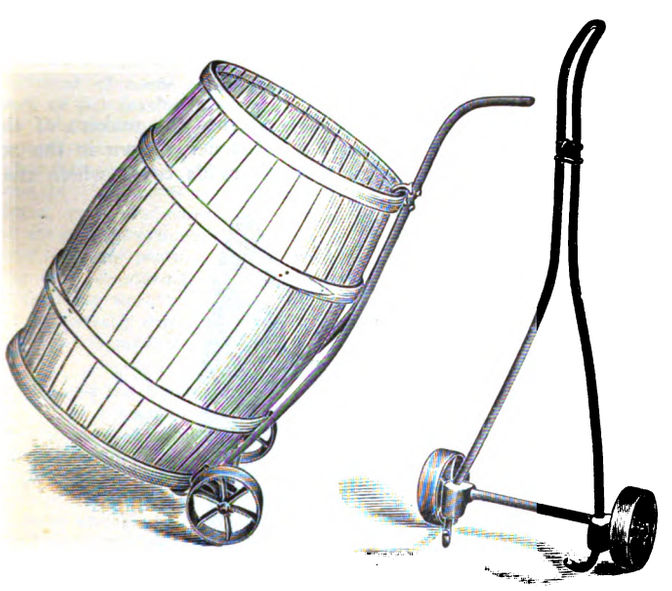


SAVAGE RELOADING TOOL.

verse lever, remove die and the cartridge will drop out. The end of bullet seater "D" is beveled and can be used to open mouths of shells as required. Any variety of bullet may be used and the same seated by proper adjustment. Send for new catalogue for 1905.

ASH BARREL AND ASH CAN TRUCK.

The Knowles Scale Works, Fletcher Street, Liberty Square, Lowell, Mass., are placing upon the market a new Truck which is so great an improvement upon the methods of moving ash barrels and ash cans now so generally in use, that we give an illustration showing its handy features. Made entirely of steel, light and strong, it is easily handled; the wheels are of sufficient size and are placed wide apart, so there is no danger of

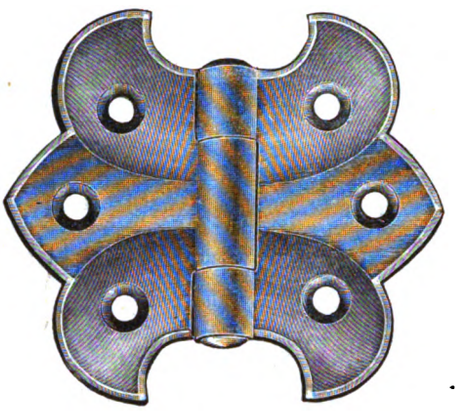


ASH BARREL AND ASH-CAN TRUCK.

tipping the barrel over. A sliding dog runs up and down on the frame of the handle, and is held in place when not in use by a spring, which bears against sides of handle as shown in the illustration. The two prongs at the bottom are easily pushed underneath the barrel. The operation is to insert the prongs, push the handle up against the barrel, and slide down the dog until it catches hold of the upper edge of the barrel, then pull back on handle till barrel is balanced on truck.

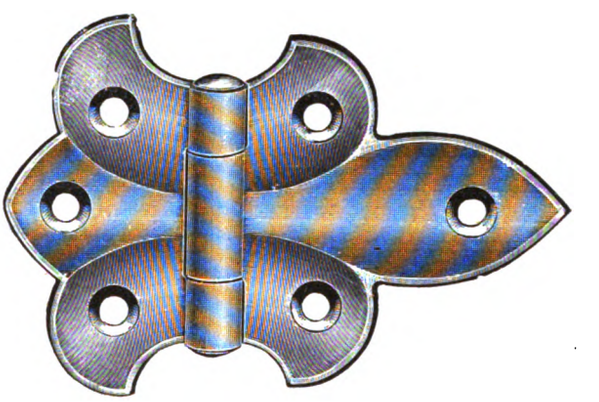
"FLEUR DE LIS" SURFACE HINGES.

The Griffin Manufacturing Co., Erie, Pa., are placing upon the market the new pattern of Ornamental Surface Hinges,



NO. 460.

which they have named the "Fleur de Lis" and which are shown in the accompanying illustrations. They are referred to as having a heavy, massive appearance to correspond with furniture and interior wood work of modern design; and as having an extra



NO. 440.

long joint with patent riveted pin. They are furnished in all the popular finishes including bronze, brass, nickel, antique copper, Roman bronze, etc. They are packed one dozen pairs in a card board box, with screws plated to match.

THE FOOTHOLD DUST-PAN.

Lawrence Manufacturing Company, Toledo, Ohio, are the manufacturers of the Foothold Dust-Pan which is claimed to possess a number of positive advantages over the old-fashioned kinds now on the market, that must be seen to be appreciated. We give an illustration herewith. It is enameled and decorated red, blue and green. The points of interest in the Foothold Dust-Pan are: They are held firmly to the floor by the foot,



THE FOOTHOLD DUST-PAN.

thus obviating the necessity of stooping while sweeping; the point of pan is held so firmly to the floor that all dirt assembled to one place can be easily brushed on the pan; the pan being held by the foot allows free use of both hands in sweeping. It is claimed to be the most durable pan sold to the trade and costing no more than the ordinary kind.

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HARDWARE PATENTS.

The following list of Patents, Trade Marks and Designs of interest to the Hardware trade are furnished by Davis & Davis, Solicitor of American and Foreign Patents, Washington, D. C., and St. Paul Building, New York City.

784,747. Fishing Spear. J. M. Lobit, New York, N. Y.
784,893. Lawn Trimmer. C. H. Schick, Burlington, Iowa.
784,897. Automatic Awning Attachment. A. I. Schwinger, New York, N. Y.
784,959. Combination Tool. J. R. Morris, Jewel, Kan.
785,016. Cover for Flat Irons. A. E. Mattern, Milesburg, Pa.

PATENTS EXPIRED MARCH 20, 1905.

379,582. Wash Boiler. A. A. Klein, Philadelphia, Pa.
379,584. Chopping Knife. Mary Ludwig, Bucyrus, Ohio.
379,627. Wrench. G. M. Allen, Cherryfield, Me.
379,773. Combination Tool. F. W. Ehlmann, Covington, Ky.
379,804. Sad Iron. G. J. Murdock, New York, N. Y.
379,867. Self Heating Sad Iron. G. Heidel, St. Louis, Mo.

PATENTS ISSUED MARCH 21, 1905.

785,094. Liquid Soap Reservoir. A. L. Fribourg, Denver, Col.
785,114. Egg Beater. G. W. Munn, Fitchburg, Mass.
785,136. Nail Placer. W. H. Warran, Kent County, and J. W. Urie, Baltimore, Md.
785,144. Window Frame Screen. W. Wise, Kansas City, Mo.
785,226. Window Screen. B. McCoy, St. Louis, Mo.
785,249. Mixing Device. N. C. Burnham, Johnstown, N. Y.
785,264. Razor Strop. G. E. Maier, Troy, Ohio.
785,581. Level. A. V. Shorts, Allegheny, Pa.

PATENTS EXPIRED MARCH 27, 1905.

379,948. Tree Protector. F. L. Frantz, Sweet Valley, Pa.
380,149. Filter. J. Timmons, Newark, N. J.
380,178. Vise. P. Brown and W. Trabue, Louisville, Ky.
380,200. Egg Beater. J. Gerard, New Britain, Conn.
380,201. Carpet Sweeper. H. A. Gore, Goshen, Ind.
380,227. Carpenter's Hatchet. J. J. Stopple, Bellville, Tex.
380,275. Mop Wringer. A. M. Burnham, Gardiner, Me.
380,299. Sliding Door Track and Hanger. H. Soulen, Milwaukee, Wis.

PATENTS ISSUED MARCH 28, 1905.

785,722. Cork Extractor. H. H. Dunn, Dayton, Ohio.
785,727. Squeezer. R. S. Gilchrist, Newark, N. J.
785,762. Floor Polishing Apparatus. J. Rischke, Idlewood, Pa.
785,770. Mangle. C. R. Stake, Worcester, Mass.
785,869. Faucet. J. J. Fitzgibbon and J. M. Travis, St. Louis, Mo.
785,880. Griddle. C. E. Hill, Millington, Mich.
785,934. Shears. A. E. Border, Los Angeles, Cal.
785,953. Monkey Wrench. J. Jarnberg, Minneapolis, Minn.
786,129. Ice Cream Freezer. M. Lichtentag, St. Louis, Mo.

PATENTS EXPIRED APRIL 3, 1905.

380,331. Pliers or Pinchers. B. J. Leslie, Bulter, Ky.
380,408. Can Opener. W. P. Quentell, Kansas City, Mo.
380,551. Dust Pan. E. S. Colt, Kansas City, Mo.
380,562. Tray for Wheelbarrows. D. A. Garver and C. H. Straight, Bryan, Ohio.
380,564. Egg Beater. E. Hadley, Chicopee Falls, Mass.
380,583. Pruning Implement. M. C. Malone, Palnyra, Ill.

PATENTS ISSUED APRIL 4, 1905.

786,335. Saw Handle. D. Worden, Whatcomb, Wash.
786,344. Brick Trimming Tool. S. C. Campaigne, Niagara Falls, Canada.
786,371. Pruning Implement. R. J. Meyer, Grand Junction, Col.
786,430. Combined Door Stop and Holder. D. H. Devereux, Brunswick, Ga.
786,434. Sash Balance and Fastener. W. H. Gardener, Park City, Utah.
786,439. Self Heating Sad Iron. M. Hoetger, Elkhart, Ind.
786,451. Adjustable Hinge. J. Luppino, Los Angeles, Cal.
786,454. Wire Working Tool. W. R. Montgomery and H. F. Megenity, Shreveport, La.
786,505. Jar Top Remover. W. T. Loofbourrow, Issaquah, Wash.
786,576. Mop or Brush Holder. J. C. Look, Tudor, Cal.
786,766. Pruning Implement. J. G. Hunt, Lenox, Mo.

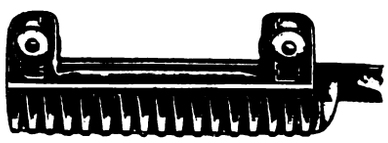
Weary—The eye doctor said I'd have to give up booze or go blind.

Hobe—That's hard luck. What did you say?

Weary—I guessed I'd seen everything.

THE SHAVEZY RAZOR GUARD.

L. T. Weiss, 286-290 Graham Street, Brooklyn, N. Y., is placing upon the market a new device in the "Shavezy" Razor Guard, illustrated herewith. Any ordinary razor may be used, the device being adapted to fit the blade with accuracy and remain in any position where it is placed; a rack and pinion movement making the adjustment which is quickly made by turning the



THE SHAVEZY RAZOR GUARD.

screws which feed the comb of teeth which form the guard, up or down until they overlap the edge of blade. The use of this guard does not in any degree impair the full and perfect action of the razor, and makes a cut impossible. It also strengthens the thinnest hollow ground blades, so that they cut the heaviest beards. It is quickly adjustable to any width blade, can be

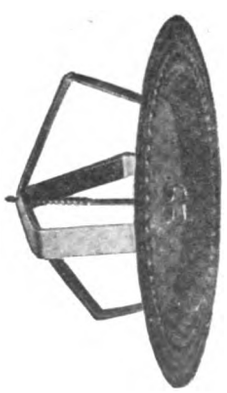


MODE OF USING IT.

removed in an instant, and changed from right to left. After use the guard can be held under running water and thoroughly cleansed. As it is made of brass, heavily nickeled, it will not rust even if not thoroughly dried. In connection with the use of this guard, the manufacturer suggests that it removes the nervous feeling of the most hurried user, who fears cutting himself with the naked blade.

PERFECT FLUE STOP.

G. A. Higgins & Son, Galesburg, Ill., are the makers of the Perfect Flue Stop and Perfect Pipe Fastener, shown in the accompanying illustration. This new reversible cover which they



PERFECT FLUE STOP.

have just got out is one of the most successful devices they have put upon the market. There has long been demanded by the trade, it is claimed, a flue stop, which can in papering a room, be papered over; and this cover reversed, provides the flat surface required, so that the dealer need but carry the one style of flue stop. Dealers are invited to correspond regarding this stop as they will find it a ready seller.

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HARDWARE STORES, PAST, PRESENT AND FUTURE.

By GRANT W. PORTER.

Commercialism of to-day, as compared with that of one hundred years ago, makes us wonder if it were not allotted to the nineteenth century to record the greatest material advancement the world has ever, or will ever, know. When we look upon the greater achievements and their relation to business conditions; and if, perchance, we see in our imagination the sudden illumination of one or more of these great commercial agencies, the next thought that comes to us is chaos and utter disruption. So necessary to our present methods and needs are these powerful facilities, that an internal strife like that of the sixties which wrought so much misery and suffering would be compared to the calamity which would follow in the wake of this chaos, as a match compares to a conflagration.

Business, like concerns, has grown to meet the demand, yea and past.

THE AGGRESSIVE BUSINESS PROMOTERS OF TO-DAY

do not wait for demand to come, they make it come. It used to be that a man bought his goods now it were better to say, his goods were sold to him. True, we must have a sympathetic public to work on, and conditions must have advanced far enough to receive our propositions, but in the majority of cases the burden of consummating the transfer of goods is carried on by the seller. He does not wait for you to determine your needs, he anticipates them for you.

The success of any enterprise depends upon these prime factors:

1st. It must either fill a long felt want, or fill some want which its creation generates.

2d. It must be presented with force enough to convince your prospective purchaser.

3d. The length and size of your success depends upon integrity and constant effort. When you see a man or a concern who thinks that his past efforts are sufficient to warrant future business, and who gradually lessens his push, and leans upon his past achievements, it don't need a gypsy to tell his future.

The constant swirl of commercialism soon undermines and rots his prop off, and nine times out of ten he never regains his equilibrium. I have in mind

FIRMS WHO, YEARS AGO, OCCUPYING THE TOP RUNG OF THE LADDER,

were so thoroughly pleased with their position and themselves that their attitude seemed to place them beyond further effort, but here we see a young, agressive fellow at the foot who is not satisfied with his position, and he immediately starts in pursuit. Mr. Contentment on the top rung of the old ladder sees the new extension which Father Time is running up, but thinks he is high enough. Our young friend below keeps his eye on Father Time, and before he is aware of a close second, our satisfied competitor, looking up, sees Father Time shaking hands with his young rival as he clambers to the top.

Did it ever occur to you that there was such a disease as self-satisfaction? After you get on the top, don't watch your neighbor on the nearest rung to you; watch Father Time as he shoves the ladder up. A runner never looks behind. His business is ahead. We have for a great many years quoted "Necessity is the Mother of Invention." which has been proven thousands of times since its utterance; but invention looking into the future becomes many times the parent of a child which at some future day becomes so universal in its fulfillment of needs as to be one of the rocks upon which the successes of our institutions rest.

In this century, a great many so-called luxuries, when they at first appeared, have grown to be absolutely indispensable after being thoroughly introduced. Take, for instance, our great telephone system. When in 1874 Frederic Graham Bell, of Boston, working on a suggestion, gave the world its first proof of what it could expect from this great achievement, it was considered a decided luxury, occupying about the same position then as wireless telegraphy does to-day. Now what is it considered, and what has it been considered for years in the business world? It is so far reaching in its office as to be not only universally employed in cities and towns, but the farmer sees its value, and is making use of it. Constant changes are being made, the

BUSINESS CONDITIONS ARE BEING ADJUSTED

to them and the Hardware store has not been the last to be converted.

A HARDWARE STORE IS AS GOOD A BAROMETER

of the world's progress as any of the other lines of trade which go to make up our industrial activities. When we say Hardware we cover a larger variety of wares than can be absorbed by any other trade emblem. It harbors to-day in various localities specialized lines which are large enough in other localities to be treated as such, occupying a field in themselves, capable of absorbing the whole attention of some of our shrewdest managers. Draw for a moment a focus on a Hardware stock when nails were made by hand. Think back and picture to yourselves the variety of shelf goods, if they may be so called, for few were boxed like to-day, and in your imagination you will see a very meager display. Take from our present stocks those lines which have been invented and adopted during, if you please, the last fifty years. Substitute for our modern articles of trade those which were sold before the fifties. Employ the same methods which were then employed. Eliminate all modern tools and appliances from your work shop, and you have indeed "an old curiosity shop."

Delivered before the Illinois Retail Hardware Dealers' Convention.

Our steel industry and its constant growth is a good barometer, not only of our industrial activities, but of our advancement in the introduction of new ideas as each takes its place to become one of the many factors to which we are indebted for our present splendid conditions.

On the other hand, we have our ebb, if you will allow the phrase. To-day we are deprived of the sale of certain articles which our general advancement has eliminated from our stocks. Certain lines of carpenter tools are no longer needed because of the increased amount of mill work being done. A tinner can no longer afford to make his own stock, nor a blacksmith his own tools, his horseshoes and his horseshoe nails; yet this is the result of growth.

THIS IS AN AGE OF CENTRALIZATION,

as well as specializations.

Now we have a machine shop with a collection of specialists who, like machines, know not their neighbors' work. One man now fits your horse's shoe, another drives the nails. Now we have a salesman and a buyer, a credit man and a man to iron down the goose pimples after his cool reception.

All are fitted for the positions, and results are more satisfactory than as if each man did his share of each office. We have all noted this gradual change and can recall the constant displacement from year to year of certain lines by others. My experience as compared with that of most of you is small indeed. But as I look back and compare conditions, I can see in many instances,

LINE AFTER LINE WHICH HAS GRADUALLY BEEN LOST

to the Hardwareman and been absorbed by some special trade, unless the Hardwareman, following the evolution, sees fit to adopt the change.

No longer does a Hardwareman in some localities have any use for base burners. The number of furnaces in use is constantly being lessened. Every time a change is made, and a new building goes up, steam or hot water goes in; and some one else gets the profit. The same with oil cook stoves, displaced by gasoline, gasoline by gas. The sale of gas ranges, transferred to the gas company, which has established a custom of dispensing all appliances used in the consumption of their product.

This last evolution has driven those manufacturers not affiliated with the gas company to sell direct to the consumer at as low a price or even lower than they will sell to us. Here is an evolution which in the course of our progress works an ill to the Hardware store. There are certain lines in our trade which, no matter where the locality, are considered necessary stock. All stores with the word Hardware over their doors carry these. Then again, there are lines which owing to the judgment of the concern and the needs of the locality, are added to these staples, until

SUCH A NUMEROUS VARIETY OF STOCKS

can be found as to bewilder even some of the oldest and most experienced Hardwaremen.

Our stock harbors no culinary utensils, stoves, screen doors, paints, oils, glass, refrigerators and a score of other lines which I might mention. Some carry one or more and others the whole variety, depending upon local conditions. When a man sells much of one line and little of another, he is going to confine himself to that which his judgment tells him brings in the dollars, and eliminate that which grows shopworn before he cuts off the profit to induce his customers to relieve him of it.

Much could be said in this regard, but very little of it would be new to the majority of us.

In summing up the whole situation, no one here, I believe, will deny the fact that the most successful among us are those who are abreast of the times. As I have said before, I do not believe that there is any line of business which calls for

BETTER OR MORE LEVEL-HEADED MEN

to make it a success. It is one of the best educators of the trades and if a man is capable of carrying on a successful Hardware store his business capacity and universal knowledge is far ahead of the majority of trade managers. Our future rests where it ought, largely upon our own shoulders as individuals, and what we get out of our organizations.

We have not been the first to organize, but the rapidity of our growth as an organization, both local and State, shows us the value of mutual helpfulness and good fellowship. Some will insist upon standing in their own light until a sudden burst of illumination shows them their advantage; and I do not hesitate to predict that our organization and others are approaching that brilliancy, when all subject to any impression will record themselves and become a part of our unity.

In looking into the future and judging from our past advancement, I predict that our posterity and theirs will see conditions which are as foreign to us to-day as ours would have been to our forefathers.

I am not prophet enough to tell what these changes and growth will be, but come they will. I can see a great need for systematized education, especially for those upon whom we depend for assistance. The success of our business rests more than we know in the hands of our help, and the impression which they make upon the trade make for or against our success.

For instance, a local association could be made more of a school, not only for the Hardwareman, but for his clerks. Certain courses of

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study could be employed where more could be learned in our work than in six months by absorption in connection with store duties. Why not familiarize ourselves with modern needs in salesmanship and systematized accounts, as well as talking over prices of goods? Our clerks could enter into competition with each other to demonstrate their ability as salesmen. Following this suggestion make actual approaches to supposed customers and endeavor to make selling impressions.

Place him in a position to make more money for the concern and incidentally for himself. Raise him out of the rut of thinking like the little fellow did, who, upon asking for a job and was asked by the proprietor, what he thought he wanted a boy for, replied, "to pay $3.00 per week to." Show him what he can do and make him acquainted with the size of other clerks, then he will have a standard to work to.

How much Latin would a man be expected to absorb by selling Latin grammars? Show him the inside of things whose outside appearances look natural, and he'll make customers for you. Again, we must endeavor to fight against the tendency of direct-to-consumer business. Help those jobbers and manufacturers who are true to our interests.

Do not assume a lazy attitude where your interests and theirs are concerned and through lack of push and education do not compel a manufacturer to be his own retailer. This tendency is increasing because of the gulf which is the

RESULT OF LARGE CONSUMERS ON THE ONE HAND

and the acknowledged inability of the Hardware merchant to handle the business on the other. A line of goods once lost is rarely ever regained. When a concern commences to dispense its own product, sometimes from choice and sometimes from necessity, they seldom if ever cater to our interests again. Our existence and growth depends, as I have said before, upon our ability, and our ability is the result of education and experience. We need the manufacturer and the jobber, and they need us. Be fair.

In the process of evolution we must conform to its demands, striving to adjust ourselves to some changes, and also prevent, as much as possible, changes which divert the stream of trade to other channels than ours. One of these channels has grown to such an extent as to demand our utmost vigilance, and cannot be passed without a remark.

Our friends, the catalogue houses and department stores, are

NOT ONLY A MENACE TO LOCAL DEALERS

and their trade, but to the community which they drain. They differ from any of our great drainage systems in that out of the vast wealth which they annually absorb from our various localities, it returns not a farthing. Your local dealer bears the burden of accounts while they pick up the loose change. If we expect to check their growth in the future we must do so more as an organization than as individuals. We must show the public the proposition as it appears to us and as it really is.

Place ourselves in a position to cope with them, increase our facilities, prevent if possible unjust legislation, and show our community the necessity of home patronage and home institutions. To do this we must be a power. Power rests in unity, a unity is the result of concrete action, and concrete action is inspired by mutual grievances. Have we any?

BALTIMORE BUSINESS BOOMING.

Like a twentieth century Phoenix, the New Baltimore has risen from the great fire of a year ago. Never, in the history of the world, has a burned city been so rapidly and so well rebuilt. Never has such a fire occurred before without bringing in its wake a large number of failures. But here in Baltimore no business disaster followed and the volume of business being done in Baltimore is greater than ever before. This is shown by the bank clearings.

Now in about twelve months after the fire, many blocks of modern office buildings, handsome stores and up-to-date warehouses stand where there were only ruins and ashes.

Already the feeling of larger business is making itself felt, and Baltimore is sure in the future to take even a more prominent place in the business world than it has in the past.

A number of large Hardware stocks were completely destroyed by the fire of a year ago—but with hardly an exception these burned-out concerns resumed business at once. The energy and push displayed by the Hardware trade was remarkable—one concern, the Stewart-Crook Hardware Co., having a compete new stock and being ready for business within ten days after the fire. Mr. Stewart, when asked about trade conditions, said: "Outlook for Summer trade is very bright—never has been better. At the present time we are rushed to our very limit with business, having just all the trade we possibly can handle. We have now some forty or fifty contracts to figure on, and no doubt Spring and Summer will bring even more new building than is now taking place." The Stewart-Crook Hardware Co. will probably be located in their store at 7 No. Liberty Street by the middle of April. The new location is within a half block of their old store.

Another Baltimore concern reporting business good is the Anderson & Ireland Co., whose business is about three-quarters wholesale. Mr. C. W. Ireland, of the firm, said: "Of course, it was a loss to us to be burned out, but in a few days we had our organization working again and our men 'on the road.' Country trade now is good, and, of course, city trade is all right. We have our men see their customers every three or four weeks, and in this way keep in close touch with the trade. No doubt at all but that our city will become a greater jobbing centre, and, with improved docks, will be a still more important port."

F. H. Davidson, of the firm of F. H. Davidson & Co., with stores at 509 W. Franklyn Street, in speaking of the general outlook, said: "In all probability there will come some setback to the good business of the present, but Baltimore is prepared for anything now. We have faced and overcome the great losses that were brought by the fire and the business concerns here now are probably in better shape than ever before."

With four salesmen on the road, the Wilcox Hardware and Iron Co. carry on a good wholesale trade from their stores, located at 404-6 N. Gay Street. "Country trade is very good," said Mr. Louis Wilcox, "and advance orders were larger this year than in 1904. All indications point to a good business for at least three years to come." The Wilcox Hardware and Iron Co. keep in close contact with the small Hardware stores.

A fine new Hardware store is that now occupied by Finley Roberts & Co., who have succeeded Duke, Peterson & Co. The arrangement of the store is especially good and up-to-date shelving is used to good advantage in the displaying of stock. This concern cater to the general retail trade and carry everything in Hardware and builders' supplies.

One of the largest jobbing and commission houses of Baltimore is Henry Keidel & Co. This concern act as Southern agents for many of the best-known manufacturers and are in this way in position to handle large quantities of goods. The entire South, into Texas, is traveled by Henry Keidel & Co. Business was reported as being very good throughout the South, especially in the coal and iron counties.

One of the most progressive retailers of Baltimore is The "Little Joe Wiesenfeld Co.," with a large double store on Baltimore Street. The original business of this concern was bicycles and bicycle goods, in which lines a large business was done five or six years ago. General sporting goods were taken up and the line has gradually been enlarged. A complete stock of small Hardware has been added and all these lines go well together. In referring to business conditions Mr. Wiesenfeld said: "During 1903 and 1904 we found a constantly growing business and the outlook for this Summer's trade is very good. All sporting supplies are in good demand and the Hardware end of our business has been very active all the Spring. The future of Baltimore's business will be even greater than the past." The Wiesenfeld Co. devote much attention to the window displays and have at all times very attractively trimmed windows.

In referring to the business which has come as a result of the large amount of building due to the fire, one Baltimore dealer said: "One would naturally think a great fire would be a benefit to the Hardware trade—but it is not! I don't think there has been any better business in our line than in 1900 or 1901. You know, many of the large building Hardware contracts are taken by the manufacturers direct, and those that we get are of necessity taken on a very close basis. Then, too, there has been less small building than usual—all building operations are very expensive—and the small building trade consequently has been very slow. But the outlook is very encouraging—business in Baltimore generally is on the boom and the future seems unusually bright."

Hammernail.

WHAT A BOY SHOULD KNOW.

A very successful man, in speaking of what a young man should know to begin a business life in the right way, summarized the qualifications about as follows:

He should be able to write a good, legible hand.

To spell all the words that he knows how to use.

To write a good social or business letter.

To add a column of figures rapidly.

To make out an ordinary account.

To deduct 16½ per cent. from the face of the account.

To write an advertisement for the newspaper.

To write an ordinary promissory note.

To reckon the interest of the discount on the note for years, months or days.

To draw up an ordinary bank check.

To take it to the right place in the bank to get the money.

To make neat and correct entries in day book or cash book.

To tell the number of yards of carpet required for the parlor.

To tell something about the great authors, statesmen and financiers of the present time.

If, says the successful business man, a boy can do all this, it is probable that he has enough education to make his way in the world.—*Young People's Magazine.*

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SALESMANSHIP AS AN APPLIED SCIENCE

BY R. U. CONGER,
of the Sheldon School of Scientific Salesmanship, Chicago, Ill.

(Concluded from last issue.)

One of our great merchants was recently asked how many salesmen he had, and he answered, "three." When it was called to his attention that he had a great many men selling goods, he said, "Yes, I have a great many, but only three salesmen, the rest are order takers." It is one thing to know this and another thing to know the best methods by which attention can be secured, interest aroused, desire created and resolve to buy intensified.

People might think that our institution taught the subject of hypnotism, when, on the contrary, we believe it to be a fact that you could not hypnotize a man to sell him goods if we wished to and we would not wish to if we could.

Every one who has ever watched a hypnotist work will recall that he focusses the eyes of his subject upon a very bright light, or will close the eyes to make inoperative the optic nerve and will have nothing odoriferous around, his object being to entirely set aside the objective mind. He must have a willing subject, one whose reason and judgment are in harmony with his, in order to accomplish this result. If he can get such a condition where the objective mind is entirely set aside, and he says to his subject, "You are a King on a throne," he is, in his own mind, because the subjective mind obeys the suggestion. That man is hypnotized, but this is a condition which we cannot get in salesmanship. In the first place we do not have very willing subjects, and in the second place, it is impossible to get a condition where there are no detracting influences, so that as I said before, we cannot hypnotize a man to sell him, even if we desired to. However a knowledge of this fact has its value.

One of the psychological laws which is of value to the salesman, in this connection, is as follows: The influence of your suggestion upon the sub-conscious minds of a customer, is in direct proportion to the intensity of his attention, that is, if we can make his attention so intense that he never hears anything nor tastes anything, and then, by logical arguments, bringing his reason and judgment into harmony with our own, when we make a suggestion to his sub-concsious mind, that he shall buy, he buys in obedience to this natural law. This is merely an approach to the subject of hypnotism, that is all.

What I have said merely illustrates the mental law of sale and that law is well worth remembering. Attention, properly sustained, develops into interest; interest, augmented, becomes desire and desire, intensified, resolve to buy.

The eductive and instruction process of education, are very closely bound together, as one will readily recognize if they will stop to think what a great factor in commanding attention, is really a strong personality.

I have said a great deal about this subject, and will pass on in this filling-in process of useful knowledge, to the next step, which is a discussion of those subjects which make the salesman the all-round business man. He should, primarily, have an ambition to be a well-rounded, and well-grounded merchant. He should fill in with useful knowledge pertaining to such subjects as credits, advertising, costs in relation to selling, system, wholesaling, specializing, retailing and promoting. The merchant buys his goods to sell, not because they look well on the shelves, and the real salesman is the one who realizes this fact and uses his own mind to assist in disposing of them. He who originates unique methods of advertising them, in order to attract the attention of consumers to them; he who understands window trimming and the laws which govern its success; he who knows the whys and wherefores of everything about the business, and his customer does not work blindly, realizing that if he would be truly successful he must build up a great emergency reserve of knowledge which fits him to contend, successfully, with the new conditions arising daily.

A doctor does not use all of his knowledge in prescribing for one case, nor does a mechanical engineer use all his knowledge in designing a single mechanical product, but both have a ground work of the underlying principles which enable them to successfully apply such knowledge when occasion demands.

In what I have said, I have merely endeavored to give a general outline of the scope of this subject, and in conclusion I merely want to challenge your attention to a few of the good old-fashioned laws which bind all these others together. There is one without which, they would all be like faith without work, that is the law of hustle. We never see any progress of nature, without activity, and the law of activity makes us realize that the reason most men do not accomplish more, is because they do not attempt more. It is this law of activity that makes us realize also that genius is nothing more than energy intensified. I sometimes recall what Paderewski said to Queen Victoria when she commanded him to play for her. Complimenting him upon his genuine he replied: "Yes, your Majesty, the world now calls me a genius, but there was a time when I was only an ordinary piano player, yet I had made up my mind that the world should call me a genius, so I practiced, days, nights, weeks. months and years, and finally the world called me a genius, but before I was a genius, I was a drudge." And this is what we all must be, not in the sense of slaves, but in the sense of loving labor for labor's sake and the rewards which it brings.

We should be willing to pay the price of success, both in building up ourselves and in gaining knowledge. I never think of this law of activity that I am not impressed with the value of the margins of time. I sometimes recall what Garfield replied when he was asked why he was the best Latin scholar in school. He pointed across the campus and said: "You see that light over there, well that's Fain's light, now Fain recites Latin next best to me and I found out that he studies his Latin lesson the same hour that I do, which is just before we retire, so that I watch Fain's light, and when I see his light go out, I study fifteen minutes longer, and that's where I have got him." It is that law which carried Garfield from the canal boat to the White House, and it was that law which gave him an opportunity to make himself "genuinely fit."

There is one other law that I wish to speak about and then I will conclude, and that is, the eternal law of faith.

Some might think I am usurping the place of the clergy, but, on the contrary, I am talking from the standpoint of dollars and cents, talking from the standpoint of the pocket-book, and not from any standpoint of a future life.

It was recently said that theologians tell us where we are going to, the scientists where we came from, but thank God, we are here now, and it is from the here and the now viewpoint that I am talking.

There are just five links in the chain of faith, and it is well to remember that no chain is stronger than its weakest link. There is first, faith in the infinite, in an all-wise power which created wisdom. Second, faith in ourselves, faith that we are a bundle of wonderful possibilities. Third, faith in our mission, faith that that which we have to sell is the best in the world. Fourth, faith in our fellow-men, faith that they know our service, and our mission, and that they are reasonable men and will recognize reasonable arguments, and lastly, faith in our employers.

Gentlemen, when this chain of faith shall have been completed, the words spoken 2,000 years ago become the expression of a wonderful, living force, it must absolutely follow that "according to your faith be it unto you."

The Northern Supply Co., Inc., 32-36 La Salle Street, Chicago, Ill., are distributing a Net Price List to the merchant. This concern does not sell to the consumer or to catalogue houses. The price list is neatly gotten up in pamphlet form of fifteen pages, and includes galvanized slip and lap joint eave troughs, lock seam galvanized conductor pipe; galvanized steel mitres; valleys in rolls; roofing and siding, galvanized and painted; wire conductor strainers; dripping pans; drag road scrapers; crayons; "Hercules" rubber roofing; "Gem" sad irons; repair knobs; mica flake lubricant, etc. In this price list, prices are made for prompt acceptance. They state "As prices on goods are firm, and prices are liable to advance further we would recommend you to send us your orders for early or later shipments and will guarantee prices on orders placed with us for shipment until May 1st." Write to-day for price list.

The Daisy Manufacturing Co., Plymouth, Mich., makers of the Daisy Air Rifles have issued another "Daisy Pointer" in the shape of an attractive envelope size folder, which illustrates and describes the Daisy "Take Down" Repeater; 20th Century "Take Down" Daisy; 1,000 Shot Daisy; Sentinel Single Shot; Sentinel Repeater; "Air Rifle" Shot and Darts, Etc. Daisy Air Rifles, they state, are handled only by jobbers of unquestionable dependability. This little leaflet contains more valuable pointers than would be imagined in so small a space. Write for one.

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JAP-A-LAC

REGISTERED TRADE MARK

"WEARS LIKE IRON"

DON'T DELAY

HAVE you seen our double-page advertisement appearing in the Ladies' Home Journal, April issue? If not, we would advise you to take a look at it. This double-page advertisement cost us EIGHT THOUSAND DOLLARS. We did not spend this money entirely from philanthropic motives. We expect to get big returns, but if we do, the dealer who sells it to the consumer must get them first.

You are certain to have a great many calls for JAP-A-LAC, this Spring. This big, double-page advertisement is only the first gun fired. The enormous advertising, which we will do during the three months following, will surely storm and capture the citadel.

The great American public is influenced by good advertising. Ours is so overwhelming this season, that it is absolutely certain to largely increase the business of every dealer handling JAP-A-LAC.

We are forcing the merits of JAP-A-LAC into the minds of the American people, and there is not a town in the country where JAP-A-LAC advertisements will not be read.

We have one of the most complete systems for following up inquiries, that could possibly be devised. The readers of the magazines who inquire about JAP-A-LAC are given a great deal of information, and suggestions are made to them of how to use JAP-A-LAC in various ways.

JAP-A-LAC can be used almost as generally as soap. It beautifies the home and makes it sanitary and cleanly. There are uses suggested in our booklet which cannot but increase the consumption of JAP-A-LAC and your community is no different from any other. People are alike the world over, and every home should keep a can of JAP-A-LAC constantly at hand.

In pushing JAP-A-LAC, we do it with the honest conviction that we are furnishing to your customers the very best thing of the kind made. There is nothing in the market which can be substituted satisfactorily for it. You can sell JAP-A-LAC profitably, no matter what make of paint or varnish you are handling. Add it to your list. It *spells profit* in the most simple and convincing way; *profit to the dealer* in every letter.

No groceryman would think of handling one kind of soap only. Why should you confine yourself to unadvertised articles claimed to be similar to JAP-A-LAC when you can sell more of them by also stocking JAP-A-LAC?

If a customer inquires for JAP-A-LAC, and you say you do not keep it, you may not only lose a sale, you may lose a customer. Save your customer.

We believe you have already had some calls for JAP-A-LAC, and we know you will have a great many more, soon. If you are now handling JAP-A-LAC and have a sufficient supply of it for a window display, be sure to get the free display matter. It will cost you nothing and we want your assistance.

Let us hear from you at once. DON'T DELAY.

THE GLIDDEN VARNISH COMPANY,

MAKERS OF HIGH-GRADE VARNISHES FOR ALL PURPOSES

641 WILLIAMSON BUILDING,

CLEVELAND, OHIO

BRINGING THE SCHOOL TO THE MAN.

It is estimated that more than ninety per cent. of the people in the United States have received or are receiving education reaching no higher than the primary or grammar schools. Out of every 1,000 men, women and children now attending school 948 are in primary and grammar grades, 39 in high and preparatory schools and only 13 in colleges, normal and technical schools. The struggle for existence is so keen that the great majority of men are forced to enter their callings without any special preparation, and once in, school days are over. The expense in time and money of attending a technical school is so great that only a favored or unusually determined few are ever enrolled in such institutions. Meanwhile the marvelous development and increasing intricacy of industrial life call for men of trained minds as well as skilled hands, and the few men thus equipped in each establishment forge ahead to positions of responsibility, while the rank and file are machine tenders or simply "hands."

The small enrollment in technical schools shows how hard it is to bring the man to the school. But a new force is at work in which the school is brought to the man. Nearly 1,000,000 men and women have been or are now enrolled as students in the technical correspondence schools of the country, and to each one is given the sort of instruction he requires for his advancement in his daily labor without interruption to his work. Such men study during their evening hours with a definite purpose in view. They learn more about the theory and practice of their work that they may earn more. In doing this they become possessed of the secret of success—namely, that their futures lie, not with unions or a socialistic government, but with themselves. The habit of self development, the new impulse of looking within for strength and help in time of perplexity and need, and the consciousness of the ability to bring a trained mind to the aid of trained hands, are developing a new race of engineers and mechanics whose influence for good is almost incalculable.

Up to the present time these home study courses in practical work are carried on only by private institutions or in connection with two or three great colleges; but the benefits are so great to both employer and employed that employers' associations in each trade or industry should give earnest consideration to some plan of offering to every employee home instruction supplemented by shop practice. Better still would be the results if the trade unions could be brought to see that the greatest good they could do to their members would be their education along practical lines—practical courses in instruction leading up to diplomas which would advance their holders to higher and higher grades on the union rosters and to better pay in the shop. A union card backed by such a system would be a sesame to the shop of most wide awake employers, and the competitive demand for men of the higher grades would insure higher wages for good men than the unions will ever be able to force on employers by present methods.—*Metal Worker.*

AN INVITATION BY TELEPHONE.

I recently saw a Hardware dealer making use of the telephone in a way that seems to me worthy of record—only beware of overdoing it.

After he had fixed up his show window with special care he began calling up some of his country customers who were on the line, giving them a talk somewhat as follows:

"Hello! We have a dandy window display on now; feel just a little proud of it and like to have our friends enjoy it with us. Couldn't you make it convenient to bring the children over to see it some day this week? We will try and make it pleasant for you and I think they would rather enjoy the sight."

In several instances the invitation was accepted and not in any was offense given. The invitation was so cordial and entirely devoid of anything like advertising in the giving, that people seemed to rather regard it as a matter of good will only, in regard to themselves, although of course it was recognized that the window was gotten up for advertising purposes. The invitation was not so regarded, or if it was, the display gave pleasure enough to remove the advertising flavor for those who responded and the personal attention seemed to please those who did not.

B. B.

* * *

"Oh, my friends, there are some spectacles that one never forgets!" said a lecturer, after describing a terrible accident he had witnessed.

"I'd like to know where they sell 'em," remarked an old lady in the audience who is always mislaying her glasses.

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REVIEW OF THE MARKETS.

WIRE NAILS: Specifications on contracts form the bulk of the deliveries at Mill. The Jobbers at this time in the year always have good orders to supply their retail customers. Builders' Hardware is improving as the weather becomes warmer, which makes a more active market for Wire Nails. The Market is firm at the following quotations: f.o.b. Pittsburgh, 60 days or 2 per cent discount for cash in ten days:

Carload lots to jobbers.....$1.80
Carload lots to retailers..... 1.85

New York. The demand is becoming more active and Nails are more frequently disposed of, especially to nearby trade. Quotations are as follows:

Single carloads $1.99
Small lots from store..... 2.05

CUT NAILS: At the recent meeting of the Cut Nail Association, prices were reaffirmed for the month of April with the understanding that an advance in Wire Nails would be followed by a corresponding advance in the price of Cut Nails without the necessity of a formal announcement. News comes from Chicago and Pittsburgh that Cut Nails on large transactions have been slightly shaded in price in some instances. The official quotations are as follows:

Carload lots $1.80
Less than carload lots to jobbers..... 1.85
Less than carload lots to retailers..... 1.95

f.o.b. Pittsburgh. Iron Cut Nails for delivery at Pittsburgh, Buffalo and all points west of these cities 10 cents advance per keg on Steel Cut Nails.

New York. The local demand is a moderate one, although a better trade is anticipated as the weather becomes settled. Quotations remain as follows:

Carloads on dock.....$1.94
Less than carloads on dock..... 1.99
Small lots from store.....$2.00 to 2.05

BARB WIRE: The business done by the Jobbers in the West is of the most satisfactory character; specifications on contracts are the most active demands on the Mills for Jobbers' wants. The quotations remain as follows: f.o.b. Pittsburgh, 60 days or 2 per cent. discount for cash in ten days:

	Painted.	Galv.
Jobbers carload lots	$1.95	$2.25
Retailers carload lots	2.00	2.30
Retailers less than carload lots	2.10	2.40

SMOOTH FENCE WIRE: The Mills are kept busy supplying requisitions on contracts, which are making the demand an active one. Quotations are as follows: f.o.b. Pittsburgh, 60 days or 2 per cent discount for cash in 10 days:

Jobbers, carload lots.....$1.65
Retailers, carload lots..... 1.70

The above prices are for base numbers, 6 to 9. The other numbers of plain and galvanized wire take the usual advances.

SET AND CAP SCREWS: At a meeting of the Milled Screw manufacturers, held in New York on March 31, a new list was adopted which corrects the inequalities of the former Cap and Set Screw lists. On account of the very small quantity of Square Head Cap Screws consumed, it was decided to abandon the old list on this line, and hereafter Square Head Cap Screws will be sold from the list, and at the prices prevailing on Hexagon Head Cap Screws. The new lists are subject to the following discounts:

Set Screws.	*Discount.*
Regular C. H. Cup and Oval Points.....	80%
Soft Screws, Cup and Oval Points.....80 and	5%
Headless C. H., Cup and Oval Points.....	80%
Steel Set Screws, 25% net advance over Iron.	
Cap Screws.	
Square or Hexagon Heads, regular finish...	75%
Square or Hexagon Heads, rough or black..75 and	5%
Steel Cap Screws, 25% net advance over Iron.	

LESTER SAW SET: The Puritan Manufacturing Co., Norwich, Conn., manufacturing the Lester Patent Saw Set, announces that this article will be sold to the retail trade until May 1 at $6.50 per dozen. This is a special introductory price, and after May 1 the price will be $7.50 per dozen.

TACKS, NAILS, BRADS, &c.: The manufacturers of Tacks, Nails, Brads, &c., have adopted a revised Hardware price-list of these goods, as here reproduced, taking effect April 1. In some of the schedules there are changes throughout, others remaining as formerly. An important feature of the list is the reversal of the mode of differentiating prices. The table of rebates appended to the list covers this matter in detail. The discounts applying to this new list are as follows:

Goods Papered, Full, Half and Quarter Weight.

		Discounts.		
American Cut	90	37½	and	10%
American Cut, Tinned	90	37½ 10	and	10%
Swedes Cut	90	37½	and	10%
Swedes Cut, Tinned	90	37½ 10	and	10%
Upholsterers', Gimp and Lace	90	50	and	10%
American Carpet	90	37½	and	10%
American Carpet, Tinned	90	37½ 10	and	10%
Trunk and Clout	80	10	and	5%
Trunk and Clout, Tinned	80	10 10	and	5%

Pound or Half Pound Papers or Bulk.

Carpet	90	50	and	10%
Carpet, Tinned	90	50 10	and	10%
Upholsterers', Bill Posters', Gimp and Lace	90	50	and	10%
American Cut	90	45	and	10%
Swedes Cut	90	37½	and	10%
Swedes Cut, Tinned	90	37½ 10	and	10%
Trunk and Clout	80	10	and	5%
Trunk and Clout, Tinned	80	10 10	and	5%

CONDUCTOR PIPE AND EAVE TROUGH, GALVANIZED: Advanced quotations were made on Galvanized Conductor Pipe and Eave Trough by the manufacturers, under date of March 23, the new discounts being as follows, less than carloads to dealers: Nested, Eastern territory, 70 and 15 per cent. discount; Central, 70 and 7½ per cent.; Southern, 65 and 10 per cent.; and Southwestern, 60 and 15 per cent.; not nested, Eastern, 70 and 10 per cent.; Central, 70 and 2½ per cent.; Southern, 65 per cent., and Southwestern, 60 and 5 per cent. It will be observed the A. & B. Eastern classifications have been discontinued, the quotation now being simply for Eastern territory.

Eave Trough, galvanized, less than carloads to dealers, is now quoted: Eastern territory, 80 per cent. discount; Central, 75 and 10 and 5 per cent.; Southern, 75 and 5 per cent., and Southwestern, 70 and 5 per cent. discount. The freight allowance on both Conductor Pipe and Eave Trough is now on 500 lineal feet, instead of as formerly 250 lineal feet.

The extras on these goods have been advanced as follows, viz.: No. 27 gauge per lineal foot, 4 cents (formerly 2 cents); No. 26 gauge, 6 cents (formerly 4 cents), and No. 24 gauge, 12 cents per lineal foot.

ROPE: The following prices represent the market:

	Cents per pound.
Pure Manila, 7-16 and larger	12¼ to 12½
No. 2 Manila	10
Pure Sisal, 7-16 and larger	10
No. 2 Sisal, 7-16 and larger	8¼

Less ¼ cent to the large trade.

LINSEED OIL: The following quotations are announced on "City" Raw Oil by the Dean Linseed Oil Co.:

In lots of less than 5 barrels.....48 cents per gallon.
In lots of 5 barrels or more.....47 cents per gallon.

The "American" brand for respective quantities, 1 cent per gallon less.

The five-barrel price applies only to deliveries of that quantity at one time.

Boiled Linseed Oil, 2 cents per gallon higher than Raw.
Calcutta Oil.....60 cents per gallon.

THE PITTSBURGH TRADE.

The closing week of March and the opening days of April presented us with fine warm Spring weather and trade responded to it with a jump. Merchants are calling for their goods in a hurry and every available man is put onto the order gang so that

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NICHOLSON FILE COMPANY
GENERAL OFFICES: PROVIDENCE, R. I., U. S. A.



MANUFACTURERS OF
FILES AND RASPS
NICHOLSON, KEARNEY & FOOT, ARCADE, AMERICAN, GREAT WESTERN, McCLELLAN, EAGLE, J. B. SMITH, "X. F.", GOLD MEDAL.

they may not be disappointed. After the subsidence of flood stage in our rivers last month, a large shipment of coal went out for the down river cities. This means more work for the river coal miners and large returns to the coal companies. The bill introduced in Pennsylvania Legislature imposing a tax on coal mined, is said to be killed. There was fear it might go through but better counsel prevailed. Pennsylvania is not the only State mining bituminous coal and would be badly handicapped with such a tax. The making of a general Hardware catalog is a task that is not appreciated until it is tried. Both time and expense are involved and when a customer cuts out a page to describe what he orders, it is discouraging. Among the annoyances of the work, is the frequent changes of manufacturers' lists, so that it is hardly possible to get out a complete catalog without several changes while it is in the printer's hands. Collections in the small towns have been quite slow but we look for an improvement now that April 1st, the annual settlement time in the country, has passed.

Logan-Gregg Hardware Co.

THE CLEVELAND TRADE.

With the Preacher and Doctor, the merchant can do much to make a country village a pleasant place to live. The morality, health, prosperity and happiness may be helped or hindered. If the spirit of selfishness and greed be manifest among these leaders, it is sure to become contageous. A lack of loyalty to the public interest in the merchant opens the field for catalogue houses. If customers who question prices are treated in an offensive way, the difficulty will rapidly increase, while the manifestation of a lively interest and painstaking care to get at the facts, gives evidence that the merchant believes that his price is correct. He should be careful not to make the impression that he regards it an unfriendly act to question his prices; for if others make lower prices it is his interest to know it and if it is impossible to meet such prices it should be his first business to find out why. Modest people are likely to buy in other places without giving reasons for doing so. To know why a customer leaves you is very important since your business depends upon your reputation. Friendship and loyalty to you will depend largely upon your loyalty to the community. Pride of locality will not avail to keep trade at home unless friendship for the merchant helps to do so. Whatever aids in building manly character is expedient in business. This is the permanent compliment to virtue that it is wise always to remember. To expect more than is due invites disappointment. March trade has improved somewhat over February, but hardly meets expectations. Neither optimism nor pessimism find much encouragement. There is an impression that consumption will not keep pace with the immense production of pig iron, that present buying is being based on an expected demand that may not materialize, and this causes caution. In some sections trade is almost dull and taken together is only moderate. Very much depends on the crop outlook as to trade for the balance of the year.

The Lockwood-Taylor Hardware Co.,
C. B. Lockwood, President.

THE ST. PAUL TRADE.

We have experienced a very satisfactory business, largely due to an early Spring. Usually our business opens up about the first of April, but this year it started almost a month earlier and has continued in splendid shape. We feel that our Spring business is assured on a good basis, as prices are held up to a large extent so that the confidence of dealers and consumers is strong, that no declines are in sight. Altogether, conditions could not be better. Hackett, Walther, Gates Hardware Co.

THE DAVENPORT TRADE.

We are pleased to report an improvement in business, the volume of which is again satisfactory; and also that collections are much better. The Spring crops are being planted; have had sufficient moisture during the Winter to encourage the hope of a bountiful crop. Building operations will be extensive. One of our leading architects said to the writer, that as far as he could estimate, there would be ten times as much building in Davenport this year as ever before. Suppose we accept this statement, subject to a liberal Hardware discount; we may still look for the largest amount of building this year, ever known. We forecast an excellent season's trade, to some extent, on the fact that nearly all our sales are on "Rush" and "Hurry up" orders.

Sickels, Preston & Nutting Co.

Who gives a thought as to how and why and when keys were invented? It is claimed that Samos invented the first keys in 730 B. C., while others place it just before the siege of Troy. Strips of wood bent at the end were first used. Then an ambitious Spartan improved on this by making a key with three notches. In the Middle Ages keys became things of beauty and showed a wonderful amount of labor. The handles represented arabesques, flutes, gulpure patterns, windows, dolphins, mermaids, birds, horses, crosses, Arabic letters, and all sorts of odd devices. Louis XVI., who had a taste for mechanics, fashioned several keys; their handles formed double "L's" and each was surmounted by a crown. These are in great demand among collectors and bring fabulous prices. A key made by a master who embodied in it the arms of the Strozzis was recently sold a collector, and brought the enormous sum of $7,000.

Other odd shapes for key handles were bows, rings, clubs, spades, trefoil, castles, crowns, monograms, etc.

STANLEY RULE & LEVEL CO.
NEW BRITAIN, CONN., U. S. A.
Improved Carpenters' Tools.
SOLD BY ALL HARDWARE DEALERS.

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The ORIGINAL Star Safety Razor

A few of our Specialties.

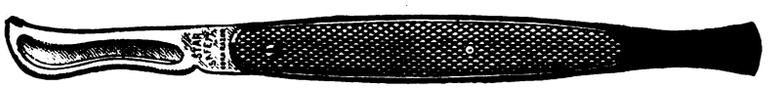


ON SALE AT ALL LEADING DEALERS
IN HIGH CLASS CUTLERY
OR

KAMPFE BROS.

8-12 Reade St. *New York City.*

SEND FOR CATALOGUE AND PRICE LIST.



READY FOR USE.

"Star" Safety Corn Razor

Simple, Safe and Sure. Gives immediate relief to sufferer from any corn, no matter how hard it may be. Impossible to cut the foot. Can be stropped or honed like any razor.
With every initial order for 12 we send handsome display case. Leather pocket with each Razor.

We're helping you sell it through our Magazine Advertising

Guard partly open



KAMPFE BROS.
8-12 Reade St.,
NEW YORK.

Send for descriptive catalog and prices.

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AMERICAN SAWMILL MACHINERY.

One of the most important industries in the United States, says the *American Exporter*, is the manufacture of sawmill and wood-working machinery, which, as it has developed within the past few years a comparatively large export trade, is well worthy of consideration by all our readers.

Undoubtedly the first power saw mills were the old-fashioned upright or Mulay mills, which were probably first used in France Shortly after the settlement of this country, the New Englanders began to use water power mills, and these mills were employed quite extensively in the United States after that time—equipped solely, however, with upright saws.

Early in this century experiments began to be made with what is known as the circular saw; and in time, on account of its rapid production, this variety of saw became almost universally used. At first it was necessary to employ very thick blades, which caused a great waste of material; but with the introduction of improved steel and improved methods and machinery, circular blades nearly as thin as the old-fashioned upright saws were finally made to work successfully.

Circular saws for sawing lumber from the log have never been extensively used outside of America, probably owing largely to the fact that expert circular sawyers are not to be found in other countries, and, further, the saws and the mills of other countries are very inferior to those of America; and also because of the thickness of the cut and consequent greater loss by sawdust of the circular saw.

The broad statement that American saw-mill machinery is much superior to any made abroad, though unquestionably true, will, no doubt, be challenged by foreigners who have not had experience in operating English, French, German and American sawmills of various types will confirm the assertion, and a little investigation will prove it beyond a doubt.

An instance came to our notice some little time ago, where one of the principal English manufacturers of sawmill machinery, finding that English sawmills in one of the South American countries were being rapidly supplanted by sawmills of American make, instructed their agent in that country to purchase one of the most popular American mills that were being sent out there, and forward it to them in England, where a copy of it was made and returned. This mill was sold and erected, but as it failed to give the satisfaction that the American mills which were being operated in the same district were giving, it was condemned and an American mill ordered in its place.

This is not an isolated case. A number of similar instances have come under our notice. There is a peculiar knack in manufacturing and operating saws and sawmills which is only acquired by years of experience and careful training, and manufacturers in America possess the great advantage of having hundreds of men at their command, schooled from boyhood in the art of operating saws and timber-reducing machinery, and who can almost by intuition detect the slightest defect in the saws or in the machinery employed by them in doing their work.

The reasons why Americans (and in this term we include Canadians) make superior machinery of this class are obvious. Since no other country in the world has ever produced, or is now producing, anything like the same quantity of lumber as America, our manufacturers have found it necessary, on account of the increasing value of the lumber and skilled labor, to take advantage of everything that might reduce the labor and improve the production in either quantity or quality, and there is no one, having any knowledge of the inventive genius of our people, who will not readily admit that they are pre-eminently quick to perceive and to supply the best means for accomplishing any desired purpose, and especially is this true when, as in the lumber industry, the conditions are favorable and the necessities urgent.

For many years the steel used in the manufacture of saw blades was imported. Now, practically speaking, the steel used in the manufacture of our saws is all made in this country. It was here also that the inserted and bit-tooth circular saws now so extensively used were invented and first made, especially for the large circular saws which are generally sent to foreign countries, owing to the greater ease with which they are kept in working order, and also because the diameters of such saws are not materially reduced by long use, as is the case with solid-tooth saws.

For many years, owing to the enormous tracts of timber land in America which it was desirable to clear off for agricultural purposes, no thought was taken of the great waste caused by the cutting of timber with thick circular saws, quantity being the first consideration. As a very large output was desired, thick blades were employed, in order to be able to saw rapidly; and many circular sawmills in this country, even with a single saw, cut as high as 10,000 feet of one-inch lumber in an hour. Sometimes even larger quantities than this are cut and a day's production is commonly from 40,000 to 50,000 feet. When the amount of power and of cutting necessary to produce this output is considered, it will be readily understood that great care must be taken of the saw and the machinery.

Now that timber lands are scarcer or more remote, the subject of economy in the cutting of lumber has become a question of great importance, and the manufacturers of sawmill machinery have been compelled to produce mills that would cut a corresponding quantity of lumber without so great a waste in sawdust. The gang saw extensively used in large mills is not practicable for this work in the smaller mills, nor is it possible with the gang mill to take advantage of the different qualities of lumber that may be in a single log, as with the circular mill. The only thing left then, apparently, was to take up and perfect the band mill. Probably, the first band mill known was the "Newberry," invented early in this country. At that time the thinness of the kerf or cut made by the saw was not the quality that recommended its use. As mentioned before, quantity in cut, and not economy, was the standard. Thinking men, however, perceived the fact that the time must come when, owing to the great waste of the circular saw, it would have to be done away with, and something more economical employed in its place. This, therefore, kept the band mill alive, and constant experiments went on, to perfect this mill and the saws employed, until now a 15 or 16 gauge band saw is made to produce about as much lumber in a given time as a 6 to 8 gauge circular saw.

France, we believe, claims the first band mill for log sawing, and this was brought to Canada about the year 1870. Owing to defective saws, and the small experience that had been had with band mills, it was not a great success, but it showed the possibilities of its ultimate employment for sawing logs into lumber. This being the case, practical experiments were made with it, until at the present time the American band saw for cutting logs stands far ahead of any machine of its kind ever made. To gain this, not only the machine itself had to be perfected, but saws had to be produced that would run successfully on these mills. This also American skill accomplished, and we are no longer depending on England, France or Germany for band sawmill machinery, but are actually beginning to return the compliment by sending mills and saws to the countries to which we formerly had to look for these machines.

Band mills are now made to compete in quality and output with the best circular mills, at the same time saving in lumber from 7 to 20 per cent., according to the thickness of the stock into which the logs are cut. This result has been reached within a comparatively few years, and improvements will doubtless continue.

By referring to the advertising columns of English and European trade journals, it will be noticed that many of the cuts and descriptions of the leading sawmills and machines therein contained are, in reality, those of American machines. We fail to see how a greater compliment than this could be paid to American manufacturers and American ingenuity.

The term "wood-working machinery" applies more particularly to those machines employed in manufacturing lumber after it comes from the sawmill. It is possible, by the aid of the wood-working machinery now produced in America, to perform nearly every detail of the work of dressing and finishing woods, even in the most complicated and delicate designs. American wood-working machinery is largely exported, and the trade continually increased. At present it would be difficult to find any large or well appointed wood-working establishment in any country of the world that does not contain machines of American manufacture, and invariably the proprietors speak most favorably of them.

A SMOKELESS STOVE.

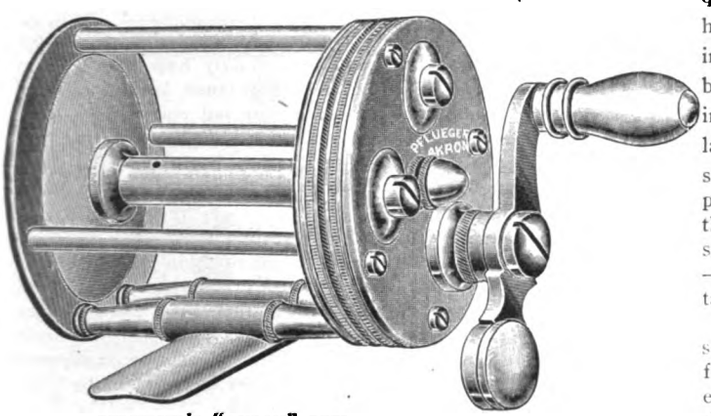
Device That Prevents Formation of Carbon.

A new type of stove, the object of which is the abolition of smoke, no matter what fuel is employed, has been demonstrated in London. The invention comprises a screen of tubular fire bricks, made of special material built up in the furnace in such a position that all the products of the fire pass through the screen. The latter quickly becomes incandescent and flashes the gases as they pass through, thus preventing the formation of carbon. By the aid of this device, says the *Scientific American*, coal of the worst description can be burnt in the ordinary boiler with practically no smoke, and with a considerable saving in cost. For this purpose of demonstration, cheap, damp coal dust was burned. The only result was a light gray cloud at the top of the chimney stack, which cleared away in a few seconds.

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PFLUEGER'S "AKRON" REEL.

The Enterprise Manufacturing Co., Akron, Ohio, are the manufacturers of the Pflueger's "Akron" Reel of which we present an illustration. This is pre-eminently an article for the expert angler, embodying as it does in every detail of a faultless construction, about all that the manufacturer knows of building a fine reel. It is claimed to be made exclusively by hand, and that hand the best and most skilled that long experience can produce The "points" of the "Akron" may be mentioned in detail as follows: Round wide pattern having quadruple front sliding

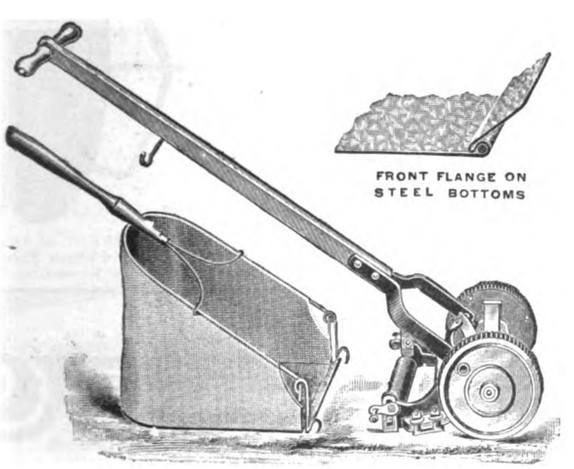


PFLUEGER'S "AKRON" REEL.

click and drag reel. It is made of German silver, hand polished with a satin finish. The pinions and pivots are cut from a single piece of Stubs steel, hardened, ground and polished. The bushings are of phosphor bronze with dead center bearings of either Agate or German silver as preferred, with fancy oil cups. The cog-post is of Stubs steel; perfectly finished ivory handle finished with or without jeweled bearings; for the latter, genuine sapphires alone are used. Each reel is packed in a black leatherette box, with gold bronze printed label, and to protect the reels, three of these boxes are in a carton.

THE "EASY EMPTYING" GRASS CATCHER.

The Specialty Manufacturing Co., St. Anthony Park, Minn., are the manufacturers of the Easy Emptying Grass Catcher, which is made from heavy duck with a galvanized iron frame, and which has achieved considerable popularity as a salable specialty We give an illustration of it herewith. It is now made in two sizes which fit perfectly any size of Lawn Mower. It is made with bottoms of either duck or galvanized steel, being formerly made of duck only, they have improved it by adding also a gal-



THE "EASY EMPTYING" GRASS CATCHER.

vanized steel bottom, after experimenting last season with the testing of several samples they have attained success. Their galvanized steel bottom catchers are provided with a flange in front which effectively prevents the grass from being carried forward against the roller, and greatly adds to the grass-holding capacity of the catcher. This flange may be adjusted by bending either up or down in order to fit any make of lawn mower perfectly. It is emptied, by lifting from mower by handle and emptying grass into a basket, wheelbarrow or wherever desired. Can be left off when mowing steep banks, or when it is not desirable to catch the grass.

OUT OF THE BOGS OF THE PAST.

"Why should not as efficient 'helps' be provided for Hardware merchant to take care and sell his goods as to buy them? Have not modern methods made obsolete the maxim 'Goods well bought are half sold,' a phrase coined when factories were few and buyers many, and the quantity bought determined the amount of discount, but now 'Goods well displayed are half sold,' as good buying to-day consists largely of correct selections that selling acquires a knowledge for, and if the same time, ability and brains heretofore used in watching prices were devoted to selling, trusting the costs mainly to the competition and honor of reliable jobbers and their traveling salesmen, would it not result in greatly increased profits at the end of the year? The fine building, the large stock, the low cost amount to little if the goods are not sold. The financial success of every merchant depends upon profitable selling. The jobber wins success in selling, through the unlimited aid of fine catalogues, sample rooms and the above salesman, but after the goods land at the retail merchant's store —what then—what has been done for him in the one all important part—selling?"

"These are a few of the many questions that presented themselves to the traveling man who has originated, designed, manufactures and places in the Hardware store—fixtures that release every Hardwareman from the dilemma that he has been in, carried to such completeness, that every article can be seen, the price given and the article delivered within one minute. These fixtures take capital and save it—prevent wasteful storage—keep it from slumbering, and make greater returns by more practical use of it; renders in every store equal service and advantages, regardless of the firm's individuality or location. They enable capital to be so invested that $2,000 renders greater profit than $5,000, heretofore under old methods. This is not theory, but fact—verified by hundreds using them. They are workers reliable and constant, ever present and active. The goods become self-selling if attractively and invitingly displayed in such a way that they appeal and fascinate, which begets a desire to possess. In place of only selling the articles inquired for, the increased sales thus made resulting in a handsome profit—to you—instead of to the other merchant that displays them."

The above is a portion of the introduction to a set of handsomely printed (in colors) illustrations and descriptions of different combinations arranged with sectional shelving made by the J. D. Warren Manufacturing Co., Chicago. The entire circular is well worth the time any dealer would spend in reading it carefully. It will be sent to any Hardwareman on request.

WHERE CARE SHOULD BE USED.

Varying prices almost always occasion complications, but where they must be used, do not, oh do not, make the recipient of the cut price think he is the only favored one or the most favored unless that is strictly true. Here is an actual occurence that I happen to know about. How often is it repeated in part at least in every neighborhood.

Mr. Jones went to the Hardware store to buy a plow and after a good deal of haggling was given "an un-heard-of cut price on account of his being such a good customer."

As a matter of fact the price given was a bargain over which Jones had a right to feel well satisfied, if the thing had only stopped there. But on the way home he meets Smith, who looks at the plow and asks the price. Jones finally gives it confidentially with a chuckle of satisfaction and some exultation. The word passed around, Jones really enjoying his own special standin quite as much as his bargain—till it comes out that Mr. White got equal consideration a week before. It hurts Jones' pride even worse than his pocketbook and he comes back upon the Hardwareman in spirit for revenge; while his neighbors, though they may enjoy his discomforture, are none-the-less mindful not to get caught by that Hardwareman themselves.

I once heard a man say that he hated to mention the price he paid a certain dealer for anything he did not know the market value of himself, especially if it was sold him as a "bargain." If he gave the price he expected to be laughed at for paying too much and if he quoted lower figures than he really gave he ran the risk of making a statement that the real value of the article would not warrant him in making to a man who was posted in values.

For the protection of your customers don't fool them in the real price of an article. If you are really giving them a bargain say so; if only ordinary value, don't invite a comparison of prices from which you will have to suffer by claiming to give a value that you do not give.

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THE "DRUMMER" IN ENGLAND.

A contributor to the *Ironmonger* (London) gives, in a recent issue of that paper, his experiences with traveling salesmen—"travelers" they call them over there, and in some few respects the British Knight of the grip and orderbook seems to bear a faint resemblance to his American cousin. The article reads as follows:

A traveler is a human animal with which we are forced to put up, because we may possibly at some time need some of the "extra special lines" which, he assures us, are being sold by every ironmonger except ourselves like "hot cakes," "ripe cherries," or any other thing that gives indigestion.

Travelers vary in size, shape and manners. We are glad to see some and hate to see others. I have even heard of travelers who offer to stand drinks, "just because they have ten minutes to spare." But that is distinctly wicked, and a great waste of time (and, of course, we hate that class.)

We know one traveler whom we will call "John." When he calls we first hear the shop-bell ring, then a waistcoat comes majestically through the door by degrees, and we know that in a short while "John" will be doing himself the pleasure of waiting upon us. When all of him is in the shop we get our window-reacher to shake hands with him and we welcome his smiling face.

We know another traveler, who comes in, starts in the key of A flat minor, sticks to his keynote, and goes through his list of prices "currant" (which, he assures us, are wonderfully raisinable) from beginning to end, with a sob or two interspersed to arouse our sympathy. At the first pause we hasten to tell him that we are quite satisfied with the firm we already do business with. But that does not appear to affect him at all. He starts again. We try passive resistance, and begin siding up things on the counter. No use; he continues to intone, and at last we leave him in despair, chanting to the parcels on the shelves.

There is the traveler who comes in and waits to hear how we talk to customers while we are selling goods in his line. Often our customers get impatient, and then we slip round the counter and suggest to the traveler that we may be busy for a few minutes. But a traveler of that type always tells us: "Oh, I'll wait, thanks." "All right, my boy," we think, and after our customers are gone we indulge in a few observations which make that traveler think we are the most eloquent ironmongery firm in the world. He never calls again.

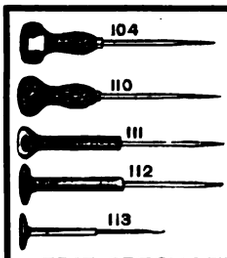
Top-hatted and kid-gloved travelers are very sweet. They usually remember what sort of weather we've had each day for months back, and we feel very proud of them because they set the shop off so. Then there's the old traveling chap, who always brings a special sample with him wrapped up in an old brown-paper parcel without string, and the Yankee, who can't possibly guess how on airth we can carry on business without buying from him. However, he'll mail us his "catalog," and he knows there will be a good account for him to collect next journey.

All travelers' samples are broken. Their owners explain this by saying that they (the samples) have been knocked about all over the country. Every traveler's firm is better than the other travelers' firms. Most travelers know exactly how many gross of their things you can sell before "they come around again." They have always booked huge orders from our competitors, and, surely, if those competitors can sell such things, we ought to! Some travelers speak the truth when they begin traveling, but they either get cured of this affliction or they are removed from the road.

The height of perfection in the "traveling trade" is "the boss with a curate." The curate comes round to make appointments at the stockroom, and we are graciously received by the "real head of the real firm." He is most gushing, and even shakes hands with us! Everybody always gets "special prices to himself only" from the boss. Everything is marked in private mark, and the curate is not allowed to speak unless he is appealed to. He has then to answer in private mark, and the boss reduces the reply to plain language. Then, there are such things as travelers' statements, and, really, they are the worst part of the traveler. We can get over every other defect by either shaking hands with him or pushing him out! But if he has a statement we have to be civil to the brute till we've paid him. I'm experimenting with a patent to see if the beastly statements can be exterminated! When it is perfect I shall put it on the market.

But, taking them all round, travelers, although a horrible nuisance, are not a bad lot.

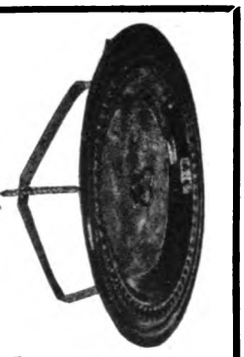
TO AN engergetic salesman with $2000 or more to invest an exceptional opportunity to establish himself in a profitable, growing business offered. B. 1112, 379 Broadway.

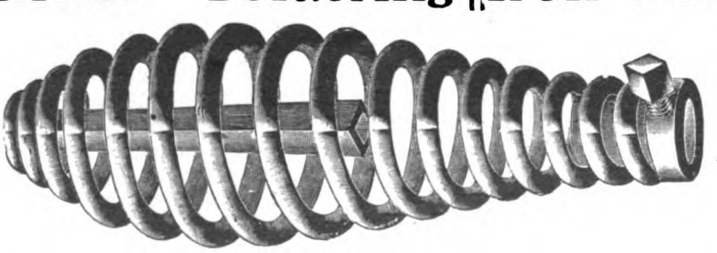


WALKER'S
Quick and Easy
Steel Tempered Anti-Rust Nickel Plated Ice Picks. Every one tested and guaranteed.
ERIE SPECIALTY CO., ERIE, PA.

The "ORIGINAL JENNINGS" AUGERS and AUGER BITS
For Sale by all Hardware jobbers

Genuine have "RUSSELL JENNINGS" stamped in full on the Round of each Bit.
The Russell Jennings Mfg. Co., Deep River, Conn.


Patented Feb. 28, 1899
Double Hoop Perfect Flue Stop showing new Reversible Cover
PERFECT
The Best Selling
FLUE STOP
ON THE MARKET
That's a Fact
Manufactured by
G. A. Higgins & Son
GALESBURG, ILL.

Patented Feb. 28, 1899
Single Hoop Perfect Flue Stop showing new Reversible Cove

"Alaska" Soldering Iron Handle
Will keep cool when Soldering Iron is hottest.
Lasts a lifetime.
4 sizes to fit all sizes of coppers.

Like all "Alaska" goods, it's a rapid seller
Solder your mind to that fact and let's tell you about our prices.
TROY NICKEL WORKS, Albany, N. Y.

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Drum Up Your Trade

With A Line Of

ARCADE GOODS

They please the most discriminating customer and bring profits to progressive dealers. A particularly satisfactory combination.

Send for Samples and Personally Examine our Line of Business Builders

WRITE FOR OUR NEW CATALOG - WRITE TO-DAY

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SELLING AGENTS



THE IMPERIAL COFFEE MILL

A durable-saleable mill. Built for rough work. Equipped with sliding cover and patent regulating lock nut

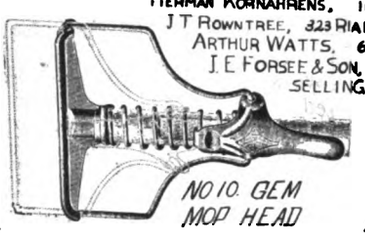
Send for Sample.



PERFECT LEMON SQUEEZER

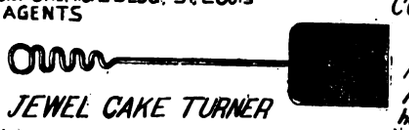
For family use. Highly polished frame. Heavily tinned. A hot weather seller

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NO 10. GEM MOP HEAD

Made of one piece steel thoroughly tinned. 25% lighter than cast iron. Either plain or stained hardwood handles. Send for Sample



JEWEL CAKE TURNER

An all steel kitchen utensil. Better in every way than the wooden handled turner. Very light and easily cleaned. The serpentine handle gives a firm cool grip

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CHAMPION CORK PULLER AND RE-CORKER

For family or bar use. Handsomely finished in Arcadian bronze or nickle plate. Working parts of the best oil tempered steel. Warranted to stand hardest work.

Send for Sample



THE BELL COFFEE MILL

Air tight. Adjustable high speed grinders. Wood work finished in antique oak. Metal parts in Arcadian bronze or oxidized copper.

Send for Sample

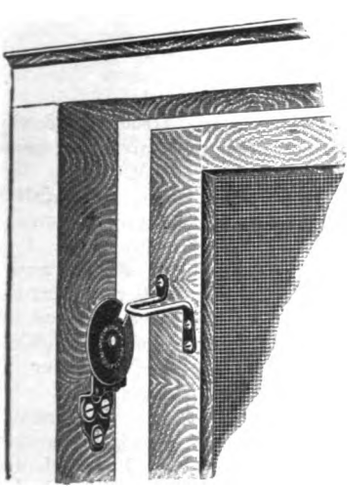
The AMERICAN DOOR CATCH

Mr. Hardware Dealer 1905, a gentle shove will do the work with the American Door Catch a **Silent** Catch of **Merit**.

Have you seen this **seller**?

Have you seen it **work**?

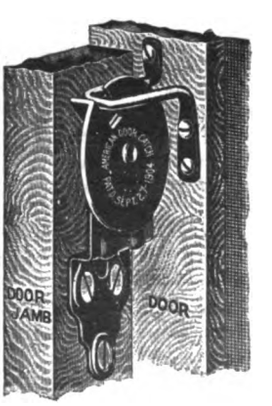
If not, we will send you prepaid, no charge, a catch so you may note the result.



A Catch that Latches

A Latch that Catches

Each catch packed complete with screws and cardboard templet in envelope with instruction for attaching. Ask your jobber or write us. No expert needed to attach the American, the templet gets it right.



AMERICAN HARDWARE MFG. CO.,

Ottawa, Ills., U. S. A.

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HARDWARE DEALERS' RECORD.

Hardware dealers, the country over, are requested to contribute to this page. News of new stores, changes, improvements, etc., will be gladly received, and promptly published.

New Stores, Incorporations, Etc.

Baldwin, Kan.—W. E. Cary has engaged in the Hardware business.

Bartlett, Iowa.—George Clark has engaged in the Hardware and Lumber business.

Beaumont, Texas.—The Chambers Hardware Co. has been organized and have commenced business. The principal stockholders are C. R. Chambers, Homer Chambers, Hubert Fuller and Groves Kennedy.

Benson, Neb.—A. H. Heyden & Co. have engaged in the Hardware business.

Berkeley, Cal.—The Lund & Norch Co. has been incorporated. The objects of the corporation is to conduct a tinning and Hardware business. The directors of the company are E. Lund, W. Morch, E. Morch, H. C. Kidder, and W. H. Waste. The capital stock of the corporation is $50,000.

Byars, I. T.—I. A. Smith has established himself in the Hardware and Implement business.

Camden, N. J.—Juniata Supply Company has been incorporated to deal in tools and implements used by mechanics. Capital $100,000. Subscribers, C. H. Snyder, Jos. F. Cotter, John A. MacPeak.

Condon, Oregon.—Hunt Hardware Co. has been incorporated, capital stock, $10,000; incorporators, A. A. Muck, John Montag and M. C. Hunt.

Dunavant, Kan.—Elmer McComas has opened a new Hardware store.

Dunkirk, N. Y.—Durrell & Quandt is the name of a new Hardware firm just opening a store at 413 Lion Street.

Eastport, Me.—G. W. Capen (Corp.) has been incorporated. Objects, a Hardware business. Capital, $50,000. President, G. W. Capen; treasurer, G. C. Loring, both Eastport.

Fremont, Neb.—Lee & Miller have incorporated as the Lee-Miller Hardware Co. Capital stock, $50,000.

Hot Springs, Ark.—Charles T. Abeles, president; M. J. Ringlehaupt, secretary and treasurer; Norval A. Williams, manager, and W. H. Walker are named as incorporators of the Hot Springs Paint & Glass Company, with capital stock of $10,000. The company proposes to engage in a general building supply business, carrying a large stock of paints, glass, sash, doors, blinds, Building Hardware, etc. The building at 308 Malvern Avenue, which has just been completed for them, will be occupied immediately.

Jonesville, Mich.—Spencer Hardware Co. has been incorporated. Capital stock, $10,000.

La Cygne, Kan.—W. L. Duff has again engaged in the Hardware and Implement business.

Lima, Ohio.—The Hardware & Supply Co. has been incorporated, with a capital stock of $150,000, by J. Edward Good, Crannel Morgan, Edward S. Bunnell, William W. Wohlwend and E. Andress. This is a result of the consolidation of the Standard Hardware Co. and the Morgan & Bunnell Co., and the incorporation is simply a step on the way to getting the new concern in good business trim.

McArthur, Ohio.—Lantz Hardware Co. has been incorporated; I. M. Lantz, W. U. Elliott, C. A. Blackstone, R. H. Allen, Mary A. Elliott. Capital $10,000.

McCool, Miss.—Turner Hardware Company has been incorporated with a capital stock of $6,000. J. W. Turner, J. W. Kimbrough and others, incorporators.

Mediapolis, Iowa.—D. N. Wilson has incorporated his business as the D. N. Wilson Hardware Co.

Montreal, Can.—Lewis Bros., Limited, has been incorporated. Capital, $1,000,000. Purpose, to acquire and carry on the wholesale Hardware business of Lewis Bros. & Co. The directors are: Fred. O. Lewis, James G. Lewis, William Lewis, C. M. Strange and Charles F. Smallpiece, all of Montreal.

Newcastle, Ind.—The Carpenter & Souder Hardware Co. has been organized. Capital Stock, $5,000. Directors: Orville O. Carpenter, Myrtle Carpenter, Bert Souder and Ethel Souder.

Pearisburg, Va.—The Pearisburg Hardware Co. has been incorporated by A. P. Harman and J. M. Reynolds, officers and directors, Pearisburg, Va. Capital stock, maximum, $10,000; minimum, $4,000.

Peck, Kan.—Tyrrell & Babb have engaged in the Hardware business.

Plainfield, Ohio.—M. Doenitz has opened a new Hardware store.

Ramona, I. T.—Bullock & Kirkpatrick will engage in the Hardware and Implement business.

Rockford, Ill.—Will Lawson and Newt Peterson have opened a Hardware establishment on Seventh Street and will sell a special line of builders' Hardware.

Rock Island, Ill.—Rock Island Hardware Company has been incorporated; capital, $25,000; general wholesale and retail mercantile business. William H. McConochie, George H. Richmond, Henry G. Schaffer, incorporators.

St. Louis, Mo.—Standard Tool and Novelty Company has been incorporated. Edward T. Goodberlet, Meyer Cohen and Isy Cohen, incorporators; to deal in Hardware, wholesale and retail; capital stock, fully paid, $5,000.

Valley, Neb.—C. Parsons has opened a Hardware store.

Vernal, Utah.—The Ashton Hardware Co. has been incorporated with a capital of $8,400 and succeeded to the branch store of the Geo. A. Low Company.

Walton, Kan.—J. A. Johnson has engaged in the Hardware and Implement business.

Wheeling, W. Va.—Louis Heiner will open a new Hardware store at Nos. 1301 and 1303 Market Street.

Winnipeg, Man.—The B. R. Hamilton Hardware Co., Limited, has been incorporated, with a total capital stock of $50,000. Incorporators: B. R. Hamilton, Joseph H. Hamilton, Alexander H. Hunter, William R. Halpenny and Dan McArthur, Neepawa.

Changes.

Arcade, N. Y.—H. E. Parsons has sold his Hardware business to C. J. White.

Barnett, Mo.—W. T. Kidwell has been succeeded in the Hardware and implement business by Kidwell & McDow.

Boise City, Idaho.—The Coffin-Clinton Co. have sold their stock of Hardware to A. E. Carlson.

Cainesville, Mo.—Craig & Hendrix have purchased the Hardware business of Smith & Riley.

Carney, Okla.—E. W. Erisman has purchased the Hardware business of Dean & Robertson.

Cedar Bluffs, Ia.—C. Duckworth has sold his Hardware business to H. Richardson.

Cherryvale, Kan.—The Whitman Bros.' Hardware stock has been sold to Dodgeon & Curtis.

Columbiana, Ohio.—H. H. Lehman has purchased a half interest in the Hardware and implement business of A. Greenamyer. It is the intention of the new firm, Greenamyer & Lehman to materially increase their stock.

Crab Orchard, Neb.—Frank Sharrett has sold his Hardware business to Murphy and Kavanagh.

Denver, Colo.—Troxel Bros. have sold their Hardware business to Clark and Kellison, and have purchased the business of the Bergerman Hardware Co.

Eureka Springs, Ark.—Matthews & Son have succeeded to the Hardware and furniture business of Matthews & Hawkins.

Everett, Kan.—Barney Lyons has sold his Hardware business to H. A. Price and Company.

Granada, Col.—Noble & Bolton have been succeeded in the Hardware business by Noble & Rosebrough.

Hackley, Kan.—G. H. Hoffman has sold his Hardware business to Johnson and Ohslund.

Hartford, S. D. Oaks & Ruh have sold their Hardware business to Oaks & Babcock.

Hetland, S. D. —L. A. Crandall has been succeeded in the Hardware business by Crandall and Griffith.

Hydro, Okla.—The dissolution is reported of the Hardware firm of Mullin & Wilson, Mr. Mullin retiring.

Inman, Kan.—Ratzliff Bros. have been succeeded in business by the Inman Hardware Co.

Ira, Iowa.—S. F. Klemme has sold his Hardware business to C. L. Peck.

Kensington, Kan.—Henderson & Sanford have succeded to the Hardware business of A. Sanford.

Lafayette, Ind. — The Westfall-Moore Hardware Co. has changed its name to the Moore & Kemple Hardware Co.

Lincoln, Neb.—G. O. Berger and J. H. Decker, of the firm of Berger Hardware & Furniture Company, have disposed of their interests in the store of N. N. Keyes, of Riverdale, and the firm hereafter will be known as Higbee & Keyes.

Malone, N. Y.—H. D. Thompson & Co. have purchased the stock of goods and business of the late E. J. Wood, and will add to their extensive Hardware business a heating and plumbing department.

Medford, Ore.—Nicholson & Platt have succeeded to the Hardware business of H. G. Nicholson.

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Successful Incubators and Brooders.

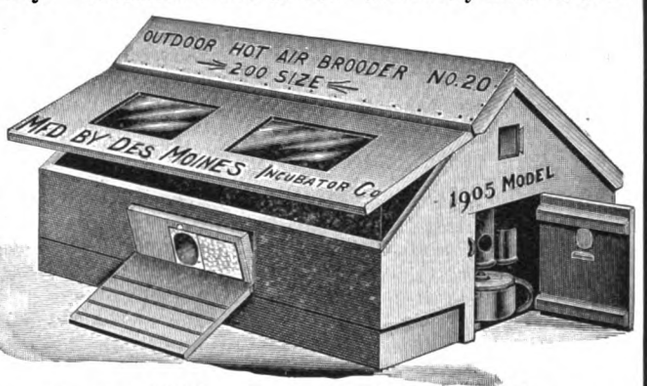


The poultry raisers are an important part of every community—a good class of people to get on the good side of. You can do it with the Successful Incubators and Brooders.

Best Hatchers and Chick Mothers in the World.

Not only best, but best known. It requires no argument at this day to convince poultry raisers that Successful Incubators and Brooders hatch and brood more and better chicks with less expense and less attention than any other machines made. That's the record of years.

Poultry raisers want certainty and they want simplicity. Successfuls are as near absolutely automatic in all workings as it is possible to make them. Only the simplest rules to observe. The beginner gets the same good results with Successfuls as the expert.



Everything for Poultry.

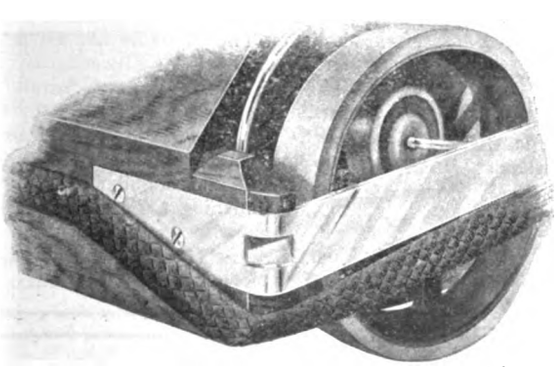
In addition to Incubators and Brooders we manufacture a full line of Poultry Foods and Supplies. We can supply you any article your customers may call for. And we can supply your customers with high bred fowls, any breed, from our Thoroughbred Poultry Farm. If you are not handling a line of Incubators and Brooders don't fail to write for our 1905 Incubator, Supply and Poultry Catalogue with dealers' terms.

DES MOINES INCUBATOR CO., Dept. 1001, Des Moines, Iowa.

BISSELL'S

"CYCO" BEARING Carpet Sweeper

Has that all round perfection that time and experience *only* can produce.



Bissell's New Furniture Protector Holder (Patented.) Found only in Bissell sweepers.

Easiest running,
Easiest selling,
Pays best profit, and
Always gives satisfaction.
Thoroughly advertised,
Everywhere in demand,
Only sweeper sold under a
Sound, sincere policy of
Price maintenance.

When you sell a Bissell, you know you've satisfied a customer, and supplied the best article of its kind made. Remember the best is always the cheapest.

Bissell Carpet Sweeper Co.

(LARGEST SWEEPER MAKERS IN THE WORLD.)

Grand Rapids, Mich.

BRANCHES:
London
New York
Toronto
Paris

Write for our Special Easter Offer.

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HARDWARE MANUFACTURERS' RECORD.

Hardware manufacturers, the country over, are requested to contribute to this page. News of new factories or companies, changes, improvements, etc., will be gladly received, and promptly published.

New Incorporations, Etc.

Akron, Ohio.—The Hardware and Supply Co., of Akron, has been incorporated. The incorporators are: J. Edward Good, Crannell Morgan, Edward S. Bunnell, William W. Wohlwend and H. E. Andress. These men, excepting Mr. Andress, are connected with the Standard Hardware Co. and the Morgan & Bunnell Co., whose consolidation is effected by this new incorporation. The new company will occupy the building used by the Standard Hardware Co. Five floors in that building will be utilized, and in addition three other floors in the Kubler Building to the south will also be occupied. The capital stock of the new company is $150,000. That of the Standard Hardware Co. has been $75,000, and that of the Morgan & Bunnell Co., $25,000.

Ashland, Ohio.—The Ashland Steel Range and Manufacturing Co. has been incorporated by Allen Thomas, Frank Wharton, Thomas Wharton, C. W. Landis, F. M. Masters and Abram L. Sherick. Capital stock, $100,000.

Bradford, Pa.—The Bradford Manufacturing Co. has recently been organized. The new company comprises the stockholders of the Thermal Footbath Co. and F. A. Ansell and H. E. Crandell. The change in the name of the company and the new charter is because the company will manufacture a level in connection with the footbath. Messrs. Ansell and Crandall had control of the Hodge patent level, plumb and inclinometer, and the members of the old company thought it would be a desirable article to manufacture in connection with the footbath.

Camden, N. J.—The Juniata Supply Co. has been incorporated to manufacture, buy and sell supplies, tools and materials used by contractors. Capital, $100,000. Incorporators: C. N. Snyder, John A. MacPeak and Joseph F. Cotter.

Cleveland, Ohio.—The P. A. Geier Co. has been incorporated. Capital, $10,000. Incorporators: P. A. Geier, Philip E. Hintz, George K. Byrd. R. W. Edwards and William S. Geier. It will manufacture tools.

Hamilton, Quebec.—A meeting was recently held in New York to make arrangements for the organization of the Canadian Shovel and Tool Co., of Hamilton, Limited, with a capital of $250,000. Messrs. Skelton and McCarthy, of New York, who are proprietors of two of the American factories, are interested in the Canadian plant, and are closing arrangements for the locating of the works in Hamilton. The company will erect buildings and plant in the manufacturing district at a cost of $100,000.

Hartford, Conn.—The Hinckley Specialty Co., of this city, has been incorporated, with a capital of $50,000. The incorporators, F. Ellsworth Fuller, Fred. P. Holt and James R. Graham, all of Hartford, will manufacture, buy and sell Hardware, mechanical novelties and vending machines.

Hespeler, Ontario.—The Clark-Demill Co. has been incorporated. Capital, $100,000. Purpose, to manufacture machinery Z. A. Hall, W. H. Weaver, A. Oches, J. R. Phin and C. M. Shultz, all of Hespeler.

Keokuk, Iowa.—The Weser-Kirch Manufacturing Co. has been incorporated. Dealers in Hardware and specialties. Capital stock, $10,000.

La Harpe, Ill.—A $50,000 stock company has been organized to manufacture a chicken waterer. Coulson, Brundage & Co. are the promoters and have secured the patent. It is the intention of the company to establish two manufactories besides the one located there—one in the east and one in the west.

Minneapolis, Minn.—The International Lighting Co. has been incorporated, with $2,000 capital stock, to manufacture lamps. C. W. Jenne, John W. Furber and George F. Furber are the incorporators.

Montreal, Can.—The Ryall Screw and Specialty Co. has been incorporated with a capital of $40,000. The company proposes to purchase the business of the present Ryall Machine Screw Works, and develop the same.

New York, N. Y.—The Burton Hose Holder Co. has been incorporated. Manufacture tools, Hardware, etc. Capital, $20,000. Incorporators: H. C. Murray, L. C. Boehm, C. M. Gilpin, all of New York.

New York, N. Y.—The Self-Heating Tool Co. has been incorporated. Capital stock, $50,000, and directors, J. N. Cooke, Donn Wood, P. M. Randall, New York.

Stamford, Conn.—The Hefumos Manufacturing Co. has been incorporated. Capital stock, $50,000. There will be a paid in capital of $17,500. The incorporators are: Frank B. Gurley, J. H. Bullard and Andrew Schlectivig. The concern will manufacture all kinds of household specialties made of metal.

St. Louis, Mo.—The Bradley Heating Co. has been incorporated by J. H. Rosene and J. H. Hicks to manufacture, construct and install heating plants, etc., and deal in heating and plumbing appliances, Hardware, machinery, house furnishing goods, tin and metal wares. Capital stock, fully paid, $30,000.

St. Louis, Mo.—The Climax Co. has been incorporated. Capital stock, $2,000. Incorporators: R. E. Tommerson, G. A. Sykes and William Sanders.

St. Louis, Mo.—The Foster Range and Stove Co. has been incorporated. Capital stock, $50,000. Incorporators: John S. Lowry, Robert M. Foster, R. P. Martin, T. J. Mitchell and Sterling C. Foster.

St. Louis, Mo.—The Plywel Neck Yoke Co. has been incorporated. Capital stock, $50,000, full paid. Incorporators: Dempster Wishart, C. M. Merry, E. L. Stratton, Robert E. Collins and Edwin R. Chappell.

St. Louis, Mo.—The Standard Tool and Novelty Co. has been incorporated. Capital stock, $5,000, full paid. Incorporators: Edward T. Goodberlet, Meyer Cohen and Isy Cohen.

Toledo, Ohio.—The Best Manufacturing Co., a new stock company, has commenced the manufacture of a garbage receptacle.

Urbana, Ill.—The Twin City Malleable Iron Range Co. has been incorporated. Capital, $10,000. Manufacture stoves and furnaces. Incorporators: George P. Bliss, H. W. Leavitt and William J. Lowe.

White Bull, Tenn.—Preparations are being made to put in a large axe-handle factory here. The principal stockholders are and tools. The directors are: G. D. Forbes, Richard Bibb and Gus Anderson.

Windsor, Ont.—The Peninsular Tool and Specialty Co., with a paid-up capital stock of $22,000, has been authorized to do business in Windsor. The company will erect a factory on Caron avenue, where fine tools and other goods will be manufactured.

Winnipeg, Man.—The Norris Implement Co. has been incorporated. Capital stock, $100,000. Incorporators: John R. Norris, George E. Norris, Thomas L. Metcalf, E. E. Sharpe and Dick A. Stackpoole.

Youngstown, Ohio.—The Ohio Novelty Co. has been incorporated, capital, $5,500, by Richard Cole, Charles E. Peterson, Emil J. Anderson, W. P. Barnum, Jr., and Henry O. Nelson.

Changes.

Alexandria, Ind.—The American Solidifying Wood Co., of Marion, capitalized at $100,000, has begun the preliminary work of removal from Marion to this city, where it will locate on the former Kelly Axe Co. site. It will manufacture pulleys, blocks for tackles, mauls, mallets, bowling and croquet balls, printers' furniture, wood for wood type, engraving blocks, caster rollers and handles.

Dayton, Ohio.—The Fox Stove Co. is now established at its new place at 27 West Fifth street, where they have plenty of room for their rapidly growing business. The concern occupies three floors, and are able to display their large stock to advantage.

Detroit, Mich.—At the special meeting of the stockholders of the National Twist Drill and Tool Co., held at their office, on Twenty-first and Standish Streets, on March 23d, the capital stock of the corporation was increased from $20,000 to $40,000, which has all been subscribed for.

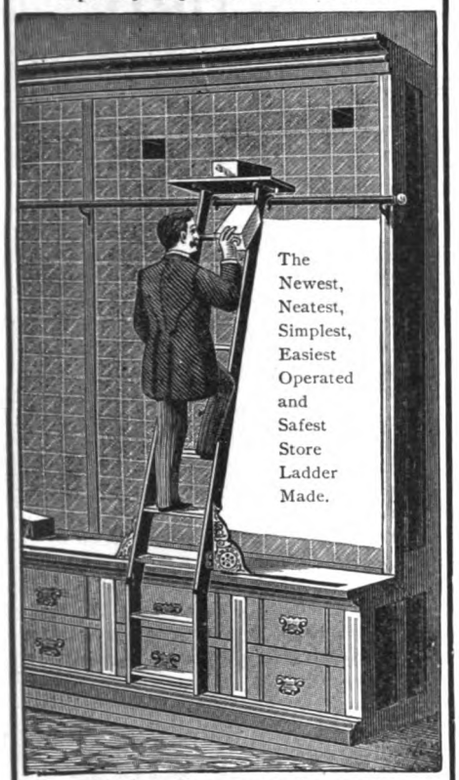
Ellwood City, Pa.—The holdings of the Pittsburgh Wire Co., organized fifteen years ago, and headed by H. W. Hartman, are transferred to a new company, composed of Ellwood City and Pittsburg capitalists. The directors are G. A. Gaelbach and H. S. Beatt, of Ellwood City, and J. A. Gaelbach, president, and Samuel A. Roelofs, secretary and treasurer.

Ft. Wayne, Ind.—The fourth large building composing the Fort Wayne plant of the National Handle Co. is just receiving the finishing touches and the company will begin at once the erection of another just like it. The new building is a warehouse covering an area of 50x200 feet.

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WASHINGTON, D.C.
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WRITE US.
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Sargent's Gem Food Chopper



s sold by leading jobbers everywhere. You can get a stock quickly so as to supply the women of your vicinity who need the Gem in their kitchens.

The fact that the Gem is such a useful—yes, indispensable—household utensil is becoming known to thousands of women. We are advertising extensively to make its merits known and in all our advertising we state that the Gem is sold by hardware dealers. That is the story in brief, and it shows that there is

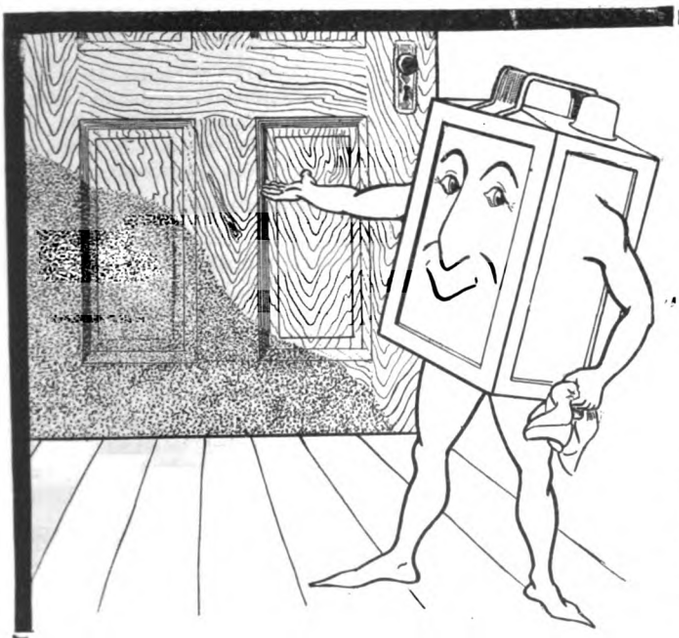
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Who Quickly Cleans
From Door to Sill
The Paint That's Worn,
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Clean and Bright
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VARNISH REMOVER

Is being more extensively advertised this year than ever before. Every paint dealer should carry it, because we aid you in getting new customers by referring all inquiries from your vicinity to you. This not only helps you sell Ad-el-ite Paint Specialties but also makes permanent customers for you on your other goods.

Ad-el-ite Paint and Varnish Remover is not only the best advertised article of its kind on the market, but it is also the best in every other way

It is free from disagreeable odor.
It contains no alcohol, acid or water.
Does not injure the grain of the finest woods.
Will not injure any finish that may be applied after its use.
Removes more square feet of old finish, and does it quicker and better than any other Remover.

SEND FOR PRICES, SAMPLE AND LITERATURE

Adams & Elting Co.
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BICYCLE AND SPORTING GOODS RECORD.

Bicycle manufacturers and dealers, the country over, are requested to contribute to this page. News of new stores, changes, improvements, etc., will be gladly received, and promptly published.

New Stores, Incorporations, Etc.

Augusta, Me.—The Crescent Playing Card Co. has been incorporated. Capital stock, $100,000. President, G. R. Hadlock; treasurer, L. J. Coleman. Above with C. L. Andrews are the directors.

Binghamton, N. Y.—Walter Herriman has opened a new Bicycle store.

Brockton, Mass.—Edward McDonald has opened a new store at 30 Cohannet Street.

Brooklyn, N. Y.—The American Projectile Manufacturing Co. has been incorporated to manufacture projectiles. Capital, $3,000. The directors are: Jacob Kross, Joseph J. McIntyre, Herman Pflang, Oscar Kupfer and Charles W. Kercher, all of Brooklyn.

Buffalo, N. Y.—The Thomas Auto-Bi Co. has been incorporated, with a capital stock of $5,000. It will take over the motorcycle business of the E. R. Thomas Motor Co. The directors are: Edwin L. Thomas, W. C. Chadeayne and Charles E. Becker, all of whom have long been identified with the Thomas interests.

Chicago, Ill.—The Meriden Firearms Co. has been incorporated. Capital, $175,000. Manufacturing. Incorporators: Charles Lederer, Leo Schoenbrun, A. L. Buckner.

Eau Claire, Wis.—J. L. Lun has opened a new store at 124 No. Barstow Street.

Ft. Wayne, Ind.—James R. Fry, who recently purchased the Columbia Machine Works, has consolidated his business with that of W. T. Tarmon, who, for a number of years, conducted a Bicycle store. Mr. Tarmon has removed his goods to 716 Barr Street, and the firm will be known in the future as Tarmon & Fry. They will handle Bicycles, sundries and make general repairs; also Automobile supplies and repairs.

Indianapolis, Ind.—The Diamond Chain and Manufacturing Co., was incorporated this week under the laws of this State, with $400,000 capital, for the purpose of taking over the chain business of the Federal Manufacturing Co. Incorporators: L. M. Wainwright, E. Dunmayer, H. B. Hibben, E. C. Coffin and O. B. Jamison.

Kingston, N. Y.—John Cable has engaged in the Bicycle business.

Middletown, Conn.—William Briggs has opened a Bicycle repair shop.

Milwaukee, Wis.—The Milwaukee Motor and Manufacturing Co. has been incorporated as the Milwaukee Motor Co., at 128 Ferry Street. Incorporators: A. W. Warner, F. L. Ford and Edward Warner. Capital stock, $25,000.

Montreal, Can.—The Canadian Ammunition Co. has been incorporated to manufacture ammunition of all kinds. Capital stock, $500,000.

Morristown, N. J.—The W. H. Dutton Co. has been incorporated to manufacture and deal in Automobiles and Bicycles. Capital stock, $20,000. Incorporators: Willis H. Dutton, Hattie S. Dutton and James E. Dutton.

New York City, N. Y.—The National Powder Co. has been incorporated to manufacture explosives. Incorporators: F. B. Hunt and E. Dotmold, New York, and J. Von Lengerke, Orange, N. J.

New York, N. Y.—The Eagle Powder and Chemical Co. has been incorporated for the manufacture and sale of explosives of all kinds. Capital stock, $25,000. Incorporators: R. M., R. B. and E. W. Cushing, all of New York.

Oakland, Cal.—The firm of Lancaster & Lancaster has just been established to handle Sporting Goods, cutlery and tools. Complete lines of each will be carried in stock.

Paducah, Ky.—S. E. Mitchell has opened a new store and will deal in Bicycles and Automobiles.

Paterson, N. J.—The Paterson Toboggan Co. has been incorporated. Objects, to manufacture, erect and operate toboggan slides. Capital, $14,000. Incorporators: T. M. Borton, R. H. McBrown and George M. Harton.

Philadelphia, Pa.—The Keim Saddlery Co. has opened a completely equipped sporting goods emporium at 1227 Market Street. The company has the exclusive agency for the Victor sporting goods, and will also carry every other good make.

Plymouth, Mass.—Charles E. Cayden has opened a repair shop.

Pueblo, Colo.—The Du Pont Powder Co. have acquired a tract of 5,000 acres near here and will establish factories for the manufacture of explosives. Work on the buildings has already commenced.

Reed City, Mich.—George R. Rice has opened a new store.

Spring Valley, N. Y.—Louis F. Hoyt will open a Bicycle store in the Heidgart Building.

St. Louis, Mo.—The St. Louis Boat and Engine Co. has been incorporated. Capital stock, $6,000, full paid. Incorporators: Frederick Roth, Herman and Oscar Gidionsen.

Waterloo, Iowa.—C. E. Shook has opened a new Bicycle store.

Winnipeg, Man.—The Hingston Smith Arms Co. has been organized with a capital stock of $50,000.

Woonsocket, R. I.—A new firm has been organized by Stephen Richards, Jr., L. J. Simonds and Roy Simonds, and will be conducted under the firm name of Richards & Simonds. They will locate corner of Main and Elm Streets and will conduct an Automobile and Bicycle salesroom, repair shop and garage.

Changes.

Atlanta, Ga.—The general southern offices of the DuPont Powder Co. have been removed to Birmingham.

Boston, Mass.—E. H. Corson, who is to trade in Boston as the manager of the Indian Motorcycle Co., has leased the store at 258 Columbus Avenue. He purposes not only to sell and repair Indians, but to teach both their operation and care; in other words, he will, on a small scale, combine with his business a school of instruction.

Boston, Mass.—Following the establishment of a branch in Cleveland, Ohio, the G. & J. Tire Co. have set up a depot in Boston, which will facilitate their business in New England.

Goshen, Ind.—The Office Supply Co. will remove its plant to South Bend and will increase its capital stock to $50,000. Its specialty has heretofore been the Worden Bucktail bait, and the output will be largely increased and other specialties manufactured.

Hoffmansville, Md.—Buildings considerably larger than those recently destroyed by an explosion will be at once erected by the Rockdale Powder Co.

Hornellsville, N. Y.—Charles Burdett has purchased the Sporting Goods stock and business of William Rewalt, on Seneca Street, and will merge his Bicycle business with it. Mr. Rewalt retires on account of ill-health.

Kent, Ohio.—It is announced that F. A. Pardee, of the firm of F. A. Pardee & Co., manufacturers of the Kent double spinner artificial minnow, has withdrawn from the business, which will be continued by Samuel H. Friend under his own name.

Los Angeles, Cal.—The Goodyear Tire and Rubber Co. have opened a branch store at 932 South Main Street, in charge of W. D. Newerf.

Lowell, Mass.—L. W. McKay has disposed of his Bicycle business to Connor & Farner.

New York, N. Y.—Harry A. Gliesman, proprietor of the Tiger Cycle Works, has removed his business from 563 Seventh avenue to 782 Eighth avenue, and thus secured more room.

Paducah, Ky.—The Paducah Baseball Co. has increased its capital stock from $500 to $3,000.

Syracuse, N. Y.—The Syracuse Arms Co. has sold to the Simmons Hardware Co. its entire stock of guns, valued at $140,000. It will take about eight months to complete the manufacture of the stock now on hand.

Miscellaneous.

Cambridge, Mass.—Harvard University is about to show the way to the other big colleges; a motor bicycle club is now forming in the big Cambridge institution.

MANUFACTURERS' RECORD.

(Continued.)

Muskegon, Mich.—The Muskegon Cutlery Co. has suspended business. Trust competition is said to be the cause. The concern manufactured patent alloy tableware. It was capitalized at $107,500.

New Haven, Conn.—The plant of the New York Lock Co., of Branford, has been sold at auction to E. A. Williams, of this city, representing the bondholders, most of whom are New York men. The purchase price represents the equity, the plant being subject to a mortgage of $65,000. Several years ago the business was bought by the Yale & Towne Co., of Stamford. Subsequently the concern was reorganized as the New York Lock Co., and went into the hands of a receiver. The plans of the purchasers with reference to the property have not been announced.

Oshkosh, Wis.—The Oshkosh Logging Tool Co. expect to commence at once the erection of the third and last building of its new plant, to be used as a warehouse and office. The building will be of brick construction and three stories high, 133 by 92 feet.

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THE CUTEST THING IN THE KITCHEN



Shaves chocolate so thin that it dissolves without stirring. Slices Potatoes, Radishes, Cucumbers, Onions, Apples and all the smaller fruits and vegetables. Made of black walnut or other fine hardwood. Tempered steel knife which carries keen edge.

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An absolutely reliable utensil for preparing corn for many different dishes.

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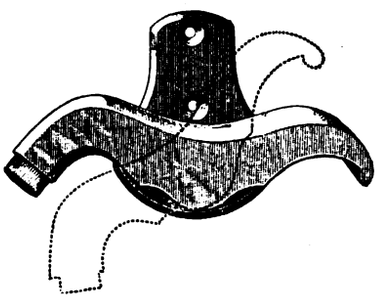
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50% greater pressure on the floor than any other make.

Will hold heavy doors on smooth floors. Operated by the toe, no bending over.

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Polygon Conductor Pipes Won't Burst.

The twist in the corrugation checks the sudden fall or ice and water, thus protecting the joints. It stands hard knocks because it is corrugated. Again, it is much handsomer than plain pipe. Made in copper and galvanized iron.

Catalogue and information free.

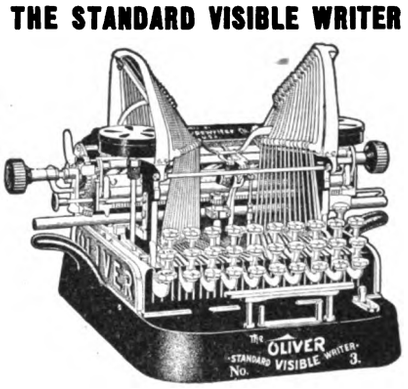
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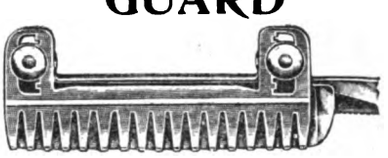
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May be adjusted to any blade.
Instantly changed from right to left.
Is the Best and a Cheap Guard.

Get my prices, which are right.

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286-90 Graham St., Brooklyn, N. Y.



Large 10 oz. Can.

WE MAKE IT!

The BEST Air Drying Iron Enamel Made.

Try a 1-Dozen Case From Your Jobber.

Nickel Plate Steve Polish Co.

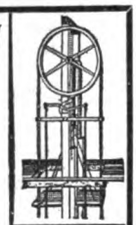
CHICAGO.

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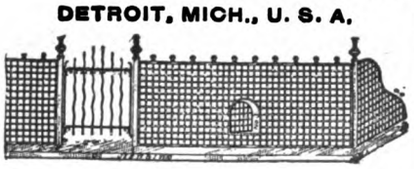
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General Hardware
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Wood Screws of Every Description.
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Improved Quick and Easy Rising Steam, Electric and Hand Power
ELEVATORS
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Bank and Office Railings, Grilles, Elevator Cabs and Enclosures, Porch Railings, Window Guards, Electro Bronze Work, Ornamental Iron and Wire Work of all Descriptions.
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SEND FOR CATALOGUE 20H

Hardwaremen's Exchange

Notices of **HELP WANTED** *or* **SITUATIONS WANTED** *will be inserted in this column, for subscribers, free of charge. Should not exceed four lines. Notices of* **SIDE LINE OFFERED, SIDE LINE WANTED** *and* **ALL OTHER NOTICES,** *two cents per word. No ad. received less than three lines.*

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A GOOD SIDE LINE—Housefurnishing specialties to Retail Trade. The A. J. Phillips Co., Fenton, Mich.

SALESMAN to carry a good side line that will pay traveling expenses. Sells to house furnishing, general, and hardware stores. Pocket model free. Season now on. Novelty Mfg. Co., Ottawa, Ill.

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Wanted.

WANTED—To buy patents of articles made of Sheet Metal. Address "Sheet Metal," 115 Third Street, Middletown, Ohio.

WANTED TO BUY—Unplated metal goods, such as Undertaker and Furniture trimmings, Buggy arm rails, Shaft tips, Whiffletree irons, Hub bands, etc. Eureka Plating Company, Oxford, N. C.

WANTED—Traveling salesman, experienced on Hand and Power Pumps. Address, F. S., care of HARDWARE.

YOUNG MARRIED MAN desires permanent place as manager or salesman in retail store; have had 10 years' experience in Hardware stores and traveled on road two years. Good character and habits. Address, H. V. O., Lock box No. 6, New Douglas, Ill.

SITUATION WANTED as manager; buyer or clerk in retail Hardware store, 15 years' experience. good habits and references. Address, X. Y. Z., care HARDWARE.

For Sale

FOR SALE CHEAP. A First Class Set Tinners Tools and Machines. All in first class order and good as when they left the factory. For prices write to B. E. TALLANT, Christiansburg, Va.

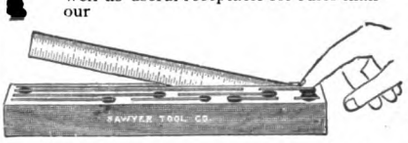
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GENUINE
Barnes' Pipe Cutters
Their equal in quality and durability has yet to be produced.
Write us for catalog and prices-
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All sizes, complete with tools, for boys, youths, gentlemen, farmers, railroads and carpenters' use; also Tool Cabinets.
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Pocket Knives
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Fine Tools
For Skilled Mechanics
We know of no more ornamental as well as useful receptacle for rules than our



Case of Rules No. 30
Made of Black Walnut
Neat, Convenient. Protects them from injury. Keeps them together.
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That is the verdict of its millions of satisfied users. One and all agree to this: The Gem effects

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Our New Rigid Model

It is positively the Best, because its adjustment is the most positive, and its famous self-adjusting clips makes it the simplest of all Safety Razors



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works for your pocket all the time. It is yours, free of charge, with your first order for Gems.

Get our Salesman with Rock Bottom Prices, to-day

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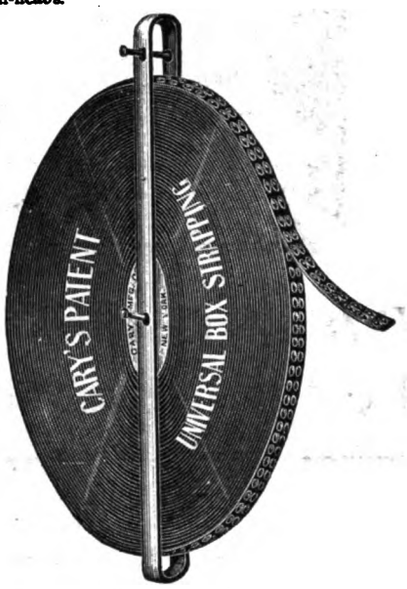
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A continuous Metal Strap with a series of raised bosses along edges to strengthen it and to protect nail-heads.



Put up in coils 300 feet each.
Patent Metal Reel Frame with each coil.
Straps made in four widths: ½, ⅝, ¾ and 1 inch.
Patented in all countries.

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19 & 21 Roosevelt Street, New York.
Cable Address: CARLEIO

SAVAGE

"JUNIOR" PROFITS.

If you are selling firearms to make money, you want to make a good legitimate profit on every rifle sold.
The JUNIOR .22 calibre Single Shot will yield a marginal profit that is well worth your investigation.



THE "JUNIOR."

With the profit comes a quality of workmanship that is a business builder.
Write your jobber for prices and information on this new Savage Rifle.

SAVAGE ARMS COMPANY,
UTICA, N. Y., U. S. A.

RIFLES

AUXILIARY IRONING BOARD



Turned back out of way.



Ready for use.

A Money Maker

USED THE YEAR 'ROUND - USED THE WORLD 'ROUND

A most substantial and satisfactory auxiliary to table or regular ironing board for ironing sleeves, shirt waists, etc. The turn-back feature is its great convenience. None other has it. Always in place. Never in the way.
It is not a cheaply-constructed article, but one built for every-day use and for universal satisfaction.

We have further information we will be glad to give you.
Better write for it.

W. H. GLENNY AND COMPANY, SPECIALTY MFG. DEPT.

ROCHESTER, N. Y., U. S. A.

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PRICES CURRENT

The prices noted in this Prices Current are intended for the Hardware trade only, and for such quantities as are usually purchased by retail dealers. They are carefully revised and represent quotations at which purchases can be made. Very small quantities, and broken packages, frequently make higher prices necessary.

Subscribers are requested to notify us of any discrepancies, as we desire to make this department of our paper worthy of their constant attention.

The list prices, from which discounts are given, will always be furnished the dealer upon request, by the manufacturer quoted.

Ammunition—

CAPS—PERCUSSION—

Eley's E. B.....60c
G. D.....per M 34@ 35c
F. L.....per M 40@ 45c
G. E.....per M 50@ 52c
Musket.....per M 62@ 65c

PRIMERS—

Berdan Primers $3.00 per M.....20&5%
E. L. Caps (Sturtevant Shells) $2.00 per M.....20%
All other Primers per M $1.52 to $1.60.

CARTRIDGES—

Blank Cartridges:
32 C. F., 25 50.....10&5%
32 C. F., $7 00.....10&5%
32 cal., Rim, $1.50.....10&5%
32 cal., Rim, $2 75.....10&5%
C. B. Caps, Com. Ball, Swgd.....$1 90
B. B. Caps, Round Ball.....$1 40
Coast Fire.....25%
Target and Sporting Rifle.....15&5%
Primed Shells and Bullets.....15&10%
Rim Fire Sporting.....50%
Rim Fire Military.....15&5%

SHELLS, EMPTY—

Brass Shells, Empty:
First quality, all gauges.....60&5%
Climax, Club, Rival, 10 and 12 gauge.....65&5
Paper Shells, Empty:
Acme, Ideal, Leader, New Rapid, Magic, 10 12, 16 and 20 gauge.25&5%
Blue Rival, New Climax, Challenge, Monarch, Defiance, New Victor, Repeater, Yellow Rival, 1, 12, 16 and 20 gauge.....30%
Climax, Union, League, New Rival, 10 and 12 gauge.....25%
Climax, Union, League, New Rival, 14, 16 and 20 gauge ($7.50 list).. 20%
Expert, Metal Lined, and Pigeon, 10, 12, 16 and 20 gauge.....33⅓&5%

SHELLS, LOADED—

Loaded with Black Powder.....40%
Loaded with Smokeless Powder, medium grade.....40&5%
Loaded with Smokeless Powder high grade.....40&10&10%

SHOT—

Drop, up to B 25 lb bag.....$1.65
Drop, B and larger, per 25 lb. bag. 1.90
Buck 25-lb bag.....1.90
Chilled, 25-lb bag.....1.90
Dust Shot, 25 lb bag.....2.25

GUN WADS—⅌ 1000—

B. E., 11 up.....$ .60
B. E., 9 & 10......70
B. E., 8......80
B. E., 7......90
P. E., 11 up.....1.00
P. E., 9 & 10.....1.25
P. E., 8.....1.50
P. E., 7.....1.50
} 15%

Ely's B. E., 11 and larger..$1.70@$1.75
Ely's P. E., 12 to 20.....$3.00@$3.25

Animal Pokes—

Iowa Farming Tools.	⅌ doz.
Hawkeye	$3.25
Western	4.00

Anti-Rattlers—

Fernald, Quick Shift, per doz. pair net.....$3.00
Burton's per doz. pair, Nos. 2 and 3.....50c
Per doz. pair, No. 1.....75c
Per doz. pair, No. 4.....1 00
Kohler's: ⅌ gro.
Invisible, No. 3.....Net, $5.00
Perfect, No. 2.....Net, 7.20
Belt Holder, No. 1.....Net, 9.00

Anvils—

American "Horse-Shoe".....8¼c
Arm & Hammer.....8¼@8½c
Eagle Anvils, ⅌ lb, net.....7½@8c
Peter Wright's.....10½c
Trenton.....9to9½c

ANVIL AND VISE COMBINED—

Millers Falls (with drill), $18.00.15&10%

Augers and Auger Bits—

Boring Machine, Snells.....70%
Com. Auger Bits.....75@75&10%
Forstner Pat. Bits.....25%
Ford Auger Bit Co.:
Auger Bits, Car, Machine Bits } 40@40&5%
C. E. Jennings & Co.:
Double Spar pattern car, No. 20 40&7½&10%
Nobles Double Spur, No. 25...55&10%
No. 10 Extension Lip.....25&10%
Car Bits, No. 10.....35&10%
Car Bits, No. 20.....40&7½&10%
Ring Augers.....65%&10%
Jennings' Pattern.....60&10%@70%
Snell's Auger and Car Bits.....50%
Extra.....60%
No1.....60&10%
Russell Jennings' Augers and Bits. 25&10&2½%

HOLLOW AUGERS—

Ames.....35&10%
Bonney's Adjustable.....$9.00@10.00
Hibbard's Adjustable.....Net price
Ives.....20&10%
Millers Falls, Goodell.....15&7½&10%
Universal, each $4.50.....35%

EXPANSIVE BITS—

C. E. Jennings & Co.....25&10%
Clark's small, $18.....50&10%
Clark's large, $26.....50&10%
Ives' Model, ⅌ doz. $60.....50%

DOUBLE CUT GIMLET BITS—

Common, net.....$3.00@3 25
German Pattern, net.....$4 50@4 75
Mayhew's Diamond ⅌ doz. $1.25.....40%
C. E. Jennings & Co.....45&10%
Ladds.....60&10%
Mayhew's.....40&10%
Snell's Ball Hangers.....60%&5%

TWIST DRILLS—

Bit Stock.....60&10@60, 10&10
Taper & Straight Shank, 60&10@60, 10&5

SHIP AUGERS AND BITS—

Ford Auger Bit Co.....40%
L'Hommedieu's.....15%
Snell's.....40%
Watrous'.....35&5%

Awl and Auger Handles—

See Handles

Awls—

	Per Gro.
Handled Brad	$2.7 @$3.00
Handled Scratch	$3.50@$4.00
Patent Peg	31@34c.
Sewing, Com.	80@$1 00
Shouldered Peg	65@70c.
Shouldered Brad	50%
Socket Scratch ⅌ doz	$1.00
Stanley Rule & Level Handled Brad	30&10%

Awl and Tool Sets—

Aiken's Awls and Tools:
No. 10, ⅌ doz. $7.50; No. 20, ⅌ doz. $10.....60%
Brad Sets:
No 42, $10.50; No. 43, $12.50.....70%
Fray's Adj. Tool Hdls., Nos. 1, $12; 2, $18; 3, $12; 4, $9; 5, $7.....50%
Ice Awls.....55%
Millers Falls Adj. Tool Holders:
Nos. 1, $12; 2, $13; 4, $12; 5, $18.

Get Ready
FOR THE
"GOOD OLD SUMMER TIME"

It will be here before you know it and so will a generous supply of flies and bugs.

Same old crowd swarming around the screen door anxious to get at the good things within.

Same old crack through which they pour in because the same old, worn out, weak spring hinges keep the door constantly ajar.

Fine for the flies but hard for the housewife.

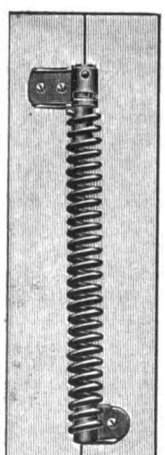
And yet you can supply her with our "Columbia," "Acorn" or "Cloverleaf" screen door hinges at the price she paid for those inferior hinges.

Our hinges have strong springs which close the door quickly and keep it closed.

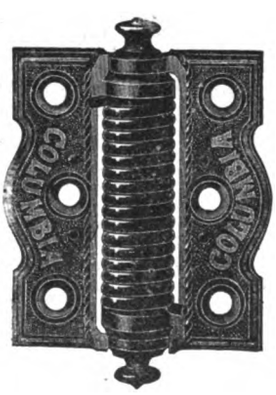
They are the kind that last from year to year and they are nicely japanned or plated in a variety of finishes.

Further information given in our "Builders Hardware" Catalog No. 12, which also describes our door springs and door pulls.

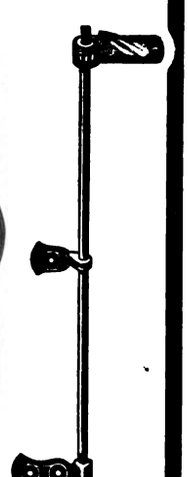
Send for it now and be prepared to buy early.



"Columbian" (TRADE MARK)



"Columbia" (TRADE MARK)



"Torrey" (TRADE MARK)

The Columbian Hardware Co.

Cleveland, O.

New York San Francisco Chicago London

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C. E. Jennings & Co.'s Adjustable Tool Handles 33⅓%
Rollis Hdw. Co., Adj. Tool Holders No. 1, $18.00 ..... 30%
Stanley's Excelsior, No. 1, $7.50; No. 2, $4.00; No. 3, $5.50 ..... 30&10%

Axes—

First quality, best brands ..... $6.50 to 9.75
Ice, Bradleys 30%
Bradley's wide bit, net $10.50
Long Island, net 9.25

HATCHETS—

Hunt's, Underhill's Blood's or Plumb's: Shingling, etc. ..... 33⅓&5
Broad and Bb'l 33⅓%
Boys Axes ..... 33⅓&5
D. Simmons & Co.: Broad, Shingling and Claw, Lath, Hunters', etc. ..... 50&5%
Picks and Mattocks 50%
Peck Edge Tool Co: Hatchets, Shingling, etc. ..... 33⅓ & 5
Broad and Bb'l 33⅓
Boy's Axes and Hatchets ..... 33⅓ & 5

Axle Grease—

Dixons' "Everlasting" Graphite:
1 lb cans (36 in case) ..... .15 ea.
2 " " " ..... .25 "
10 " firkins (6 in case). ..... $1.20 "
25 " ..... 2.75 "
50 " kegs ..... 5.00 "
100 " " ..... 9.00 "
200 " ¼ bbls ..... .08½lb
375-400 lb " ..... .08½lb

Balances, Spring—

Chatillon's:
Light Class A ..... 40&10%
Circular Balances, Class C 50%
Ice Balances, Class B 50%
Straight Balances, Class A1 and A2 ..... 60%
Class D, E, F 60%
Class G 30%

Balances, Sash—

Caldwell's 50%
Pullman's ..... 50&10 to 60

Barn Door Hangers—

See Hangers.

Beef Shavers—

Enterprise:
Japanned, each, $8.00 ..... 35@30%
Tinned, each, $10.50 ..... 35@30%

Bells—

HAND—

Hand Bells, Polished Brass ..... 60@60&10%
Pure Bell Metal 60%
Silver Chime ..... 33⅓@35%
White Metal 60%

DOOR—

Trip, Gem ..... 50&10%
Gong, Abbe's 45%
Gong, Yankee 35%
New Departure ..... 45@50%

COW—

Common Wrought ..... 75@75&10%
Kentucky ..... 70@70&10%
Kentucky, Sargent's List 70%
Texas Star 30%
Western, Sargent's List ..... 70@70&10%

Bellows—

Blacksmiths' ..... 65&10@70
Hand ..... 35&10%
Moulders' ..... 35&10%

Belting, Rubber—

Boston Belting Co.:
"Boston" 50%
"Imperial," seamless stitched 45%
Niagara 60%
N. J. Car Spring & Rubber Co.:
Extra Para ..... 40&10%
Reliable ..... 50&10%
Staple ..... 60&10%

Bench Stops—

Morrill's No. 1, $10.00 per doz.; No. 2, $12.50 ..... 50%
Seymour Smith & Sons ..... 25&10%
Miller's Falls ..... 15&10%
Weston's 40

Binder Twine—

	Per Pound
Sisal	10¼c
Standard	10¼c
Standard Manila	11¼c
Manila	12¼c
Pure Manila	13¼c

Bit Holders—

Angular 45%
Extension:
Barber's, ₰ doz. $15.00 ..... 45@60%
Ives' ₰ doz. $20.00 ..... 60&10%

Bit Stock Drills—

See Augers and Bits.

Blind Adjusters—

Domestic, ₰ doz. $3.00 ..... 33⅓%
Excelsior ₰ doz. $10.00 ..... 50&10&5%
North's 10%
Zimmerman's 50%

Blind Fastenings and Tenons—

Security Gravity ₰ gr $9.00
Zimmerman's 50%

Blind Hinges—

See Hinges.

Blocks, Tackle—

Eddy's ..... 50&10@60%
Harts' Steel ..... 40&10@50&5%
Iron Strapped, Japan'd Sheaves ..... 70&10%
Iron Strapped, Lig Vitae Sheaves 60%
Bone Strapped, Japan'd Sheaves ..... 65&10%
L. V. Sheaves 40%
Lanes:
Junior, Self Sustaining 30%
Pat. Automatic 30%
Perfect Safety 30%
Stowell, Novelty Block ..... 50&10%

Bolts—

DOOR AND SHUTTER—

Cast Iron Barrel, Square, &c. ..... 60&10%
Cast Iron Chain ..... 60&10%
Cast Iron Shutter Bolts ..... 60&10%
Ives' Patent Door Bolts 60%
Wrought Barrel ..... 55@60&10%
Wrought Barrel Bolts, Griffin s ..... 75&10%
Wrought Square ..... 70@70&10%
Wrought Shutter, Standard list ..... 50&10% @60&10&5%
Wrought Spring, Sargent's ..... 70&10@75%

CARRIAGE, MACHINE, &C.—

Common Carriage (cut thread): ⅜x6 and Smaller ..... 75&2½%
Larger and Longer 70%
Phila. Eagle, $3.00 list May 24, '99 ..... 60&10%
Bolt Ends, list Feb. 14, '95 ..... 70&5%
Bolt Ends with C & T Nuts ..... 65&10%
Machine, ⅜ x 4 and smaller ..... 75&5%
Machine, Larger and Longer ..... 70&5%

TIRE—

American Screw Co.:
Bay State, Plain, list Dec. 23, '99. 72½%
Bay State, Fluted 72½%
Eagle Phila 82½%
Norway, Phila 80%
Common ..... 72½@72½&10%
Norway, Phila 60%
Portchester, Norway 60%
Phila 60%

STOVE AND PLOW—

Plow ..... 70&10@70&10&5%
Stove ..... 80@80&10%

MISCELLANEOUS—

Sink 60%

Bone Mills.

Enterprise ..... 35@30%
Stearns 40%

Borers, Tap—

Enterprise ..... 30@25%
Each $1.25, $1.65, $2.50
Nos 1 2 3
C. E. Jennings & Co.:
No. 6 ..... 33⅓&10%
No. 10 ..... 16⅔&10%
Common Ring ..... 30&10%
Ives ..... 25&10%

Boring Machines—

WITHOUT AUGERS—

	Upright.	Angular.
Jennings'		5&10
Millers Falls	7.50	15&10%
Snell's, Rice's Pat.	2.50	2.75
Ajax		40%
Phillips		$4.00 net.

Bow Pins—

Hotchkiss ..... 60&10%

Boxes, Mail.

Heller's ..... 40&5%

Box Hooks.

Humason & Beckley's ..... 60&10&10%

Box Openers.

Humason's ..... ₰ doz net $5.00
Bemis & Call's 65%

Box Scrapers—

Bradley's 30%

Box Strapping—

Cary Mfg. Co's. in case lots: "Universal," ..... 30&10&10&10
Standard Metal Strap Co's: Eclipse ..... 20&10&10&5%

Braces—

Barbers' ..... 50&10&10@60&10%
Barbers' Ratchet ..... 60@60&10%
Common Ball American ..... 60@60&10%
Ives': Barbers' ..... 60&5%
Barbers' Ratchet ..... 60@60&10%
New Haven Novelty 70%
New Haven Ratchet ..... 60&10%
Spofford ..... 60&5%
C. E. Jennings & Co.:
No. 10@114½ ..... 50&10%
No. 208½@214½ ..... 50&10%
Lancaster Mach. & Knife Works 50%
Gen. Spofford's 60%

Brackets—

Brackets, Griffins Folding ..... 70&10%
Brackets, Griffin's Pressed Steel 80%
Shelf, Bradley's Patent, full cases ..... 80&10&10%
Bradley's in Broken Cases ..... 80&10%

Bracket Saw Frames—

Millers Falls Co. ..... 25&10%

Bracket Sets—

Millers Falls Co. ..... 33⅓&10

Bright Wire Goods—

Standard. List, June 24, 1903. 90&10&10@90&10&10% & 5%

Bull Rings—

Humason, Beckley & Co.'s 30%
Ree's 2¼ in. net. or do $1.5
Sargent's 30%
Seymour Smith & Sons 30%

Bull Punches—

Humason & Beckley's, ₰ doz. net $3.50

Bush Hooks—

See Hooks.

Butchers' Cleavers—

Bradley's 40%
Foster Bros. Flat Hds 30%
Foster Bros. Round Hds 30%
Lancaster Mach. & Knife Wks. ..... 33⅓@40%
L. & I. J. White 30%
Plumbs 33⅓%

Butcher Knives—

See Knives.

Butchers' Saw Blades—

Millers Falls Co. Star ..... 15@15&10%
C. E. Jennings & Co. ..... 25&10%

Butter and Cheese Triers—

Ordinary Black Handle 35%
Humason & Beckley's 40%

Butt and Rabbet Gauges—

Stanley's ..... 25&10%

Butts—

BRASS—

Wrought Brass, list Sept. '96 ..... 30%

CAST IRON—

Fast Joint, Broad ..... 40&10@50%
Fast Joint, Narrow ..... 40&10@50%
Loose Joint ..... 70&5@75%
Loose Joint, Japanned ..... 70&5@75%
Loose Joint, Jap. with Acorns ..... 70&5@75%
Loose Pin ..... 70&5@75%
Mayer's Hinges ..... 70&5@75%
Parliament Butts ..... 70&5@75%

WROUGHT STEEL—

Table and Back Flaps 75%
Narrow and Broad 75%
Inside Blind 75%
Loose Pin 75%
Loose Pin, Ball and Steeple Tip 85%
Japanned, Ball Tip Butts ..... 70&10%
Bronzed Wrt. Nar. and Inside Blind Butts ..... 55&10%
} Extra 10%@10&10%

Calipers—

Bemis & Call:
Wing 60%
Double 60%
Inside and outside 65%
Straight Leg 65%
Call's Pattern, Inside 5%

Can Openers—

American ..... ₰ gross, $1.75@$2.00
Goodell's Acme ..... ₰ gross, 6.00
Hopper's ..... ₰ gross, 15.00
No. 5, Iron Handle ..... ₰ gross, $3.00@2.25
Phoenix 4%
Sardine Scissors ..... 75&10%
Sardine Scissors, Forged Steel ..... ₰ doz., $4.50
Sprague, No. 1, $3.00; No. 2, $2.25; No. 3, $2.50 ..... 75&10%
Universal, ₰ doz., $3.00 ..... 50%

Carriage Makers' Clamps—

See Clamps.

Cartridges—

See Ammunition.

Casters—

Bed ..... 70@70&10%
French or Phila. Iron Wheel 75%
Plate ..... 60@60&10%
Payson's Furniture ..... 70&10&10%
Payson's Truck ..... 70&10%
Standard, Ball Bearing 45%

Cattle Leaders—

Humason, Beckley & Co.'s 70%
Sargent's ..... 70&10%
Weltons ..... 70&10%

Chain—

American Coil and Halter Chains:
"American" ..... 40@40&10%
"Niagara" ..... 45@50&5%
"Eureka" ..... 45@50&10%
"Triumph" 40%
"Brown" ..... 50&5%
"Perfection" 60%
American Proof Coil, F. O. B. Pittsburgh.

Inch.	Per 100 lbs.
5-16	$7.40
¼	5.10
5-16	4.15
⅜	3.45
7-16	3.20
½	3.20
9-16	3.15
⅝	3.10
¾	3.00
⅞	2.95
1	2.95

Covert Mfg. Co., Breast Chain ... Covert Mfg. Co. Halter Chain ... Covert Mfg. Co., Heel Chain ... Covert Mfg Co., Rein Chain ... Covert Mfg. Co., Stallion Chain ... } 40% & 2½
Galvanized Pump Chain, per pound. 5@5½c
German Coil, list July 24, '97 ..... 60&10@ 60&10&10%
German Halter Chain, list July 24, '97 ..... 60, 10&10%
Jack Chain, Iron ..... 60&10@60&10&10&5%
Jack Chain, Brass ..... 60&10@60.&10& 0%
Oneida Wire Dog Chains ..... 45@50&5%
Trace, Wagon and Fancy Chains: New List ..... 60@60&10%
Bridgeport, Trace chains 65%
Stake " 65%
Heel " 30%

COW TIES—

American ..... 45@50%
Niagara ..... 45&5@60&10&5%
Covert Mfg. Co.:
Cotton ..... 45%&2%
Hemp ..... 45%&2%
Jute ..... 50&5%
Sisal ..... 35&5%

Chain Guards—

Aluminum S. & N. Co. 50

Carpet Stretchers—

Montross' "Excelsior," ₰ doz., $6.00 ..... 20%
Bullard's 33⅓%
Cast Iron Steel Points ..... ₰ doz ... 50c
Socket ..... ₰ doz., $1.75@$2.00

Carpet Sweepers— ₰ doz.

Bissell's:
Cyco Bearing "Parlor Queen" $9 00
Cyco Bearing "Elite" 29.00
Cyco Bearing "Boudoir" 27.00
Cyco Bearing "American Queen" 27 00
Cyco Bearing "Ideal" 25 00
Cyco Bearing "Gold Medal" 24.00
Cyco Bearing "Premier" 24.00
Cyco Bearing "Superior" 24 00
Cyco Bearing "Prize" 24 00
Cyco Bearing "Welcome" 24.00
Cyco Bearing "Grand Rapids," nickel 24 00
Cyco Bearing "Grand Rapids," Japan 22.00
"Standard," nickel 22.00
"Standard," Japan 20.00
Cyco Bearing "Crown Jewel," nickel 21 00
"Crown Jewel," Japan 19 00
Cyco Bearing "Crystal" 36 00
Cyco Bearing "Grand," length of case 17 inches 36.00
Cyco Bearing "Club," length of case 24 inches 51.00
Cyco Bearing "Hall," length of case 28 inches 60.00
Cyco Bearing "Junior," nickel, length of case 12¼ inches 22.00
"Junior," Japan, length of case 12¼ inches 20 00
"Miesse" 9.00
National Sweeper Co., Marion, In.
Marion Roller Bearing Regular finishes, full Nickel $24 00
National Queen Roller Bearing, Fancy Veneers, Full Nickel 27 00
Monarch Roller Bearing, Nickel 28 00
Monarch Roller Bearing, Japanned 20 00
Marion Queen, Roller Bearing Regular Finishes, full Nickel. 24 00
Transparent, Roller Bearing, (Plate Glass Top) Nickel ... 32 00
Monarch Extra, Roller Bearing, (17-inch case), Nickel 36 00
Monarch Extra, Roller Bearing 17-inch case) Japanned 33 00
Perpetual, Regular Bearings, Nickel 20 00
Perpetual, Regular Bearings ... 18.00

NOTE—Discount of 50c per dozen on three dozen lots. Discount of $1 per dozen on five dozen lots.

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Carpet and Rug Beaters.

	₱doz.	₱gro.
No 12, Wire, Tinned	$0.85	$9.50
No. 11, Wire Coppered	1 10	12.00
No. 11, Wire, Tinned	1.20	13.50
No. 10, Wire, Galvanized	1.50	18.00

Cherry Stoners—

Enterprise ..... 25@30%
Goodell's Family ..... net ₱ doz. $5.00

Chisel and File Handles -

See Handles.

Chisels—

SOCKET FRAMING AND FIRMER—

Standard Makes ..... 70&10@75%
L. & I. J. White ..... 30@30&5%
C. E. Jennings & Co, No. 70 .. 15%&10%
Jennings & Griffin Mfg. Co .. 65&5&10%

TANGED AND MISCELLANEOUS—

W. & S. Butchers' ..... $4.75@$5.00 to $
C. E. Jennings & Co 90%
Jennings & Griffin Mfg. Co
Tanged Chisels ..... 40&10%
Tanged Gouges ..... 30&10%
Tanged Firmers' ..... 40%&10%
Tanged Gouges 40%
L. & I. J. White, ... 25&5%

COLD CHISELS—

Good quality, ₱ lb ..... 13@16c
Smith's Best C. S ..... 50&10%
Cronk's 50%

Cleaners, Sidewalk— ₱ doz

Challenge Shank $3.25
Star Shank 3.25
Star Socket 4.00

Clippers—

HORSE—

Chicago Flexible Shaft Co.'s:
Lightning Belt Clipping Machine, Each $15.00 15%
New '98, Chicago ..... Each 8.75 15%
1902 Chicago ..... Each 10.75 15%
Twentieth Century ... Each 5.00 20%

Cocks, Brass—

Hardware List:
Compression, Plain Bibbs, Globe, Kerosene, Racking, &c., Cocks. 70 & 10 @ 75%

Coffee Mills—

Box and Side ..... 50&10@60%
Enterprise Mfg. Co ..... 25@30
Lane Bro's Co 30%

Coil Chain—

See Chain.

Compasses, Dividers, &c.—

Athol Calipers and Dividers 40%
Bemis & Call Co.'s:
Compasses 50%
Dividers 60%
Compasses, Calipers, Dividers. 75@75&10%
Stevens' "Ideal" ..... 25&10%
Stevens' "Leader" ..... 25&10%

Coopers' Tools—

Bradley's:
Hoop Drivers 25%
Rivet Sets 20%
Cold Chisels ..... 20&5%
Punches 15%
Vises 15%
Inshaves 20%
Barton's ..... 20@20&5%
L. & I. J. White ..... 20@20&5%
Sandusky Tool Co. ..... 25&10@30&10%

Corkscrews—

Detroit Cork-Screw Co 33⅓%
Humason & Beckley Mfg. Co. 50&10%
Samson ..... ₱ doz $10.00

Corn Hooks— ₱ doz

Kretsinger Cut-Easy ..... $3.00 net

Corn Knives and Cutters—

Bradley's ..... net
Wadsworth's ..... net $1.80

Countersinks—

Mayhew's Diamond ..... 40@45%
Smith's 25%
Snell's 40%
Wheeler's Patent ..... 50&10%

Cow Ties—

See Chain.

Crayons—

Sargent's List 20%

Dixons:	₱ gro.
Eclipse ..... 7 in.	$3.75 9 in. $4.38
Emerald	5 00
Oriole	5.00
Rainbow	3.12
Solid	7.50
Tailors, Black $5.62	Red & Blue $9.00

Curry Combs—

Kohler's 40%
The Metal Stamping Co. 40%
Southington Cutlery Co.'s ..... 25&10%

Cutlery—

Fosters, Pocket 30%

Diggers—

See Post Hole, etc.

Dividers—

See Compasses, Dividers, etc.

Dog Collars—

Walter B. Stevens & Son:
Brass 40%
Embossed Gilt ..... 30&10%
Leather 40%
Union Hardware Co. New List 50@50&10%

Door Bolts—

See Bolts, Door.

Door Checks—

Bardsley's 40%
Columbia ..... 50&10%
Eclipse ..... 60&10%
Home ..... 50&10
Pullman's Screen ..... ₱ doz. net $4.50

Door Holders—

Empire 50%

Door Springs—

Gem (Coil), list Oct. '95 ..... 20%
Pullman, Perfect 20%
Pullman, Coil 20%
Star (Coil), list Oct. '95 ..... 20%
Torrey's Rod, 39 in. ₱ doz. net ... $1.25
" " 48 in. " " ... 3 50
Victor, Coil ..... 50&10&10%
Chicago Coil Springs ..... 40&10%
Reliance Coil Springs ..... 40&10%

Drain Cleaners—

Iwan's Adjustable 50%
Iwan's Stationary 45%

Drawer Pulls—

Drawer Pulls, Griffin Mfg Co., list ..... 75&10%
Sargent's List 60%

Drawing Knives—

Standard Makes ..... 70&10@75%
Adjustable Handle ..... 25@25&10%
Bradley's ..... 40&5%
Jennings & Griffin ..... 60&25%
Watrous ..... 15%&10%
L. & I. J. White ..... 20@5@25%

Drills and Drill Stocks—

Automatic Boring Tools, Goodell's, 40&5@40&10%
Blacksmiths' 60%
Breast, Goodell's ..... 25@30%
Breast, Millers Falls, each $3.00 15&10%
Stearns' Bench 30%
Hand, Goodell's ..... 30&10%
Whitney's Hand Drill, No. 1, $10.00 Adjustable No. 10, $12.00 ..... 33⅓%

TWIST DRILLS—

See Augers and Bits.

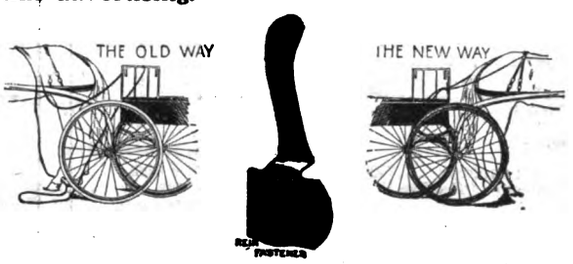


ALL RECORDS BROKEN!

60,000 Read's Rein Fasteners Sold in One Month!

10,000 dealers and 300 jobbers sell it—are you one of them? If not, write us today.

We are going to spend $15,000 this year to create a still greater demand for Read's Rein Specialties. We want you to get the benefit of this advertising.



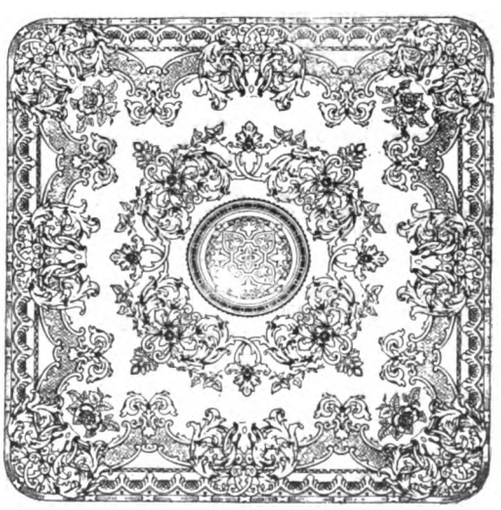
We Help You

With advertising literature and attractive display cards on which the goods are mounted.

One trial order will convince you quicker than a barrel of talk. Write today—mention HARDWARE

O. B. Read Mfg. Co., Troy, N. Y.

STOVE BOARDS



Zinc, Embossed. Paper Lined. Tin Embossed or Crystalized, Wood Lined or Paper Lined.

Manufactured By

Cooper & McKee,

113 to 121 Lorimer Street, Brooklyn, New York.

Digitized by Google

Egg Beaters—

	Pdoz.	Pgro.
Holt-Lyon Co :		
No. 5 Japanned, Dasher Flared	$0.85	$9.50
No. A, Japanned, 6 Doz.	$6.60.	1.15 13.00
No. 1, Tinned	1.40	16.80
No. B, Japanned, Hotel Size	1.85	22 00
No. 4, Japanned, Dasher Flared	1.65	19.80
No. 2, Tinned, Hotel Size	2.00	24.00

	Pgro.
Taplin Mfg. Co.:	
No. 60 Improved Dover	$6 00
No. 75 Improved Dover	$8 50
No. 100 Improved Dover	$7.00
No 102 Improved Dover, Tin'd	$8.50
No 150 Improved Dover, Hotel	$15 00
No 152 Imp'd Dover Hotel T'd	$17.00
No 200 Imp'd Dover Tumbler	$8 50
No. 202 Imp'd Dover Tumble Td	$9.50
No. 250 Improved Dover Mammoth, P doz	2. 0

Escutcheons—

Wood 30%

Expansive Bits—

See Augers and Bits.

Farriers' Knives— P doz

"Challenge"	$9.00
Pepes	8.60
Wilkinson's	$9.00 net
Westerholm's	$8.25

Faucets—

Frary's Iron Petroleum	70@70&10%
John Sommer's "Peerless," Tin Key	40%
John Sommer's "Boss," Tin Key	50%
John Sommer's "Victor," Metal Key	50&10%
John Sommer's "Duplex," Metal Key	60%
John Sommer's "I. X. L.," Cork Lined	50%
John Sommer's "Reliable," Cork Lined	50&10%
John Sommer's "O. K.," Cork Lined	50%
John Sommer's "Chicago," Cork Lined	60%
John Sommer's "Perfection," Cedar	40%
John Sommer's "No Brand," Cedar	50%

SELF MEASURING—

Enterprise P doz. $36.00	40&10%
Lance	$40.10&2½%

Files—

DOMESTIC—

New List, Nov. 1, 1899.

American	75&5%
Arcade	75&5%
J. Barton Smith	75&5%
Disston's	75%
Disston's Superfine	50%
Eagle	75%
Great Western	75&5%
Kearney & Foot	75&5%
McClellan	75&5%
Nicholson	70&10%
Nicholson's X. F. Files	30@30&10%
Royal	60@60&10%

IMPORTED—

Stubs ..... Stubs' list, 30@65½%

Filters—

Acorn	50%
Pulper's Natural Stone	$17.50@$18.50

Subject to trade discount.

Fish Hooks—

Amer. Fish Hook Co. list	60@60&10%
Kirby & Limerick, low list (50c base)	10%

Fishing Tackle.

Bishops :	
Level Winding Jeweled Reel, P doz.	$78.00
Level Winding Steel Pivot Reel	P doz. $66.00
Auto Even Spooler	P doz. $0.00
Gun Cleaner	P doz. 4.20
Lightening Fish Scaler	P doz. 3.00
Fish Hook Shield	P doz. 3.00

Fish Scalers—

Covert's Saddlery Works:	
Great American	60&20%

Fruit, Wine and Jelly Presses.

Enterprise ..... 30@25%

Fry Pans—

Standard List ..... 70&10

No	0	1	2	3	4
P doz.	$3.00	$3.75	$4.25	$4.75	$5.25
No.	5	6	7	8	
P doz.	$6.00	$7.00	$8.00	$9.00	

Gate Hinges—

Hinges.

Gauges—

Semis & Call's Steel	50%
Clapboard	25&10%
Disstons' Mortise	70%
Marking, Mortise, etc.	50&10@50&10&10%
Stanley's	30@30&10&10%
Starrett's Surface, Center and Scratch	25&10%
Wire, Morse's	25%
Wire, P. S. & W., low list	30@30&10%

Gimlets—

"Diamond" Gimlets, P gr.	$4.00@$4.25
Double Cut	40&10@50%
Metal Head	50&10%
Wood Head	50%

Gimlet Bits—

See Augers and Bits.

Globe and Hooking Cocks—

See Faucets.

Glue—

Le Pages Liquid	25&25&10%
Mysus	40%
Martine	40&10%

Glue Pots—

Enameled	40%
Tinned	35%

Graters—

Enterprise	25@30%

Graphite, Lubricating.

Dixon's Pure Flake

633- 1 lb. cans	20 cts. ea.
633- 5 " screw top tin cans	85 cts. ea.
634- 10 " " "	$1.60 "
644- 25 " boxes	15 cts. lb.
645- 50 " "	14½ cts. lb
646-100 " kegs	14 cts. lb.
647-250 " barrels	13 cts. lb.

Grindstone Fixtures—

Cronk's	30%
Forest City	30@30&10%
Sargent's Patent	60&10&10%
Stowells Extra Heavy	50&10&10%
Stowells Light	60&10%

Gunpowder—

See Ammunition.

Gun Wads—

See Ammunition.

Hafts—

Britton's	P doz. $6.50

Halters—

Covert Mfg. Co:	
Jute Rope Halters	50&5%
Sisal Rope	35&5%
Web Halters	45%

Halter Chain—

See Chain.

Hammers—

HANDLED HAMMERS—

Magnetic Tack, Nos. 1, 2, 3	$1.25, $1.50&$1.75 40&10@40&10&10%
Maydole's	33⅓&5@40&10%
Sargent's New List	40%
Fayette R. Plumb:	
Plumb, A. E. Nail	33⅓&7½%
Engineers and B. S. Hand,	50&12½%
Quaker City Hammers	40&5%
Riveting and Tinners'	40&2½%

HEAVY HAMMERS AND SLEDGES—

Under 3 lb. 50c lb	30&10@35%
3 to 5 lb 40c lb	20&10@35%
Over 5 lb 30c lb	35%
Wilkinson's Smiths	9½c@10c P lb

Hammock Ropes—

Covert Mfg. Co.:	
Jute	40&5%
Sisal	30%

Hand Cultivators—

Ulrich Mfg. Co.:	
Osborne's	P doz., $15.00

Handles—

WOOD—

Auger, assorted	P gr. $2.75@3.00
Auger, large	P gr. 3.25@3.50
Auger, Ives' Pat., No. 1	60&10%
No. 2 to 2½	40%
Axe, Pick, etc	50&10@60%

Bliss Mfg. Co.

Chisel, Brad Awl, File, Auger, Soldering Iron	25@33⅓%

Awl	P gr. $1.75@$3.00
Chisel, Worcester, Leather Cap'd	P doz., net 1.50
File, assorted	P gr. $1.40@1.50
Firmer Chisel, Apple, assorted, P gr.	$2.25@2.75
Hammer, Hatchet	50%
Hoe, Rake and Fork	45@50%
Roll's Hdw. Co. Hafts	$9.00...40 & 10%
"Simplicity" File Handles, P gr.	$ .90@1 50
Saw and Plane	40&10@50%
Shovel and Spade, Wood D. Handle,	40%
Shovel and Spade, Long Handles	40&5@50%

CROSS-CUT SAW HANDLES—

Atkins	40&5%
Champion	45@45&10%
Disston's	50%

Hangers, Barn Door—

Old Pattern	60&10%
New England	66⅔@70%
Chicago Spring Butt Co.:	
Fraction	25%
Oscillating	20%
Big Twin	25%
Lane's Covered	50&10&10%
Lane's Hinge Pattern	net $7.40 P doz.
Lane's:	
Standard	50&10&10&5
Special	50&10&10&5
Track for same	P 100 ft. net, $3.75
Cronk's:	
Nos. 1, 1½, 2 & 3	60&10%
Nos. 11, 13	70%
Nos. 21, 21½, 23	60%
Nos. 32, 50	60&20%
No. 44	60%
McKinney's "None Better," No. 2, $18.00; No. 1 Special, $15.00, P dozen pairs	60&10%
Myers' Stay-on	50&10%
Wilcox's New Century	50&10&10%

Hangers, Garment.

Pullman's	P gro. net, $9.00

Hangers, Parlor Door, etc.—

Lane's:	
Standard	net, $3.3
Ball Bearing	4.15
New Model	3.85
New Champion	2.95

Hardware Shelving—

J. D. Warren Mfg. Co.

OAK CABINETS—

No. S.488, 40 drawers, no partitions, run. ft., $3.60; net each	$30.00
No. 1656, 56 drawers, no partitions, run. ft., $4.88; net each	36.47
No. 1658, 84 drawers, no partitions, run. ft., $6.52; net each	54 28

OAK BASES—

No. 1700, open base with center shelf, run. ft., $1.85; net each	15.40
No 1702, open base with center shelf, run. ft., $2.25; net each	18.75
No. 1706, with two adjustable center shelves, run. ft., $3.75; net each	22.92

NAIL BIN BASES—

No. 1782, 12 spaces, 150 lbs. each, run. ft., $2.71; net each	22.57
No. 1770, 8 nail spaces and 4 open shelf spaces above, run. ft. $3.10; net each	25.84
No 1772 8 nail spaces and 6 assorted oak drawers above nail bins, run. ft., $3.68; net each,	30.68

Harness Snaps—

See Snaps.

Hasps and Staples—

Cronk's	50%
McKinney's "Perfect," $1.10 P doz.	50%
Wrought	90@90&10%
Wrought, Stanley	80%
Wrought, Griffin	80%

Hatchets—

See Axes.

Hay Tools—

F. B. Myers & Bro.:

Myers Unloader, Double Steel Track	$7.00
Myers Unloader, Wood Track	7.00
Comb. Car, Double Steel T	7.00
Comb. Car, Wood Track	7.00
Rev. Car., Double Steel Track	7.00
Rev. Car., Wood Track	7.00
Myers Unloader, Cable	7.00
Myers Unloader, Single Rail	7.00
Sure Grip Sling Car, Steel or Wood Track	12.02
Double Rail Steel Track, complete with clamps	P ft. .30
Single Rail Steel Track complete with clamps	P ft. .20
D. H. Fork Steel Regular	each, 1.00
Nellis Fork	each, 3.00
Double Grapple Fork	each, 7.00
Sprout's Shear Fork, each	$1.50
Walker Fork, each	2.10
Common 6 in. Wood Sheave Pulley, Fig. 433	P doz. 3.10
Faultless Steel Frame K. P. Pulley, Fig. 435	P doz. 4 00
Faultless Steel Frame 6 in. Plain Pulley, Fig 486	P doz. 3.50
Malleable Frame K. P. Pulleys, Fig. 676	P doz. 4.00
Reed Wood Frame Pulley with Hook, Fig. 434	P doz. 4.00
Steel Frame Pulley with Iron Sheave, Fig. 565, P doz	3.20
Floor Pulley, Wood Sheave, Fig. 496	P doz. 4.20
Hanging Hooks for Double Steel Track	P doz. 1.40
Hanging Hooks for Single Steel Track	P doz. 1.40
Hanging Hooks for Wood Track, 10 in	P doz. 1.00
Hanging Hooks for Wood Track, 16 in	P doz. 1.30
Floor Hooks ¾ in	P doz 1.40
Malleable Rafter Brackets, P doz.	.70
Wrought Rafter Brackets P doz	.70
Rope fitch	P doz. 2 20

Discount on above 50%

Hay and Straw Knives—

Auburn Hay, Com. & Spear Point	40&10%
Iwan's Hay, Sickle Edge, P doz. net	$9.50
Iwan's Hay, Imp. Serrated P doz. net	$10.00
Kohlers, Hay, Sickle edge per doz. net	$10
Auburn Straw	60&10%
Weymouth, Pat.	65&5%
Wadsworth's	40&5%

Hedge Trimmers—

Wadsworths:	
No. 1, per doz. net	$3.00
No. 2, " "	6.00

Hinges—

WROUGHT IRON HINGES—

Screw Hook and Strap, 6 to 12 in., P lb.	3½c.
14 to 20 in., P lb.	3c.
22 to 36 in., P lb.	2½c.

STRAP AND T HINGES.

New List, Dec. 20, 1904.

Light Strap Hinges	70%
Heavy Strap Hinges	75&5%
Light T Hinges	65%
Heavy T Hinges	60%
Extra Heavy T Hinges	70&10%
Hinge Hasps	50%
Corrugated HeavyStrap	70&5%
Corrugated Ex. Heavy T	70&10

SPRING HINGES—

Bommer Brothers.	
Bommer Spring Hinges	40%
Bommer B. B Floor Hinges	40%
Bardsley's Patent Checking	15%
Chicago Spring Butt Co.:	
Chicago Spring Butts	25%
Triple End Spring Butts	30%
Chicago Ball Bearing FloorHinge	50%
Garden City Fire Engine House Hinge	25%
Chicago Saloon Door Hinge	25%
Niles Manuf'g Co	30%

GATE HINGES—

Clark's, Nos. 1, 2, 3	60&10@60&10%
N. E., P doz. $7.20	60%
N. E., Reversible, P doz. $5.60	60%
N. Y. State, P doz. $4.90	60%
Western, P doz. $4.20	60%

BLIND HINGES—

Parker	70&10@70&10&10%
Sargent's, Nos. 1, 2, 5, 11, 13	75%
W. H. Co.'s No. 2 Mortise Gravity	60%
Stanley's Steel Gravity Blind Hinges, with Screws, $1.20 P doz. sets	50&10%

Hitching Cords—

Covert Mfg. Co	40&5%
" " "	
Hitchers Stall	30%

Hollow Augers—

See Augers and Bits.

Hollow Ware—

ENAMELED—

Lalance & Grosjean Mfg. Co. List Nov. 1, 1901.

Agate Nickel-Steel Ware	50&20%
Pearl Agate Ware	50&20%
Blue and White Ware	60&10%
All White Ware	60&10%

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The Gate City Filter

The Original and Only

Natural Stone "Gate City" Filter

No composition stone, sand or cement is used in it.

The stone used is mined from our celebrated Gate City Stone Mine for use only in our Gate City Filters—the only natural stone that will remove absolutely all disease germs and all other impurities, making all drinking water pure, odorless and sparkling.

Perfect Filtration

Easy Cleansing

Moderate Cost



Endorsed by leading Physicians Everywhere

Tested for Twenty Five Years

in homes, offices, factories, schools, hospitals. So great is its popularity that

One Million Five Hundred Thousand

have been sold during that time. Need more be said?

*

Display one in your store—explain its points of excellence—the sale is made.

*

We furnish you with plenty of literature to help you sell it.
Send for "Gate City Folder H" and prices. Mention HARDWARE.

Gate City Filter Company

15 East 14th St., New York

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Regal Steel Ware .....60&10
Peerless Ware.....70&10%
Granite Ware, list Jan. 1, 1894, revised Jan. 2, 1895.....40 & 10%
Iron Clad:
Peppered Ware, high list.....70%
Mottled Ware, high list 75%

STOVE HOLLOW-WARE—

Blacklock:
Ground.....55@60&10%
Unground .....60@65&10%
Country ware....per 100 lbs. net $3.75@3.00

WHITE ENAMELED WARE—

Maslin Kettles 70%
Tinned Boilers and Saucepans 40%
Enameled " " " 50%

SILVER-PLATED HOLLOW WARE—

4 mo. or 5% cash in 30 days.
Hartford Silver-Plate Co.....40&5%
Holmes & Edwards Silver Co.40&15&5%
Meriden Britannia Co.....40&10%
Rogers & Brother.....40&5%
William Rogers Mfg. Co.....40&10%

Hooks—

BUSH—

Jennings & Griffin's.....33⅓&5%
Wadsworths 60%

CAST IRON—

Ceiling, Sargent's list..... .50&10@60%
Chandelier.....60@60&10%
Clothes Line, Sargent's list..50&10&10%
Coat and Hat, Sargent's list, 50&10@60
Coat and Hat, Stowell's.....70%
Harness, Sargent's list..... 50@60&10%
Lamp.....60@60&10%
Picture.....50&10%
Screw Hat.....60&10@70%
Wardrobe ..... 60&10@60&10&10%

WROUGHT IRON AND STEEL—

Cotton.....₩ doz. $1.25
Wrought Staples, Hooks, &c. See Wrought Goods

MEAT—

Enterprise.....40%
Hamason & Beckley, New List..35&10%

WIRE—

Atlas, New List, Single cases 75%
Ten case lots ..... 75&10%
Wire Coat and Hat, Acme...60@60&10%
Wire Coat and Hat, Gem.....60&10%
Wire Ceiling, Gem..... 60&10%

MISCELLANEOUS—

Belt.....80&10%
Covert Mfg. Co.:
Safety Gate and Scuttle Hooks....35%
Grass, Wadsworth's 6⅔
Cronks Grass.....₩ doz. $3 00
Hooks and Eyes—Brass.. ....60&10&10%
Hooks and Eyes—Mal. Iron.....70&10%
Cotton, Box and Hav.....60@10&10%

Horse Clippers—

See Clippers.

Horse Nails—

	Nos. 6	7	8	9	10	
A. C.	25c	23c	22c	21c	21c	40&5%
American, all sizes						9¼c net
	Nos. 6	7	8	9	10	
Anchor & New Haven	23c	21c	20c	19c	18c	40% @40&5
	Nos 6	7	8	9	10	
Ausable	25c	25c	25c	24c	23c	50&10%
C. B. K	25c	23c	22c	21c	21c	40%
Capewell	19c	18c	17c	16c	16c	10&5%
Champlain	26c	26c	25c	24c	23c	40&10@50%
Clinton Fin	19c	17c	16c	15c	14c	30&10%
Essex	28c	26c	25c	24c	23c	40&10@50%
Lyra, all sizes						9¼c net
Maud S	25c	23c	22c	21c	21c	50%
Neponset. Nos. 5 to 10, ₩ lb						12c
Northwestern	24c	23c	23c	21c	20c	25@25&5%
Putnam	23c	21c	20c	19c	18c	35&5%
New Putnam	19c	18c	17c	16c	16c	10&10%
Vulcan	23c	21c	20c	19c	18c	25&10%
Western						8¼c net

Horse Shoes—

F. O. B. Pittsburgh.
Horse and Mule, Iron, per keg....$4.00
Steel, per keg 3 75

Horse Ties—

Covert Mfg. Co.:
Cotton.....45%&2%
Hemp.....45%&2%
Jute.....50&5%
Sisal.....35&5%

Hose, Rubber—

Boston Belting Co.:
"Boston"..... .....50&5%
Niagara..... .....60&5%
N. J. Car Spring & Rubber Co.:
Extra Para..... .....40&10%
Reliable..... .....50&10%
Staple.....60&10%
Standard.....70&10%

Hose Bands.

Star Hydrant..... .....80&30%
Steam 70%

Ice Awls, Chippers, &c.—

Copeland Ice Pick.....₩ gr. $9.00 net
Crown..... .....net
Gem Ice Shave..... .....net
Sargent's Ice Awls.....55%
Snell's 50%
Star..... .....net

Ice Cream Freezers—

See Freezers, Ice Cream.

Ice Shredders—

Enterprise, No. 22.₩ doz. $6.00..25@30%
No. 24.₩ doz. 15.00..25@30%

Jack Chain—

See Chain.

Jacks—

See Wagon Jacks.

Jack Screws—

See Screws.

Kettles—

Spun Brass, Plain.....20@25%

Knives—

Kimball's:
Bread Knives, ₩ doz $1.50.....30%
Butcher Knives..... ...25%
Shoe Knives..... 25%
Cronk's Chopping..... 33⅓%
Dunlap Kitchen and Bread Knives..25%
Foster Bros.' Butcher, &c.....30%
Table and Pocket, see Cutlery.
Wilson's Butcher Knives.....net

Knives, Hay and Straw—

Wadsworth.....40&10%

Knife Sharpeners—

Pike's
Natural Grit Carving Knife Hones.....$.300 per doz.
Solid Stone Carving Knife Hones .....$2 50 per doz.
Quick Edge Pocket Knife Hones .....$3.00 per doz.
Mounted Kitchen Sandstone..... $1.50 per doz.
} 40%

Knobs—

Bardsley's Wood Door, Shutter and Base ..... 10@15%
Base, Rubber Tip, 2¼ in. Bead.₩ gr. .....$1.15@1.25
Door Mineral..... ... . 65@70c
Door Por. Jap'd .....70@75c
Door Por. Nickel .....$2.10@2.20

Lanterns.

C. T. Ham, Class A. B. C. & D. 40&10%

Latches— ₩ doz.
Cronk's Barn Door..... Net, $2.00

Lawn Mowers—

Champion ....75&10%
Clipper Improved.....50&10&10&5%
Enterprise.....40&10%
Genuine Philadelphia Mowers:
Styles M., S., C., K., T. .....70&10%
Style A. (all steel).....60&10%
Style E., Low Wheel .....60&10%
Style E., High Wheel. .....70&10&5%
Drexel, low list. .....40&10%
Gold Coins, low list.....40&10%
New Departure, High Wheel....70&10%
New Departure, Low Wheel.....75%
Pennsylvania..... .....60&10%

Lawn Sprinklers—

Enterprise ....25@30%
Philadelphia Lawn Mower Co.:
Philadelphia Lawn Sprinkler:

	No. 1.	No. 2.	No. 3.
₩ doz.	$12.00	$15.00	$24.00....30%

Kobler's:
Daisy..... ....net, per dozen $7.50
Mystic 6.00
Rainmaker.....4.80
Dew Drop 1.90

Lawn Swings Easy— ₩ doz
Ulrich Mfg. Co..... ..... $25.00

Leaders, Cattle—

Covert Mfg. Co. ... .35%

Leads—

Covert Mfg. Co.
Cotton..... 45%&2%
Hemp..... .....45%&2%
Jute .. ..50&5%
Sisal..... 35&5%

Lead Pipe, Etc. ₩ lb

Bar Lead.....	5¼@6c
Block Tin Pipe.....	26@27½%
Lead Pipe, full lengths....	5to5¼
Lead Pipe, Tin Lined....	12½c
Sheet Lead, full rolls.	6¼c

Lemon Squeezers

Sargent Bros. ₩ doz. 6-in. $1.00; 10-in, $1.40..... .....30%
Hotchkiss, Straight Flush, ₩ doz. $2.60
Little Giant..... 50@50&5%
Porc. Lined, Iron..... ₩ doz. $1.75
Porc. Lined, Wood..... ₩ doz $1 25
Wood, Common, ₩ gross, No. 0, $5.25 @ 5.50: No. 1, $6.25@6.50.

Levels—

C. E. Jennings & Co.'s:
Hexagon ....25&10%
Iron Bench, new design.....25&10%
Rollis Hdw. Co.
Adj. Steel 7 in. $24.00 .....40%
12 in. $27.00.....,.....40%

Lifters—

See Transom Lifters.

Lines—

Cotton and Linen Fish, Draper's....40%
Cotton Chalk, 20 feet.....40&10%
Cotton Trot..... .....20%
Masons':
Colored Cotton.....20&10%
Flax ....40&10%
No. 0 to 5 .....20%
Samson Cotton, No. 4, $2.00; No. 4½ $2.50....15%
Silver Lake, Braided, No. 0, $9.00
No. 1, $6.50; No. 2, $7.00; No. 3, $7.50 ₩ gross.....33⅓%
Wire Clothes:

	18	19	20
100 feet	$3.00	$3.00	$1 65
75 feet	1.80	1.70	1.30

Loaded Shells—

See Ammunition.

Locks—

DOOR LOCKS, LATCHES, &C.

Lockwood Mfg. Co 40%
B & B. Mfg. Co.....40%
Reading Hardware Co.....45&20%
Sargent & Co..... .... 40&10%

CABINET—

Eagle Lock Co..... ....33⅓%
Corbin.....33⅓%
Yale 33⅓%

PADLOCKS—

Acme Bicycle and Satchel, ₩ doz., $9 00..... 40%
Ames Sword Co 40%
Brown's Brass.....33%
Brown's Chain.....33%
Champion.....40%
Eagle 40%
Slaymaker's:
General Line..... .....35&10%
Scandinavian..... .....9%
" Steel Keys.....50%
Smith & Egge Bicycle 50%
Wrought Iron..... .. 75&10@30%
Yale Lock Co ... .60%

TRUNK—

Corbin's ....35&10%
Eagle 40%

Machine Bolts—

See Bolts.

Mail Boxes—

See Boxes, Mail.

Mallets—

Hickory.....45@5&50%
Lignumvitæ.....45@5&50%

Bliss:
Carpenters .....
Tinners.....
Box.....
Carvers.....
} 33⅓

Mattocks—

Cronk's Garden. 33⅓%
Regular Goods..... 70&10%@75%

Meat Cutters—

American..... .....30%

Nos.	1	2	3	4	B	5
Each	$5	$7	$10	$25	$50	$60

Dixon's..... ₩ doz. 30&10@40%

Nos.	1	2	3	4
	$14	$17	$19	$30

Enterprise ....25@25&7½%

Nos.	5	10	12	20	22	32
Each	$2	$9	$2.75	$6	$4 50	$5

Little Giant..... .....33⅓@40

Nos.	205	210	212	220	222
	$35	$43	$44	$72	$68

Woodruff's, ₩ doz ....30&10@40%

Nos.		100	150
		$15	$18

Beef Shavers (Enterprise) .....25@30%

Meat Juice Extractors—

Enterprise ....25@30%

Metals, Anti-Friction—

Magnolia Metal Co.:	₩ lb
Defender.....	18c
Kosmic.....	10c
Magnolia, Anti-Friction	25c
Mystic.....	15c

f. o. b New York or Chicago.

Melting Ladles—

Monroe's Patent..... ₩ doz. $4 00.40
Sargent's..... 60@60&10

Mitre Boxes—

C. E. Jennings & Co.....25&10%
Seavey's, ₩ doz. $30 .....40%

Meters—

COFFEE MILL—

Specialty Novelty Co.....: each $5.00

Nails—

WIRE AND CUT NAILS—

See Review of the Markets for quotations.
Wire Nails and Brads, Papered, Ass'n list, July, 1889..... 90,90&10%

PICTURE—

Niles' Patent $40
Porcelain Head, Comb'n Hat.....60&10%
Porcelain Head, Sargent's list.....60%

Nail Nippers—

"Gem," ½ gross lots, ₩ gross....$21.00
" less quantity, ₩ dozen.. 2.00

Nail Pullers—

Ajax, 5 lbs ..... ₩ doz. net $7.50
Black Hawk, ₩ doz $9.00
Cyclops.....40&10%@60%
Cronk's .....₩ doz. net $12.00
Eureka, No. 74. ..... doz. net $3.50
Eureka, No. 75..... ..... doz. net 5.00
Giant, No. 1. ₩ doz. $18.00; No. 1½ $16.50; No. 2, $15.00 ..... 30&5%
Lightning..... ₩ doz. $18.00, 25%
Morris No 1, List $30 00. ..... 50%
National..... ₩ doz. $4.00, 40%
Pelican.....₩ doz. $9.00, 40@40&10%
Rollis Hdw Co. No. 1 18.00.....50&10

Nail Sets

	₩ gro.
Hunters' Cup Point, Knurled	$10.00
Hunters' Cup Point, Plain...	9.00
Octagon	4.00@4.75
Round, assorted.....	3.00@3.25
Square.	4.00@4.25

Snell's:

Octagon .....₩ gr...	$5.25
Corrugated	6.75
Knurled.....	6.75@7.50

Nippers—

Acme 50%
Smith's Cutting ... .50%
Todd's Cutting 50%
Nut Crackers— ₩ gro.
Acme, Japanned .....$30.00..40%
Acme, Nickel Plated..... 30.00..25%

Nuts—

Cold Punched:

	Off list
Mfrs. or U. S. Standard.	
Square, Plain.....	$4.90
Hexagon, Plain	5.40
Square, C. T. & R.....	5.10
Hexagon, C. T. & R.....	5.80

Hot Pressed:

Mfrs. U. S. or Nar. Gauge Stan'd.	
Square, Blank.	5.40
Hexagon, Blank.....	5 80
Square Tapped.....	5.40
Hexagon, Tapped	5 80

Oils—

Linseed, City, Raw, in barrels, ₩ gal. 44c
Linseed, City, Boiled, in barrels, ₩ gal. 46c
Out of Town on Spot.....₩ gal. 43c
Calcutta, Raw, in barrels... ₩ gal. 55c
Lard, Prime City ....₩ gal.....55@ 60c
Lard Extra, No. 1..... 45@49
Lard, No. 2.....35@38

Oilers—

Brass and Copper, ... 20&10
Tin or Steel.... ..... 65&10
Cushman & Denison's: ₩ doz.
Gem.....$ .80
Leader..... 60
Perfect Oilers..... ..... 1.50
Star Pocket Oilers 75
"Paragon," Brass ..... 45@50%
"Paragon," Zinc..... 60&10%
Wilmot & Hobbs Mfg. Co.'s Steel Anti Rust ..... 70@70&10%
Zinc and Tin..... 65@65&10%
American Tube & Stamping Co.,
Spring Bottom Cans ..... 70@70&10%
Railroad Oilers, etc..... 60@60&10%

Oil Stones, etc.—

AXE STONES—

Pikes

Hindostan Large Axe	8 c per lb.	40%
" Small "	10 c " "	
Queer Creek Axe	20 c " "	

OIL STONES—

Pikes'

Lily White Washita	60 c ₩ lb.	33⅓%
Rosy Red "	...60 c " "	
Extra "	...50 c " "	
No. 1 "	...40 c " "	
No. 2 "	...30 c " "	
Lily White "	Round, Edge Slips..... 90 " "	
No. 1 Washita, Round Edge Slips.....	70 c " "	
Washita Pen Knife Pieces	70 c " "	
No 1 Hard Arkansas Stone 3 to 5¼ inch long...	$2.80 " "	
No 1 Hard Arkansas Stone 5¼ to 8 inch long....	$3.50 " "	
No 1 Soft Arkansas Stone 3 to 5¼ inch long....	$1.50 " "	
No 1 Soft Arkansas Stone 5¼ to 8 inch long....	$1.70 " "	
Soft Arkansas Round Edge Slips.....	$2.50 " "	
Hard Arkansas Round Edge Slips.....	$4.00 " "	
Hard Arkansas Pocket Knife Pieces.....	$4.00 " "	

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The much demanded thing. Oils and blackens and shines, all at the same time. Puts new life and good looks into the leather. Best by test. Always sells in a hurry, and at a good profit. Try a sample order.



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Makes axles slippery as an eel. No more heated boxes. The Hauthaway body does it—not a greasy body, but a full frictionless body that resists wear. There is money in it for the aggressive dealer. Yes, there is!

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346 CONGRESS STREET BOSTON, MASS.

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Pikes
Washita and Arkansas Stones, mounted in polished hard wood cases, all sizes 40%
India Oilstones, all grades & sizes 33⅓%
Queer Creek Oilstones, ..(20c ₩ lb
Chocolate " ..(50c " "
Regular Hindostan..... (8c " "
Small Hindostan .....(10c " " } 40%

Packing, Steam—
RUBBER—
Boston Belting Co.:
"Boston" ..... 50&10&5%
Phœnix, Pure Sheet, Red..... 50&10%
Pure Packing "Excelsior" 60%
Extra..... 60%
MISCELLANEOUS— ₩ lb
American Packing..... 8c@10c
Cotton Packing..... 16c@25c
Italian Packing..... 9½c@12c
Jute..... 4½@6c
Russian Packing..... 8½c@11c

Padlocks—
See Locks.

Parers—
APPLE—
Advance..... ₩ doz. $ 4.00
Baldwin..... ₩ doz. 4.00
Bonanza Improved..... each 6.50
Daisy..... ₩ doz. 4.00
Dandy..... each 7.50
Eureka Improved..... each 20.00
Family Bay State..... ₩ doz. 15.00
Improved Bay State..... ₩ doz. 36.00
Little Star..... ₩ doz. 5.00
New Lightning..... ₩ doz. 7.00
Reading, 72..... ₩ doz. 3.25
Reading, 78..... ₩ doz. 6.25
Rocking Table..... ₩ doz. 6.20
Turntable, '98..... ₩ doz. 6.00
White Mountain..... ₩ doz. 5.00
POTATO— ₩ doz.
Saratoga..... $7.00
White Mountain..... 6.00

Pencils
Dixon's: ₩ gro.
Carpenter's..... $1.17@8.75
Carpenter's, Blue or Red Lead..... 4.00@7.50
Office..... 1.87@7.50
Lumber..... 6.87
Colored Lumber..... 9.00
Black Artists..... 9.37
Colored ..... $4.38@7.50
Assortment Boxes..... 1.31@2.50

Percussion Caps—
See Ammunition

Picks and Mattocks—
List Feb. 23, 1899. ....70& 10@75%

Pipe Hangers, Conductor—
Iwan's, Perfection, Wire..... ...50%

Planes and Plane Irons—
WOOD PLANES—
Bailey (Stanley R. & L. Co.) 25&10@25&10&10%
Bench, First Quality..... 40&10%
Bench, Second Quality..... 50&10%
C. E. Jennings & Co..... 50&10%
Molding..... 33⅓&5%
IRON PLANES—
C. E. Jennings & Co., Iron..... 50&10%
Sargent's..... 60@60&10
Standard Tool Co..... 50@50&5%
Stanley Rule & Level Co.:
Bailey's..... 25&10@25&10&10%
Miscellaneous ....25&10@25&10&10%
PLANE IRONS—
Buck Bros..... 30%
Butcher's..... $5.00@5.25 to £
C. E. Jennings & Co..... ..16⅔&10%
Stanley Rule & Level Co. 20&10@20&10&10%
L. & I. J. White ..... 20&5@25%

Pliers and Nippers—
Button..... ..70&10@75%
Ik & Carrier:
Pliers
N. 1..... 60&10%
20..... net, $9.00
40..... 75%
50..... 80%
60..... 40%
70..... 50%
80 ..... 40%
90 ..... 40%
Wm. Johnson's Gas Pliers ..... 60@%
Smith's Side Cutting..... 25%

Plow Bolts—
See Bolts

Plumb Bobs—
Keuffel & Esser Co..... .... 33⅓%

Plumbs and Levels—
Cook's ..... 40&10&10
Davis':
Inclinometers 20%
Iron Levels ..... 25&10%
Disston's 70%
Machinists' 25%
Pocket Levels..... 70&10@75%
Stanley's..... 30&10@30&10&10%
Stanley's Duplex..... 20@20&10&10%

Poachers—
See Egg Poachers.

Police Goods—
Tower & Lyon's 25%

Polish Metal—
Prestoline Liquid, New List..... 40%
Prestoline Paste ..... 40@40&10
U.S. Metal Polish Paste, 8-oz. boxes, ₩ doz ..... $ .50
₩ gross 4.00
½ lb. boxes, ₩ doz 1.25
1 lb. boxes, ₩ doz 2.25
U.S Liquid, 8-oz cans, ₩ doz.... 1.25
gross 12.0
Housekeeper's Friend Metal Polish, ₩ doz 1.75
Bargross 18.00

Polish, Stove—
Black Eagle Benzine Paste, 5 lb cans, ₩ lb 10c
Black Eagle, Liquid, ½ pt cans, ₩ doz. 75c
Black Jack Paste, ¼ lb. cans ₩ gro. $9.00
Black Kid Paste, 5 lb can, each ..$0.65
Ladd's Black Beauty gro $10.00, ..50%
Joseph Dixon's ..... ₩ gro. $5.75, 10%
Dixon's Plumbago..... ₩ lb 8c
Fireside..... ₩ gro. $2.50
Gem..... ₩ gro. 4 50, 10%
Japanese ..... ₩ gro $3.50
Jet Black ..... ₩ gro $3.50
Peerless Iron Enamel, 10 oz cans ₩ doz $1.80
Wynn's:
Black Silk, 5 lb pail.. ....each 70c
Black Silk, ½ lb box.... ₩ doz $1.00
Black Silk, 5 oz box,.... ₩ doz $0.75
Black Silk, ½ pt. liq..... ₩ doz $1.00

Poppers, Corn—
Square,..... ₩ doz. ₩ gro
1 qt..... $ 9 00
1½ qt..... 11.00
2 qt 13.50

Post Hole Diggers— ₩ doz.
Disston's Samson Digger....$¾4 00, 25%
Kohlers:
Little Giant.....per doz.. net $12.00
Hercules..... " " 9.50
Invincible..... " " 9.00
Pioneer..... " " 7.20
Universal..... " " 18 00
New Champion.... " " 5.50
Rival..... " " 7 50
Ryan's..... ₩ doz. $20.00, 25%

Post Hole Augers—
Iwan's Patent Improved..... 40&5%
Perfection..... ₩ doz. net, $8 25
Split Handle..... " " " 7.50
Vaughan's, 4 to 9 in., ₩ dos. net...$5.00

Post Hole Diggers—
Iwans. ₩ doz.
Split Handle,..... net $7.00
Perfection ..... " $8.00
Rockford Tack & Nail Co.
Rockford Brand..... ₩ doz net $6 50
Atlas Pattern..... ₩ doz. net $7.50

Potato Hooks, etc.—
Hoe Down Hooks..... 75&10&2%
Hop Hooks ..... 60&10&2½%
Potato Hooks 70%

Powder—
See Ammunition.

Presses—
See Fruit and Jelly Presses.

Primers—
See Ammunition.

Pruning Hooks and Shears—
Cronk's Pruning Shears, all styles. 33⅓%
Disston's Combined Pruning Hook and Saw ...₩ dos., $18.00, 25@25&10%
Disston's Pruning Hook, ₩ doz., $12.00, 25@25&10%
Smith's:
Pruning Shears..... ...6 & 10%
Rockdale Pruners 33⅓%
Standard Tree Pruners..... 75%
E. S. Lee & Co.'s Pruning Tools....40%
P., S. & W. Co.'s Shears..... 40%
Waters' Tree Pruners..... 75&10%

Pulleys—
Awning..... ..60@60&10%
Axle..... 50&10@60%
Brass Screw ..... 45&10%
Ceiling..... 50@10&60%
Clothes Line, Japanned..... 60%
Common Sense..... 60%
Dumb Waiter ..... 60@60&10%
Empire Sash Pulley..... ..... 60%
Fox all-steel..... 50%
"Grand Rapids" all steel..... 50%
Hay Fork, Swivel Eye, ₩ doz., 4-inch, $3.75; 6-inch, $5.00..... 55%
Hay Fork, Harts, 4¼-inch, ₩ doz., $3.00..... 50&10%
Hay Fork, 5-inch, Solid, $3 70.. 50%
Hot House..... 50&10@50&10&10%
Stowell's Anti-Friction, 6-in. Wheel, ₩ doz., $12 00 ..... 40%
Side, Anti Friction 60%
Shade Rack..... 45%
Upright..... 50&10@50&10&10%

Pumps—
Cistern, Best Grades ..... 60@60&10%
Pitcher Spout, Best Grades ..... 75@80%
Power Pumps, Myers' 50%
Spray Pumps, Myers'..... 50&10%
Spray Pumps, Kohler's.
Daisy, net per doz.... .....$7.50
Mechanical, net per doz..... 7.50
F. E. Myers & Bro. Low List:
No. 1, Fig. 388, 3 in. Shallow Well Pump..... $13.00
No. 8, Fig. 398, 3½ in. Shallow Well Pump..... 15.00
No. 5, Fig. 397, 3 in. Deep Well Pump..... 15.00
No. 6½, Fig. 397, 3½ in. Deep Well Pump 17.00
No. 14, Fig. 391, 3 inch Deep or Shallow Well Pump 15.00
No. 32, Fig. 393, 3 in. Deep Well Pump..... 17.00
No. 56, Fig. 331, 3 in. Shallow Well Pump 14.00
No. 80, Fig. 392, 3½ in. Shallow Well Pump 17.00
No. 70, Fig. 393, 2½ in. Deep Well Pump..... 15.00
No. 72, Fig. 388, 3 in. Deep Well Pump..... 15.00
No. 102, Fig. 448, 3 inch Lift Pump..... 9.00
No. 106, Fig. 448, 3½ in. Lift Pump..... 11.00
No. 108, Fig. 510, 3 in. Lift Pump..... $7.00
No. 121, Fig. 510, 3½ in. Lift Pump..... 8.50
No. 288, Fig. 389, Windmill Pump..... 13.50
No 295, Fig. 403, Windmill Pump..... 16 00
No. 340, Fig. 406, Regulator Pump..... 26.00
No. 302, Fig. 477, Spray Pump, complete..... 11.50
No. 380, Fig. 547, Knapsack Spray Pump 10.00
Discount, 50% f. o. b. Ashland.
No. 208, Fig. 513, Low Down Tank Force Pump.....net, 5.00
No. 320, Fig. 498, Bucket Spray Pump..... net, 2.00

Punches—
Semis & Call Co.'s:
Cast Steel Drive..... 50%
Morrill's 50%
Niagara Hollow 45%
Niagara Solid 55%
Saddlers' or Drive, good..... 60@65%
Snell's Tinners'..... 40&5%

Rail—
Barn Door, Light, In. ½ ⅝ ¾
₩ 100 feet $1.40 1.65 2.00
Barn Door, "None Better" No. 1, ₩ foot..... 3½c
Barn Door, "None Better" No. 2, ₩ foot 4c
B. D. for N. E. Hangers:
Angular, ₩ foot, 6c 70%
Double Flange, ₩ foot, 8c..... 70%
Cronk's: ₩ foot.
O. N. T. Style, No. 13. ..... 2¾c
Double Braced..... 3c
Lane's:
O. N. T. 1 in. ₩ 100 ft. .....net, $2.75
O. N. T. 1¼ in. ..... net 3 50
O. N. T. 1½ in ..... net, 4.00
Stowell's Wrought Steel 25%
Sliding Door, Bronzed Wrought Iron, ₩ foot..... 6½c
Sliding Door, Steel, Brass Plated, ₩ foot..... 8½c
Sliding Door, Wrought Brass, 1½ in.. ₩ lb. 35c ..... 25@30%
Victor Track Rail, 7c ₩ ft..60&10&2½%

Rakes, Etc.—
Cronk's:
Malleable 70%
New Champion 75%
Victor..... 60%
Anti-Clog Lawn 75%
Never Break Garden ....75&10%
Queen City Lawn..... 40%
Kohlers:
Net
Lawn Queen.....20, $3 45
" " 24, 3.60
Jumbo Lawn.....36, 5.25
Paragon (Wood Head) 2.75
Steel, Garden, 10th..... .... 2.21
" " 12th..... 2 40
" " 14th..... 2.64
" " 16th..... 2.88

Rasps, Horse—
Disston's 75%
New Nicholson Horse Rasp.... .70&10%
See also Files.

Razors—
Electric..... List net
Boracic..... 60%
Fox 40%
J. R. Torrey Razor Co..... 20%
Westenholm and Butcher, $10.00 to $..... 10%

Razor Hones.
Belgian German and Swaty, all sizes, 50%

Registers and Ventilators—
HOT AIR—
New List, July 1, 1903:
Black Japanned....
White Japanned...
Bronzed Finishes..
Electro-Plated .....
Nickel Plated .....
} 70 to 75%
White Porcelain..... 60%
Solid Brass and Bronze Metal..... 50%

Revolving Chimney Tops—
Iwans' Volcaneo ..... 50&5%

Rifle Cleaners—
Bishops:
Small Bore Rifle Cleaner ₩ doz. 3.00

Rings—
See Bull and Hog Rings.

Rivets and Burrs—
COPPER—
Belt with Burrs ..... 50&10@40%
Hose with Burrs ..... 50&10@60%
IRON OR STEEL—
New List, Jan. 8, 1904.
Tinners..... 75%&5%
Miscellaneous..... ..... 75%&5%

Rivet Sets—
Regular List..... 7

Rollers—Stay.
Cronk's:
No. 50, 55, 56, 60, 65
₩ doz. 1.00 .60 .75 .75 .90 1.

Rope—
Cotton Rope: ₩ lb
Best ¼ inch and larger ... .16½c
Medium 14½c
¼ in. and larger..... .....
Common..... .....10½c
Jute Rope:
A grade..... 6c
C grade..... 5½c
Manila, Pure:
7-16 in. and larger..... .....12c
⅜ in 13½c
¼ and 5-16 in..... ....15c
Sisal, Pure:
7-16 in. and larger..... ....10c
⅜ in 10½c
¼ and 5-16 in..... ....11c

Rules—
Athol, Steel 33⅓%
Boxwood ..... 60&10@60&10&10%
Ivory ..... 35&10@35&10&5%
Keuffel & Esser Co.:
Folding, Wood..... 35&10%
" Steel ..... 33⅓&10%
Lufkin's:
Steel..... 50&10%
Lumber..... 60%
Miscellaneous, Stanley's, 50&10 350&10&10%

Sad Irons—
DOVER ASBESTOS—
Polishing 50%
Pressing..... 50%
Laundry..... 45%
Sleeve..... 50%
Tourist..... 50%
Toy 50%
Blacklock:
Plain Black in Cases ...₩ 100 lbs $9.75
Bronze Finished in Cases" .. 3 15
Aluminum Finish " " "..... 2 95
Full Nickel " " "..... 3.75
COLD HANDLED—
Enterprise Mfg. Co. of Pa ...20&5&5%

Safety Fuse—
See Fuse.

Safety Lifts—
Burr Mfg. Co., Steel..... 70&10%

Sand and Emery Paper and Cloth—
Baeder, Adamson & Co.'s: List.
Emery Cloth ..... 50&10@60%
Garnet Paper..... 25%
Flint and Emery Paper.. 50&10@60%

Sash Balances—
Caldwell Mfg. Co..... 50%
Pullman ..... 50&10@60%
Victor Bronze..... 75%
Victor Steel 70%

Sash Chain—
Competition..... ...50&10%
Giant..... ....40%
Monarch B. C Co,... ..... 70%
Pullman Bronze 70%
" Cop Steel..... 70&10&10%
Royal Metal..... 67&5%
Steel B. C. Co..... 70&10%
Steel, Copperplated..... 70%
Victor Bronze 70%
Victor Steel..... 75%

Sash Cord and Weight Fastener
Ives.... .....40%

Sash Cord—
Cable Laid Italian ..... ₩ lb 16@18c
Cable Laid Russia ..... ₩ lb 13c
Common India ..... ₩ lb 10@10½c
Patent Russia ..... ₩ lb 14c
Patent India ..... ₩ lb 12½@ 3
Silver Lake:
A Quality, Drab..... ₩ lb 40c
A Quality, White..... ₩ lb 45c
B Quality, Drab..... ₩ lb 35c
B Quality, White..... ₩ lb 30c

Sash Fasteners.
Imperial 33⅓%
Sash Rollers... ..... 70%
Ives Casement Fasteners..... 40%
Champion 50%
Monitor, Steel..... 25%
Shutter Sheaves..... 60%
Window Screen Sash Lifts..... 70%

Sash Locks—
Champion Meeting Rail..... 50%
Champion Side..... 50%
Ives' Patent:
Bronze and Brass..... 60%
Crescent..... 50&10%
Iron 60%
Window Ventilating..... 60%
Robison Patent Ventilating Sash Lock..... 40%
Wrought Bronze and Brass 55%
Wrought Steel..... 55%
Payson's Signal 80%
Pullman Pat. Ventilating..... 25%

Sash Weights—
Ton lots at factory (Eastern).... $

Sausage Stuffers or Fillers—
Enterprise Mfg. Co..... 25@35&5%
National Specialty Mfg. Co..... 30%

Saws—
Atkins:
Band 2 to 14 in. Wide..... 9
Band ½ to 2-16 in. Wide.....

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"PULLMAN" SASH SPRING BALANCES.



Used in the Finest New Buildings

Just as good for Old Buildings

If you have not a stock for Spring trade, ORDER NOW!

PULLMAN MFG. COMPANY,
ROCHESTER, N. Y., U. S. A.

DEALERS

should insist on their jobbers supplying them with **Pelouze Family Scales** having the **New Silver Finished Dials.**

Capacity 24 pounds by ounces.

The best and handsomest finished scales on the market. While superior in many ways to other makes, prices are as low.

Send for complete Catalogue G; 40 styles: Counter, Family, Market, Candy and Postal Scales, Ice Scales, Spring Balances, etc.

Order through your jobber.

Insist on **Pelouze Scales** with **Silver Finish Dial.**

PELOUZE SCALE & MFG. CO.,
118-133 W. Jackson Boul., CHICAGO.



No. 190 Silver dial, tin scoop.
No. 200 Silver dial, steel platform.

Received Highest Award at World's Fair, St. Louis.

The EXCELSIOR CARPET STRETCHER and TACK HAMMER Combined.

THE most complete machine for putting down carpet, either by Housekeeper or Expert, yet invented. Stretches smoothly and evenly; holds securely while operator detaching hammer, has both hands free to arrange and tack. Hammer being part saves hunting up, as with other Stretchers. Easy to operate, inexpensive. Each in a neat box. **"The Housekeeper's Friend."** Postal brings retailers Display Card free. Ask your jobber for the **"Excelsior"** or write

WITHDRAWN FROM CATALOG HOUSES.

OVER 500,000 IN SERVICE PROVE ITS MERITS, SOLD BY HARDWARE DEALERS



SELLS ON SIGHT.

R. W. MONTROSS,

Sole Manufacturer GALIEN, MICH.



Rust--Storm--Fire--Proof Metal Shingles

and Tiles from Tin, Galvanized Tin and Copper

are the best for suburban or country houses.

We have the largest variety of styles. They require no painting or after care. We have



A Profitable Proposition FOR Every Hardwareman

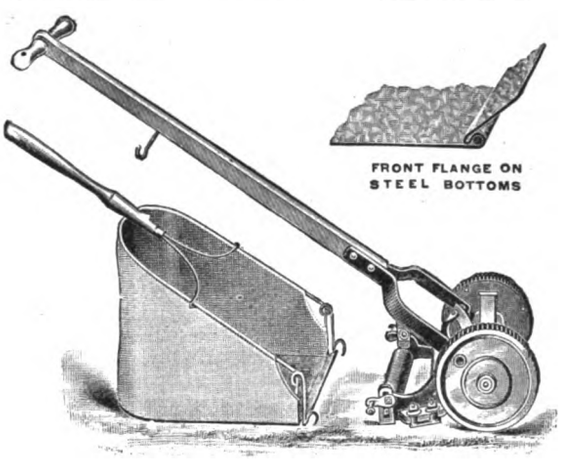
Get in line—write us and be convinced.

Mention HARDWARE.



The National Sheet Metal Roofing Co.

238-246 GRAND ST., JERSEY CITY, N. J.



FRONT FLANGE ON STEEL BOTTOMS

EASY EMPTYING GRASS CATCHERS

are now made with

GALVANIZED STEEL BOTTOMS

having adjustable Front Flange, as well as with regular duck bottoms. Made in two sizes, which fit any size or make of lawn mower, and are guaranteed to give entire satisfaction.

Sold through Hardware Jobbers.

MANUFACTURED BY

The Specialty Mfg. Co.

St. Anthony Park, Minn.

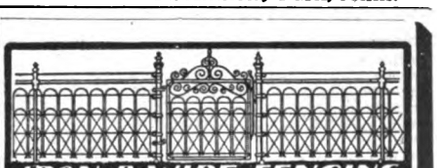
Search the world over for Glass Cutters that in any way can be compared with Barrett's Glass Cutters. Their surpassing excellence has found for them a ready market in all parts of the world.

BARRETT'S GLASS CUTTERS

Are profit bringers. If you are not handling them a single order will convince you. Write us to-day.

Mention Hardware.

W. L. Barrett, Bristol, Conn., U. S. A.



IRON & WIRE FENCING

FOR ALL PURPOSES

ENTERPRISE FOUNDRY AND FENCE CO.

115 S. Senate Ave. Indianapolis, Ind.

GOOD AGENTS WANTED TO SELL

H. & R. Single Gun AUTOMATIC AND NON- Ejecting.

12 & 16 GAUGE
Steel and Twist Barrels

20 GAUGE,
Steel Barrel.



Simplest "Take Down" Gun Made.

Superior in Design, Workmanship and Finish, and the Most Popular Gun on the Market.

HARRINGTON & RICHARDSON ARMS CO.,

Also makers of H. & R. Revolvers.

Catalog on Request. WORCESTER, MASS.

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Butcher....40&10%
Framing and Compass....40%
Circular....50%
Cross Cut....33&5%
Gang....50%
Hand, Panel and Rip....40%
Wood....40&10%
Diamond Saw and Stamping Works:
Sterling Kitchen Saws....25%
Disston's.
Circular, Solid and Inserted Tooth.50%
Band 3 in. to 16 in. Wide....60%
Band ¼ in. to 1¾ in....60%
Cross Cuts....50%
Narrow Cross Cuts....55%
Mulay, Mill and Drag....50%
Framed Wood Saws....35%
Wood saw Blades....35%
Wood Saw Rods....35%
Hand Saws, No. 12, 99, 9, 16, D100, D8, 190, 76, 77, 4....25%
Hand Saws, Nos. 7, 107, 107½, 3, 1, 0, 00, Combination....30%
Compass, Keyhole, Pruning, Dovetail, &c....25%
Butcher Saws and Blades....35%
C. E. Jennings & Co.'s:
Butcher....30&10
Hand Panel, Rip and other Saws 30&2½&10%
Peace:
Cross Cuts....50%
Hand Panel and Rip....30%
Richardson:
Circular and Mill....50%
X Cuts....50%
Hand Saws....30%
Star, Butcher....25%

BACK SAWS AND FRAMES—

Chatillon....30%
Diamond Saw and Stamping Works:
Sterling Hack Saw Blades....35%
Sterling Hack Saw Frames....20%
Disston's:
Concave Blades....25%
Keystone, Flexible Back and Machine Blades....40%
Hack Saw Frames....30%
Griffin's:
Complete....40&10%
Saw Blades....8½&5&10
Star, Saws and Blades....25%

Saw Filer—

Disston's D8 Clamp and Guide, $30.00
⅋ doz....30%

Saw Frames—

C. E. Jennings & Co....20%
Richardson's Wood....net

Saw Sets—

Atkins:
Criterion Saw Sets....⅋ doz. $6.00
Excelsior Saw Tools....⅋ doz. 6.00
Disston's Monarch, Nos. 1 & 10 and Star....30%
Hart's Pat. Lever....20%
Kohler's:
"Giant Royal"....⅋ doz. net $8.50
"Royal"....⅋ doz. net 5.00
Morrill's:
No. 1, $15.00; No. 10, $15.63; No. 11, $15.63....50%
Cross Cuts Nos. 3 and 4, $20.63; No. 5, $30.00....50%
Richardson's....25%
Seymour Smith & Son, Hammer ⅋ doz....$4.75
Stillmans....⅋ doz. 1.00
Taintors Positive....$18.00 ⅋ doz. 60%

Scales—

Chatillon's:
Eureka....25%
Favorite....40%
Grocers' Trip Scales....50%
Family, Turnbull's....30@30&10%
Hatch:
Counter....40%
Tea....40%
Union Platform Plain....1.80@ 2.00
Striped....2.00@ 2.20
Pelouse....50%

Scale Beams—

Chatillon's No. 1....30%
Chatillon's No. 2....40%

Scrapers, &c.—

Adjustable Box Scraper (S. R. & L. Co.) $6 00....40&10%
Box, 1 Handle....⅋ doz. $2.00
Box, 2 Handle....⅋ doz. $3.00@4.00
Foot....55&5@60&5%
Ship Common....⅋ doz. $3.40 net
Ship, R. I. Tool Co....10%

SIDEWALK—

Kohler's, Steel No. 7....⅋ doz. $2.50

Screens—

DOOR—

Phillips: ⅋ doz.
Style E, 7½ in....$10.00
Style O77, 4-in....7.50
Style X Y, 7½-in....10.50

WINDOW AND FRAMES—

Phillips:
Flyer Pattern....60&10@60&10&5%
Air Line Pattern....60&10%
Perfection....60& 10@60&10&5%
Screen Frames....60&5@60&10%

Screw Drivers—

Brace Screw Drivers....35&10&5%
Buck Bros....30%
Screw-Driver Bits....37½%
Champion....40%
Disston's Flat Blade, Electri, Telegraph and Cabinet Makers'....70%
Electric Spiral No. 01..⅋ doz. $5.00 net
Electric Spiral No. 02..⅋ doz. 5.00 net
Ellrich's Socket and Ratchet....40&10%
Fray's Hol. Hdle. Sets, No. 3...$12, 50%
C. E. Jennings & Co....40&10%
Jennings & Griffin....60%
Sargent & Co.'s:
No. 1 Forg. Blade...50&10@50&10&5%
Nos. 20 and 40....60%
Screw-Driver Bits (Snell's) ⅋ doz....60c
Stanley R. & L. Co.'s:
No. 64, Varnished Handles...60&10%
No. 66....70&10%
Snell's No. 5....75%
No. 10....80%
Nos 20 and 30....70%
Tower & Lyon:
Champion....40%
Magazine....25%
Machinists'....40%
Balsley's Patent....33⅓%

Screws—

WOOD SCREWS—

List, July 22, 1903.
Drive Screws, Diamond Point.87½&10%
Iron, Bright Flat Head....87½&10%
Iron, Bright Round and Oval Head 85&10%
Brass, Flat Head....85&10%
Brass, Round Head....80&10%
Bronze, Flat Head....77½&10%
Bronze, Round Head....75&10%
Nickel Plated, Iron Flat Head.77½&10%
Nickel Plated, Iron Round Head 77½&10%

MACHINE—

List, January 1, 1898.
Brass, Flat Head, Brass, Round Head, Iron, Flat Head, Iron, Round Head.... 50@50&10%

COACH, LAG AND HAND RAIL—

G. P. Coach. List, Oct. 1, 1899. 75&12½&5
Hand Rail....70&10@70%
Lag Screws. List, Oct. 1. 1899.
Cone Point....75&17½&5

BENCH, HAND, ETC.—

Bench, Iron, ⅋ doz., 1 in., $2.50 @ $3.75
1¼, $3.00@3.25; 1¼, $3.50@3.75
Bench, Wood, Beech....30@30&5%
Hand, Wood....30@30&5%
Jack Screws, Millers Falls, Roller Bearing....50&10%
Jack Screws, Millers Falls, without Roller Bearing....50&10&10%
Jack Screws, P. S. & W....50@50&5%
Jack Screws, Sargent's....70&10%

Scroll Saws—

Cricket....10&10%
C. E. Jennings & Co....25%
Lester, complete, $10.00....15&10%
Rogers, complete, $4.00....15&10%

Scythes— ⅋ doz

Wadworth's:
Natural Finish, Grass..
Polished Blade, Grass..
Painted or Bronzed, Grass.... 20%
Clipper, Grain....
Weed and Bush....

Scythe Rifles.

8-oz....$10.00 ⅋ gro. 4-oz....$12.00 " " 40%

Scythe Stones.

No 1 Indian Pond....$7 00 ⅋ gro.
No 2 " " 4 50 " "
White Mountain....9.00 " "
Black Diamond....12.00 " "
Lamoille....11.00 " "
Green Mountains....6.00 " "
Leader Red End....4.50 " "
Willoughby Lake....9.00 " "
Extra Quinnebog....7.00 " "
Pike's Corundum....24 00 " "
" Emery....15.00 " " 40%

Seeders—

Raisin, Enterprise....35@30%

Shears—

Acme (Cast)....40@40&5%
Ætna, Steel Japanned....30&20%
Ætna, Steel Nickeled....70&20%
Barnard Lamp Trimmers....40%
Carrier Cutlery Co.:
N. P. Straight Trimmers....66⅔%
N. P. Bent Trimmers....66⅔%
Japanned Straight....70&10%
Japanned Bent....70&10%
Cronks:
Nickel Plated....60&10%
Japanned....60&20%
Heinisch's:
St Trimmers, etc..60&10@60&10&10%
Tailors' Shears....40%
Tinners' Snips....40%
Pruning. See Pruning Hooks & Shears.
Seymour's Standard List:
Japanned....70%
Nickeled....60%
Standard Cutlery Co.:
Japanned....70&10%
Nickeled....60&10%
Star Brand:
Nickel Scissors....60%
Nickel Shears....60%
Japan Shears....70%
Tailors' Shears....40&10%
Pruners....70%
Tinners' Snips....40&10%

Shears, Hedge—

Wm. Wilkinson & Sons....30%

Sheaves—

SLIDING DOOR—

Corbin's list....60&10&2½
Hatfield's Pattern....70&10@30%
Stowell's Anti-Friction....50%
Patent Roller....60&10@60&10&5%

SLIDING SHUTTER—

Sargent's list....70%

Shells—

See Ammunition.

Ship Tools.

L. & I. J. White....25%

Shot—

See Ammunition.

Shovels and Spades—

Association List, Nov. 15....40%
F. E. Kohler Co....net prices
Avery Stamping Co....net prices

Shutter Bars—

Ives'....45%

Shutter Bolts—

See Bolts, Shutter.

Sifters, Flour—

Hunter's Genuine ⅋ gross, $10.50@$11.50

Skate Sharpeners—

Eureka....⅋ doz. $1.75; ⅋ gro. $18.00

Slaters Tools—

Plumbs....30%

Slaw and Kraut Cutters—

Disston's:
Slaw, Vegetable, Corn Grater, Turnip Shredder....40%
Kraut Cutters, 24x7, 36x6, 30x9....55%
Kraut Cutters, 36x12, 40x12....40%
Enterprise Mfg. Co....25@30%
Tucker & Dorsey:
1 Knife....⅋ gro. $18.00@$20.00
2 Knives....⅋ gro. $3.50@ 30.00
Kraut Cutters....40%
Woodrough & McParlin....40%

Sledges and Heavy Hammers—

See Hammers.

Slicers—

Vegetable, Enterprise....35%

Smiths' Bellows—

See Bellows.

Snaps, Harness, &c.—

German, new list....40@40&10%
Sargent's:
Patent Guarded....66⅔%
Covered Spring....50@55%
Covert Mfg. Co.:
Covert Breast Strap Bkle snaps40%&2%
Yankee Breast Strap Buckle Snaps30%
Breast Strap Protector....45%&2%
Double for Bits or Trace Carrier....45%
Trojan Snaps....45%
High Grade Snaps....45%
Jockey Snaps....30&10%
Derby Snaps....30&5&2%
Rope Snaps....40&2%
Yankee Snaps....30&5&2%

Scythe Snaths—

National Snath Co:....45@50%
Grain Cradles....40%&12½%

Spoke Shaves—

Bailey's (Stanley R. & L. Co.)...50&10%
Iron....⅋ doz. 50&10%
Millers Falls....15&10%
Seymour Smith & Sons, Iron....20%
Wm. Johnson's:
Wood, Best....30%
Wood, 2d quality....33⅓%

Spoons and Forks—

Boardman's:
Nickel Silver, Catalogue "D" net, List

SILVER PLATED FLAT WARE—

L. Boardman & Son..Catalogue "D" net List
"1847"....40&10%
"Anchor"....50&10%
"Eagle"....50&10%
"Star"....50&10%
Rogers, Smith & Co....50&10%
Rogers & Hamilton....50&10%
Holmes & Edwards....50&10&10%
German Silver, unplated....60@60&10%

KNIVES AND FORKS NO. 1— ⅋ doz. net

"1847"....$2.50
"Anchor"....3.25
"Eagle"....3.25
"Star"....3.25
Rogers, Smith & Co....3.25
Rogers & Hamilton....3.25
Holmes & Edwards....3.00

Springs—

See Door Springs.

Spring Balances—

See Balances.

Spring Hinges—

See Hinges.

Squares—

Disston's Try Square and T Bevels, new List, 70%
TrySquare and T Bevel 60&10&10&10%
Winterbottom's Try and Mitre....40&10%
Nickel Plated. New List Jan. 5, 1900....70&10&10%
Steel and Iron....70&10&10%

Staples—

Barbed Blind—⅛, ⅝, and ¾ inch, ⅋ lb....6½c

FENCE—

Same price as Barb Wire. See Trade Report.

Stay Rollers—

Cronk's, No. 50 Net per doz....$1.00
" No. 55 " " " 60c
" No. 56 " " " 84c
" No. 60 " " " 84c
" No. 68 " " " 80c

Steels—

Chatillon's "Dicks"....30%

Stocks and Dies.

BICYCLE—

Holroyd & Co....40&10%

BLACKSMITH'S—

Butterfield's....35@40%
Gardner....33⅓&10%
Holroyd & Co....50,10&5%
Holroyd's R'd Adj Screw Plates....50%
Lightning Screw Plate....35%
Reece's New Screw Plates....35%

PIPE MAKERS—

Holroyd & Co....30&10%@30&10&

Stones—

See Oilstones.

Stops—

See Bench Stops.

Store Door Handles—

See Handles.

Store Ladders—

Lane's....
Myers' Noiseless....

Stove Bolts—

See Bolts.

Stove Polish—

See Polish, Stove.

Sweepers—

See Carpet Sweepers.

Tackle Blocks—

See Blocks.

Tacks, Brads, &c.

List Jan. 15, 1899.
American Cut Tacks....90&20%
S. S. Cut Tacks....90&20&5%
Carpet Tacks:
American, Blued....90&25&5%
American, Tinned....90&25&5%
Swedes Iron Tacks.
S. S....90&30&10&5%
Bill Posters' and Railroad Tacks:
S. S....90&45&5%
Common and Patent Brads...80&10&5%
Gimp Tacks:
S. S....90&45&5%
Hungarian Nails, Steel....80&20&5%
Lace Tacks:
S. S....90&45&10%
Looking Glass Tacks....65&5%
Trimmers' Tacks:
S. S....90&30&10&5%
Trunk and Clout Nails:
Steel, Black....80&10%
Steel, Tinned....80&10%
Upholsterers's Tacks:
S. S....90&40&5%

MISCELLANEOUS—

Double Point, in dozens....90&4 tens
Shade, in dozens....90&10&10%
Shade, in bulk....80%

Tack Pullers

Columbia, No. 1, ⅋ doz., net....$6 00
Columbia, No. 2, ⅋ doz., net....1.00
Little Jack....⅋ doz....1.00

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WIRE GOODS

of every description for office and household. Send for Catalog No. 15.

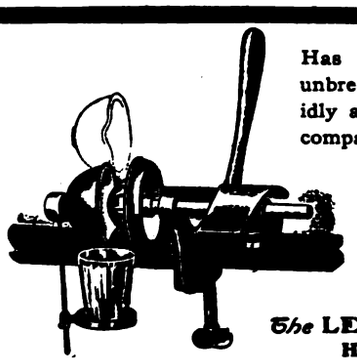
We do TIN PLATING

We pride ourselves on the excellence of our goods and their low prices.

J. R. Dawson Mfg. Co.

1520 & 1522 N. Palethorp St., Phila. Pa.
N. Y. office, 434 Broome St.

The "Leader" Lemon Squeezer



Has no loose parts. Is unbreakable. Works rapidly and thoroughly. Most compactly put together.

Two styles — nickel plated and Japanned.

Mention HARDWARE.

The LEADER MFG. CO.
Hartford, Conn.



THERE'S A HEAP O' SATISFACTION

in a name—a name that stands for bestness—best quality.

Take Axle Grease for instance: if there's any kind that gives all-a-round and lasting satisfaction, it's

FRAZER'S AXLE GREASE.

Its the Grease of quality; puts all the "just as good as" Frazer kind in the shade. Sells quickest; lasts longest. Sold in boxes, cans, pails, kegs. barrels. The question is: how much do you need?

FRAZER LUBRICATOR COMPANY,
85 Murray St., New York.



DEALERS

Throw your line among fishermen and you'll get a **strike**—with a rush for the goods—if it's the general line of

Pflueger's Fine Fishing Tackle

made only by the

ENTERPRISE MFG. CO.

Twenty-five years' experience, combined with the largest manufacturing facilities in this country, enable us to produce a superior line of fishing tackle that fishermen insist on having.

Hooks, Flies, Trolls, Spinners, Phantoms, Reels, Furnished Lines, everything in fishing tackle, packed for effective display—best selling line you can carry.

PFLUEGER'S PATENTED REVERSIBLE HINGE INSURES FREE SPINNING AND PREVENTS BENDING OR BREAKING

NOTICE

Free to any dealer in SPORTING GOODS, sent express prepaid, 155 page illustrated catalogue No. F23, Metal Fish Sign and Window Transparency in eight color lithograph.

The ENTERPRISE MFG. CO.

Akron, Ohio, U. S. A.



A Kettle that Gives Pleasure

and makes work easy because it is light, smoothly finished and can be handled without the usual strain.

Let us have your order for trial lot.

BLACKLOCK FOUNDRY

SOUTH PITTSBURG, : : TENN.

Manufacturers of Country and Stove Hollow Ware, Sad Irons Etc.

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Tapes, Measuring—

Eddy's.
American Asses' Skin.....40&10@50%
Leather Case.....25@35&10%
Star Steel.....40@40&10%
Steel.....30&5@35%
Chesterman's.....25@35&5%
Keuffel & Esser Co.:
"Favorite" As- Skin ...40&10@50%
" Duck and Leather 25&5@35&10%
Metallic Steel... } Lower List .....35@35&5%
Pocket.....35@35&10%
Lufkin's Steel and Metallic....30@33⅓&5

Tap Borers—

See Borers, Tap.

Taps—

American Screw Co.:
Machine Screw.....70%
Holroyd & Co.'s:
Blacksmiths.....65&10%
Machine Screw.....75&10@80%
Machinists' Hand:
1-16 to 1¼ in. inc.....65&10%
1⅝ to 2.....50, 10&5%
2 1-8 to 3 in. inc.....33⅓&10%
3 1-8 to 4 in. inc.....20%
Pipe, ⅛ to 1¼.....60&20%
Pipe, 1⅜ to 2 in.....60&15%
Pipe 2½ & 4 in.....66⅔&15%

Tap Wrench—

Rollis Hdw. Co. $6.00.....50%

Thumb Latches—

See Handles.

Ties, Wall and Veneer—

The Metal Stamping Co., Niagara 20&10%

Tinware—

Stamped, Japanned and Pieced, Net Prices

Tire Bolts—

See Bolts.

Tobacco Cutters—

National Specialty Co.....40%
Enterprise Mfg. Co.....25@30%

Toilet Clippers—

See Clippers.

Trammel Points—

C. E. Jennings & Co., "Eureka"...25%
Disston's.....70%
Sargent's.....40&10%
Stanley's.....30&10%

Transom Lifters—

Payson's Solid Grip, Nos. 643 and 644, ℔ 100. ..... net. $13.00
Payson's:
Balance, Iron List.....70&10&10%

Traps—

FLY—

Balloon.....℔ dos. $1.35, ℔ gro. $12.00
Globe.....℔ dos. 1.35, ℔ gro. 12 00
Harper.....℔ dos. 1.40, ℔ gro. 13.50

GAME—

Enterprise Mole.....15&10%
Hawley & Norton.....65%
Newhouse.....45@45&5%
Victor.....70&10@70&10&1%

MOUSE AND RAT—

Hotchkiss:
Metallic Mouse.....50%
Improved Rat.....50%
New Rat.....50%
Mouse, Round Wire, ℔ dos...$1.00, 10%
Mouse, Wood, Choker, ℔ dos. holes, 9c
Marty French Rat and Mouse Traps (Genuine):
No. 1, Rat, each $1.31, ℔ doz...$13.25
No. 2, Rat, ℔ dos., $6.50; case of 50.....3.75
No. 3½, Rat, ℔ dos., $5.25; case of 72.....4.70
No. 4, Mouse, ℔ dos., $3.85; case of 150.....3.00
No. 5, Mouse, ℔ dos., $3.00; case of 150.....2.25
Smith & Egge Mfg. Co.: ℔ dos.
Superior Rat Trap.....$15.00
Yankee Mouse Trap.....5.50
Yankee Rat Trap.....11.00

Trouser Hangers—

Pullman No. 1, ℔ gro.....$ 9.00
" " 4, ℔ gro..... 24.00

Trowels Mechanics—

Brade's Brick.....30%

Disston's:
Brick and Pointing.....30%
Plastering.....25%
"Standard Brand" and Garden...35%

C. E. Jennings & Co.:
Brick.....30%
Plastering.....25%
Pointing.....30%
W. & McP. Plastering.....25%
"Rose" Brick, Plastering and Mould-ers.....25&5%

Trowels, Garden—

Kohlers:
Mal. Hdl. Jap.....℔ gross, net, $5.00
" " Tinned.....net, 6.20
Wood Hdl, per gross, net. $4.50
Disstons.....35%

Vegetable Slicers—

Enterprise Mfg. Co 25%

Vises—

Oval Slide.....60&10%
Solid Box.....60&10@60&10&10%
Columbian Hdw. Co:
Nos. 110 and over.....50%
Nos. 100 and under.....50&10%
Solid Box, Horseshoers', Nos. 60, 65 and 70.....50&10%
Armstrong's:
Combination.....50%
Plain and Hinge.....60%
Bonney's Champion.....40 & 10%
Holland's.....40%
Howard's.....40%
Little Giant Bench.....35&10%
Lowell Hand.....33⅓%
Massey:
Perfect.....30%
Clincher.....35@40%
Wood-Working.....15@20%
Planer.....15@20%
Comb. Pipe.....40%
Millers Falls:
Mechanics'.....10%
Oval Glide.....60&10%
Ball Clamp.....45&10%
Hand.....15&10%
Moore's.....30%
Prentiss.....30@35%
Sargent's.....40%
Snediker's.....30@33⅓%
Stephens.....30@33⅓%
Trenton.....40@40&5%
Wright's Pipe.....40%

SAW FILERS—

Bonney's Nos. 1 & 2.....40%
Wentworth's.....40&10@50

Wads—

See Ammunition.

Wagon Jacks—

Auto Screw Jacks.....30&5
Covert Mfg. Co.'s, Steel.....45&2%
Lane's Steel.....30&10%

Washer Cutters—

Otis A Smith's.....30&10&10%

Weights, Hitching—

Covert Mfg. Co.....40&2%

Well Wheels—

Japanned, 8 to 14 inches..... Net

Wood Extracters—

"Pastime".....℔ doz. $1.75 net

Window Cleaners—

Barnes Mfg. Co.....60%
Bosley's Peerless.....60%
" X. L. C. R.....70%
Clayton's.....35&10%
Phœnix.....60%

Window Stop Adjusters—

Ives' New List.....35%
Taplin's "Perfection".....35%

Wire Gauges—

See Gauges.

Wire and Wire Goods—

Brass Wire.....30%@3(&5%
Bright Wire Goods, New List June 24, 1903..90&10&10&10
Cast Steel Wire.....50%
Copper Wire.....15%
Annealed and Tinned on Spools 70&10&10%
Brass and Copper on Spools, 60&10@60&10&10%
Spooled Wire, ass'd for Retailing.70&5%
Market Wire, Bright or Annealed:
Nos. 6 to 9.....80&5%
Nos. 10 to 18.....80%
Nos. 19 to 26.....80&10%
Nos. 27 to 31.....80&5%
Galvanized:
Nos. 15 to 26.....75&5%
Coppered:
Nos. 6 to 14.....75&10%
Nos. 15 to 18.....75&10%
Tinned:
Nos. 6 to 14.....77½%
Nos. 15 to 18.....75&5%
Cast Steel.....65%
Charcoal Iron.....60%
Gun Screw.....65%
Picture Wire, List of Oct. 2, 1900.... 85&10@85&10%&10
Stub's Steel Wire.....$6.00 to £ 33⅓%

Wire Clothes Lines—

See Lines.

Wire Cloth, Netting, &c.—

Galvanized Wire Netting.80&10@80&15%
Painted Screen Cloth, good quality, ℔ 100 sq. ft. 1.20@1.25

Wire Rope—

Bright.....50&2½%
Iron, Galvanized.....42½&2½%

Wire Rope Clips—

Crosby.....25%

Wire Stretchers—

W. C. Heller's Grip .....℔ doz. $1.80

Wrenches—

Agricultural.....75&10@75&10&10%
Alligator.....70&10%
Baxter's.....70@70&10%
Machinists.....50%
Solid Handle.....50%

Bemis & Call's:
Briggs Pattern.....30&10%
Improved Pipe, Bright.....60%
Patent Combination Black.....40&5%
Patent Combination Bright.....40%

Bicycle:
Club.....40%
Superior.....40%
Featherweight.....40%
Protection.....40%
Boardman's.....30@33⅓%

Coes':
Genuine.....40&10&5&5%
"Mechanics'".....40&10&10&5&5%
Coes' Pattern, Wrought Bar...60&10@65&10%
Donohue's Engineer.....60&10%
Eagle Pipe.....50&10%
Gem.....30%
Stillson Pipe.....60&10%
Acme.....60@60&10%
Bull Dog.....70%
Hercules.....70%

PAINTS, OILS AND COLORS.

Oils—

Linseed, City, Raw, in barrels, ℔ gal. 48c
Linseed, City, Boiled, in barrels, ℔ gal. 50c
Out of Town on Spot.....℔ gal. 47c
Calcutta, Raw, in barrels.....℔ gal. 55c
Lard, Prime City.....℔ gal.....57@59c
Lard, Extra, No. 1.....48@49c
Lard, No. 2.....36@38c

Paints and Colors—

Barytes, Foreign Floated, ℔ ton, $16.50@19.00
Barytes, American Floated, ℔ ton, $17.00@$18.50
Barytes, Crude.....℔ ton $10.00@11.00
White Lead, American, Dry, in bbls. ℔ lb. 6c
White Lead, American, in Oil, in lots of less than 500 lbs.....℔ lb. net 7c
In lots of 500 lbs. and over...℔ lb. 6¼c
White Lead, Eng., in Oil..℔ lb.....9¼c
Litharge, Kegs.....℔ lb. 6¾@7¼c
Zinc, American, Dry.....℔ lb. 4 5-8@5c

Putty—

In bulk.....$1.15
In bladders.....$1.75@2
In cans, 12½ lb to 25 lb.....$1.10@1.60

Spirits Turpentine—

In regular bbls.....56@ 56½c
In machine bbls.....56½@57c

Dry Colors—

	℔ lb.
Blue, Chinese	20 @25 c
Blue, Prussian	28 @34 c
Blue, Ultramarine	5 @15 c
Sienna, Italian, burnt & powdered	3 @ 6½c
Sienna, Italian, raw & powdered	3 @ 6½c
Umber, Turkey, burnt	2½@ 5½c
Umber, Turkey, raw	2½@ 5½c
Green, Chrome, Ordinary	5 @ 7 c
Green, Paris, in kegs	12½@14½c
Indian Red, American	3 @ 5½c
Indian Red, English	4½@ 5½c

Colors in Oil—

Black Lampblack, best.	12 @14 c
Blue, Chinese	35 @40 c
Blue, Prussian	28 @35 c
Blue, Ultramarine	14 @16 c
Sienna, burnt	11 @13 c
Sienna, raw	11 @13 c
Umber, burnt	12 @15 c
Umber, raw	11 @14 c
Brown, Vandyke	11 @14 c

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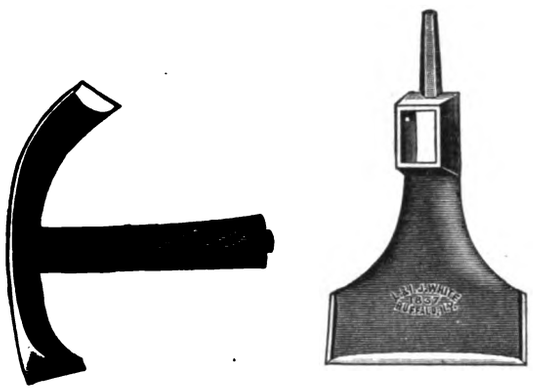
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* *

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FRAME, TOP LEVER, FOREND, TRIGGERS AND GUARD,—Especially prepared steel, drop forged, best obtainable for this purpose, nicely polished, blued and case hardened, with neat scroll on side of frame.
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American Fork and Hoe Co., Cleveland, O.

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Magnolia Metal Co., New York.

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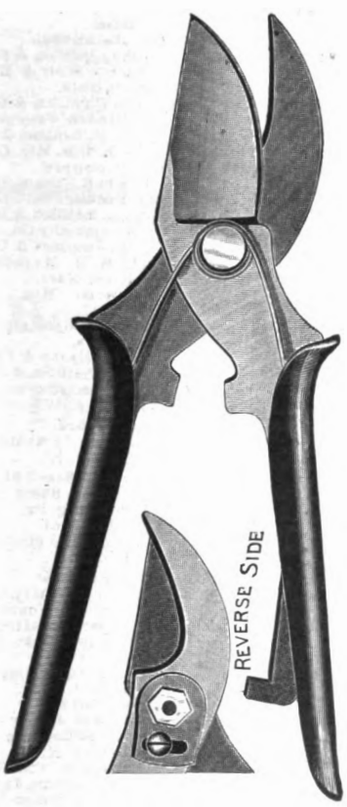


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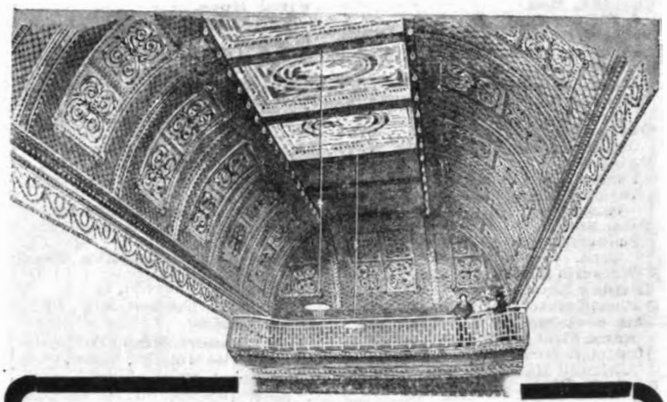
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Cronk & Carrier Mfg. Co., Elmira N. Y.
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Cronk & Carrier Mfg. Co., Elmira, N. Y.
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Osgood Scale Co., Binghamton, N. Y.
Dampers.
Fanner Mfg. Co., Cleveland, O.
Taylor & Boggis Foundry Co., Cleveland, O.
Dies, Steel.
Schwerdtle Stamp Co., Bridgeport, Conn.
Walworth Mfg. Co., Boston, Mass.
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Piqua Bracket Co., Piqua, Ohio.
Dog Collars and Muzzles.
Alfred Field & Co., New York.
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American Hardware Mfg. Co., Ottawa, Ill.
Columbian Hardware Co., Cleveland, Ohio.
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Pullman Mfg. Co., Rochester, N. Y.
Door Checks and Springs.
Sargent & Co., New York.
Door Pulls
Columbian Hardware Co., Cleveland, Ohio.
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Columbian Hardware Co., Cleveland, Ohio.
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Columbian Hardware Co., Cleveland, Ohio.
Dormant Scales.
Osgood Scale Co. Binghamton, N. Y.
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Drills, Blacksmiths', Etc.
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The Bronson Walton Co., Cleveland, O.
Dumb Waiters.
Kimball Bros. Co., Council Bluffs, Iowa.
O'Neill Elevator Co., Philadelphia, Pa.
Storm Mfg. Co., Newark, N. J.
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Felix P. J. Daus Duplicating Co., New York.
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Berger Bros. Mfg. Co., Philadelphia, Pa.
Edge Tools.
L. & I. J. White Co., Buffalo, N. Y.
Egg Beaters (Dover).
Holt Lyon Co., Tarrytown, N. Y.
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Kimball Bros. Co., Council Bluffs, Iowa.
O'Neill Elevator Co., Philadelphia, Pa.
Storm Mfg. Co., Newark, N. J.
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Baeder, Adamson & Co., New York, Philadelphia, Boston and Chicago.
Emery Paper and Cloth.
Baeder & Adamson Co., Phila. and New York
Emery Wheels.
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Pelouze Scale & Mfg. Co., Chicago.
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Faucets, Wood.
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Enterprise Foundry & Fence Co., Indianapolis, Ind.
Stewart Iron Works, Cincinnati, O.
Van Dorn Iron Works Co., Cleveland, Ohio.
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Geneva Tool Co., Geneva, O.
Files.
G. & H. Barnett Co., Philadelphia.
Alfred Field & Co., New York.
Nicholson File Co., Providence, R. I.
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E. E. Nice, Philadelphia, Pa.
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Champion Safety Lock Co., Geneva, O.
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Alfred Field & Co., New York.
Harrington & Richardson Arms Co. Worcester, Mass.
J. Stevens Arms & Tool Co., Chicopee Falls, Mass.
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Enterprise Mfg. Co., Akron, Ohio.
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Enterprise Mfg. Co., Akron, Ohio.
Fish Hooks, Hinged and Flatted.
Enterprise Mfg. Co., Akron, Ohio.
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Fishing Tackle.
Enterprise Mfg. Co., Akron, Ohio.
Clark, Horrocks & Co., Utica, N. Y.
J. M. Mast Mfg. Co., Lititz, Pa.
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Columbus Bolt Works, Columbus, O.
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Sargent & Co., New York.
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Alaska Freezer Co., Winchendon, Mass.
Fruit Jar Wrenches.
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Fuller Bros. & Co., New York.
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American Fork and Hoe Co, Cleveland, O.
Geneva Tool Co., Geneva, O.
Garden Hose.
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Garden Rakes—Steel.
American Fork and Hoe Co., Cleveland, O.
Cronk & Carrier Mfg. Co., Elmira, N. Y.
Geneva Tool Co., Geneva, O.
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American Fork and Hoe Co., Cleveland, O.
Geneva Tool Co., Geneva, O.
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American Fork and Hoe Co., Cleveland, O.
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Berger Bros. Co., Philadelphia.
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McKinney Mfg. Co., Allegheny, Pa.
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Hinges.
Columbian Hardware Co., Cleveland, Ohio.
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Hinges, Gossett's Detachable Suspension.
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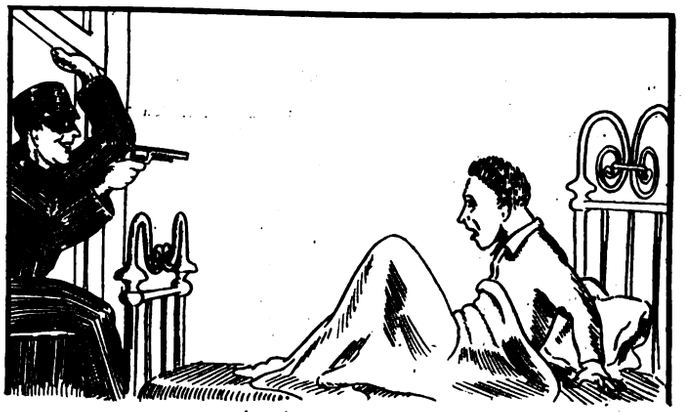
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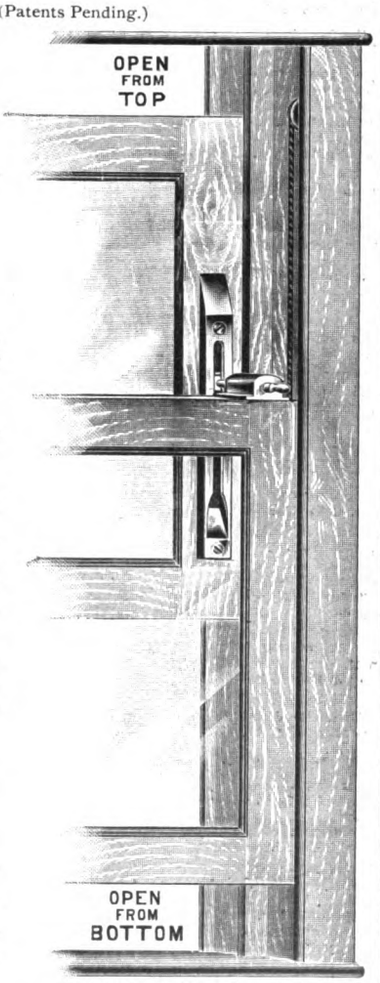
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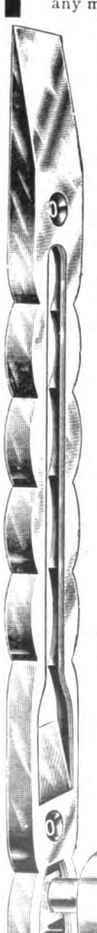
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Draws sashes tightly together, preventing rattling and draught.

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Not necessary to cut sashes to attach.

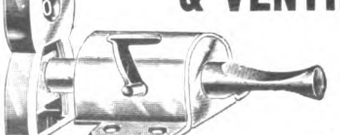
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According to style and finish.

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Van Dorn Iron Works Co., Cleveland, Ohio.

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Voorhees Rubber Mfg. Co., Jersey City, N. J.

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Cushman & Denison, New York

Patents.
Davis & Davis, New York.

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Alfred Field & Co., New York.
Walworth Manufacturing Co., Boston, Mass.

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Armstrong Mfg. Co., Bridgeport Conn.
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I. E. Palmer, Middletown, Conn.

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Stewart Iron Works, Cincinnati, O.

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McKinney Mfg. Co., Allegheny, Pa.

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Magnolia Metal Co., New York.

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Joseph Rodgers & Sons, New York and Sheffield, England.

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Savage Arms Co., Utica, N. Y.
J. Stevens Arms & Tool Co., Chicopee Falls, Mass.

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Garland Nut & Rivet Co., Pittsburgh, Pa.
C. C. & E. P. Townsend, New Brighton, Pa.

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Columbus Bolt Works, Columbus, O.

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Stowell Mfg. Co., Jersey City, N. J.

Roofing, Gravel.
Stowell Mfg. Co., Jersey City, N. J.

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Berger Bros. Co., Philadelphia.
National Sheet Metal Roofing Co., Jersey City, N. J.
Stowell Mfg. Co., Jersey City, N. J.

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National Sheet Metal Roofing Co., Jersey City, N. J.

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Columbus Bolt Works, Columbus, O.

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Stowell Mfg. Co., Jersey City, N. J.

Rubber Hose.
Voorhees Rubber Mfg. Co., Jersey City, N. J.

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Stanley Rule and Level Co., New York.
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Keuffel & Esser, New York, N. Y.

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Enterprise Mfg. Co. of Pa., Philadelphia.

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Enterprise Mfg. Co. of Pa. Phila., Pa
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Screen Door Pulls.
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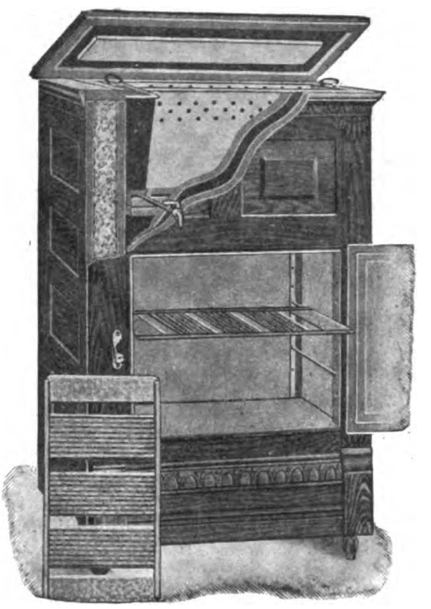
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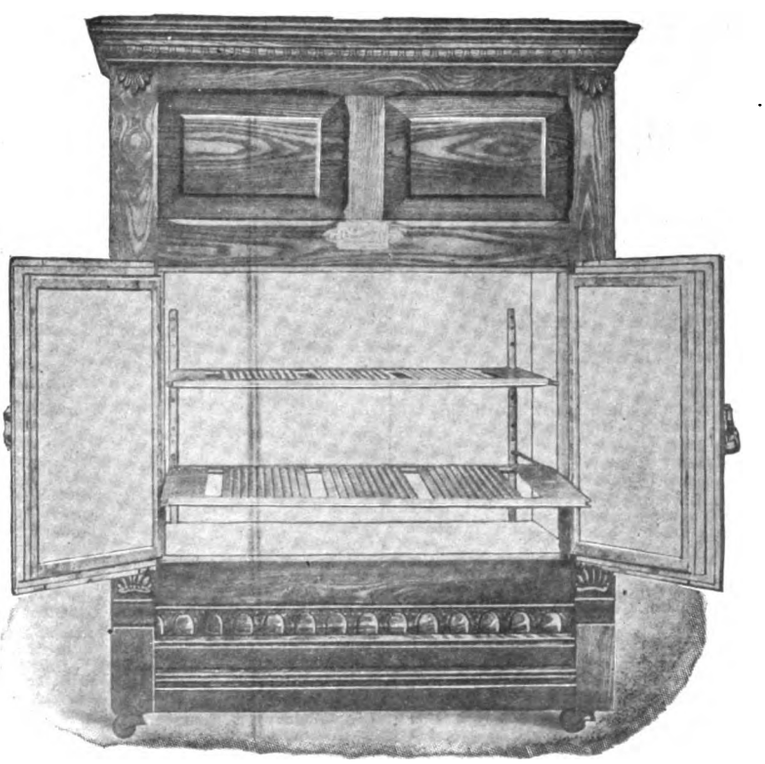
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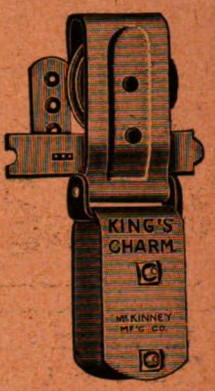
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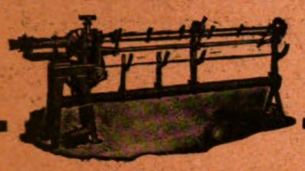


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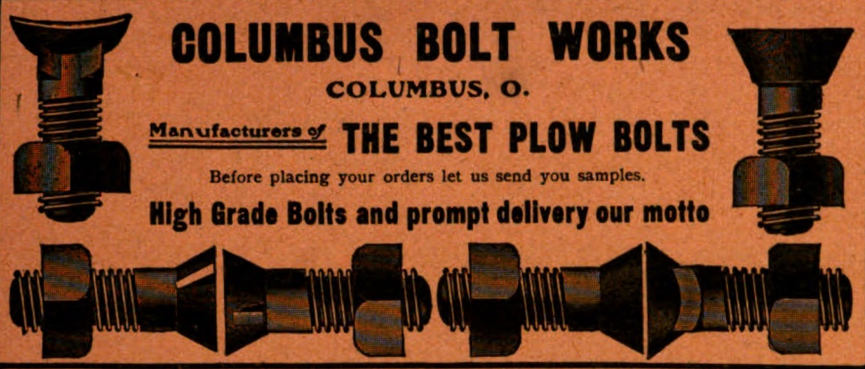
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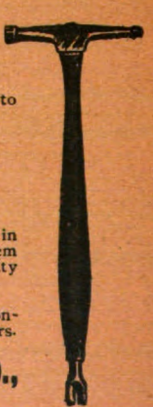


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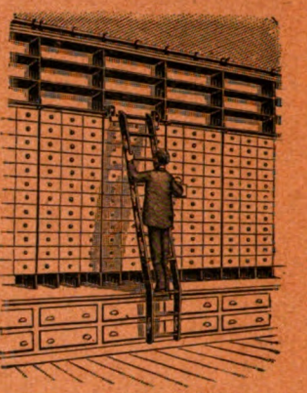
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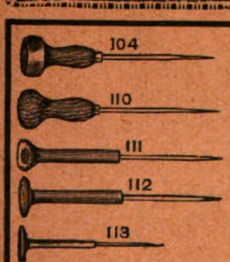
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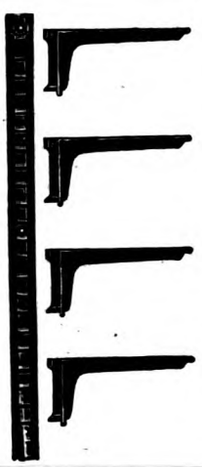
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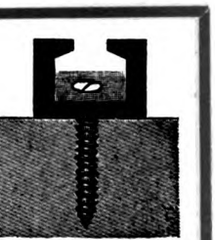
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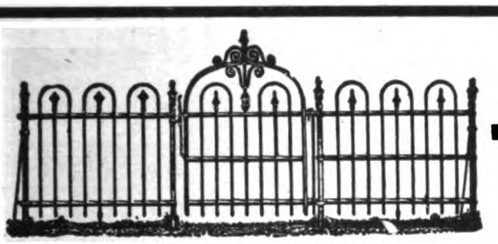


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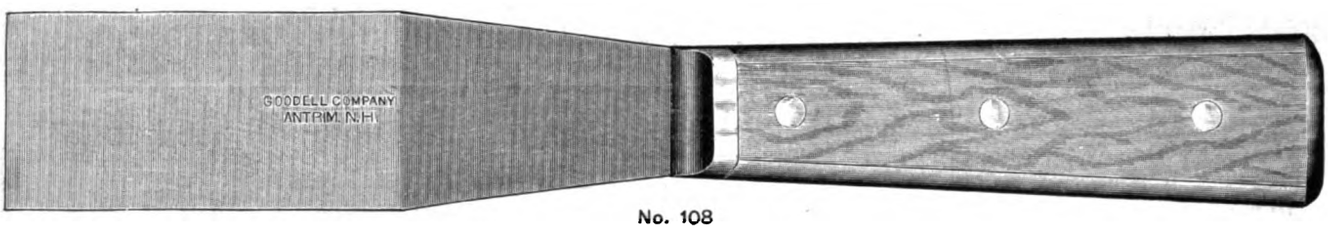
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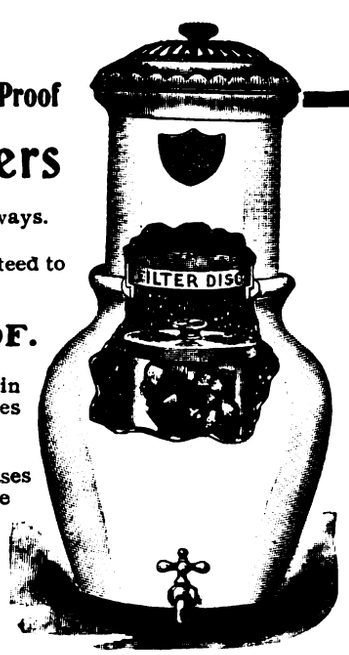
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Every Filter is perfect in every detail when it leaves our factory.

Prevent Zymotic diseases by pushing the sale of these goods in your locality.

A handsome display card with each shipment.



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The Original and Only Natural Stone "Gate City" Filter?

Everywhere leading physicians endorse it because it removes absolutely all disease germs and all other impurities, making all drinking water pure, odorless and sparkling. Most easily cleaned. Price moderate. We help you sell it.

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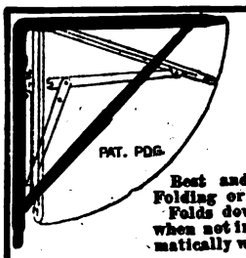
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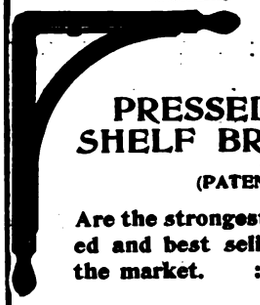
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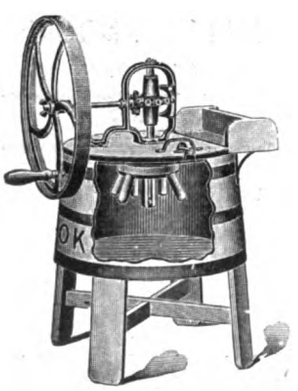


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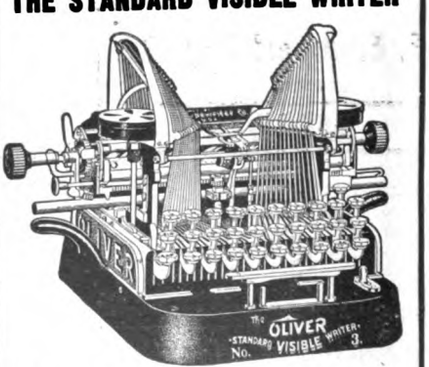
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Take Axle Grease for instance: if there's any kind that gives all-a-round and lasting satisfaction, it's

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Its the Grease of quality; puts all the "just as good as" Frazer kind in the shade. Sells quickest; lasts longest. Sold in boxes, cans, pails, kegs barrels. The question is: how much do you need?

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It will pay for itself in a short time.

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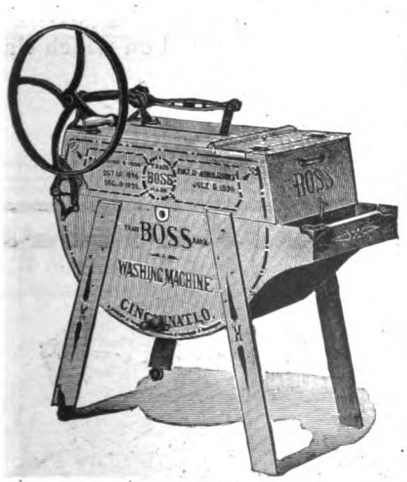
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Illustrations represent our two best selling washers.

They are non-competition, therefore, most profitable to handle and sell.

Write at once for catalogue and price list, also our nearest distributing point to your location.

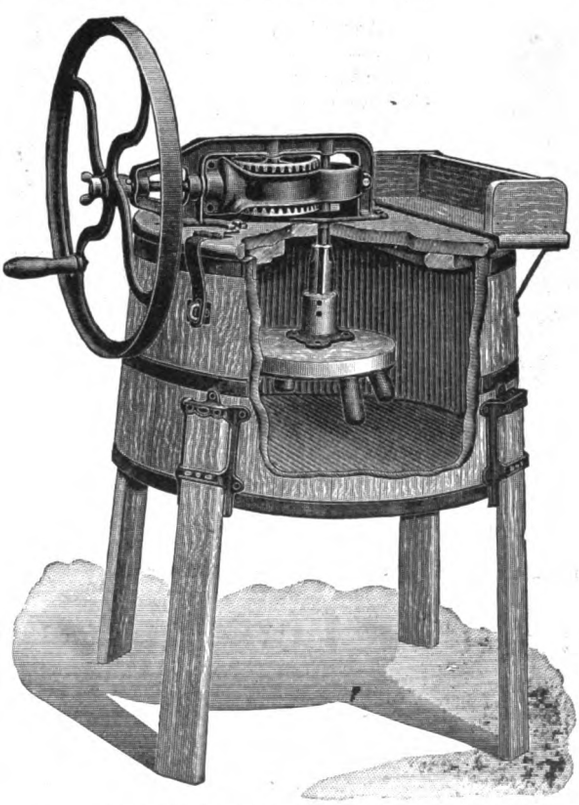


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This machine is built on the true principle of rubbing clothes, similar to rubbing them on the old fashioned board, only that it just rubs a quantity at one time, and without the slightest injury to the finest of fabric including laces.

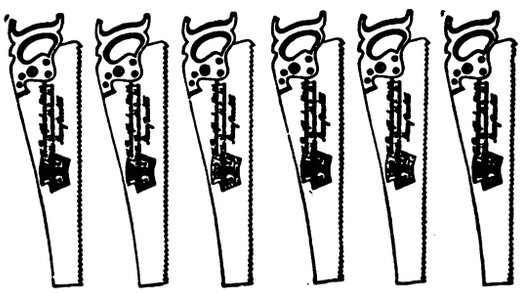
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are made right in every particular, and will give longer and better service than others less carefully made.

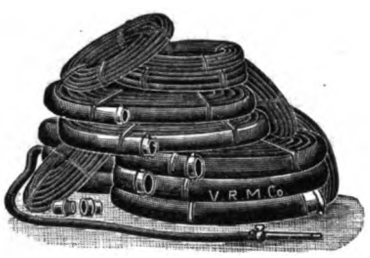
With no parts to stretch or break, the rolls in the EAGLE always close tightly and give the best possible results in use.

Write for descriptive circular and prices; or ask your jobber. If he is up-to-date, he has EAGLE MOP WRINGERS in stock.

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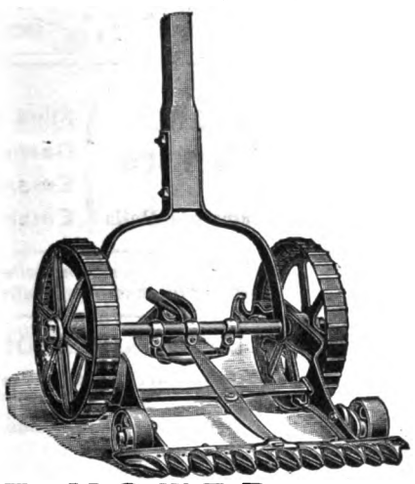
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That will Kill all the Weeds in Your Lawns. If you keep the weeds cut so they do not go to seed, and cut your grass without breaking the small feeders of roots, the grass will become thick and the weeds will disappear. The CLIPPER will do it.

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PRICES TO THE TRADE:

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Please Send Draft, P. O. Money Order or Express Money Order or Registered Letter.

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MOP WRINGERS

are in daily use by thousands of satisfied buyers and the demand is constantly increasing.

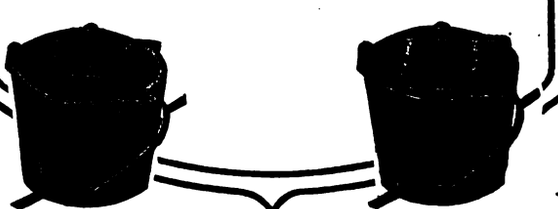
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Carried in stock by jobbers, everywhere.

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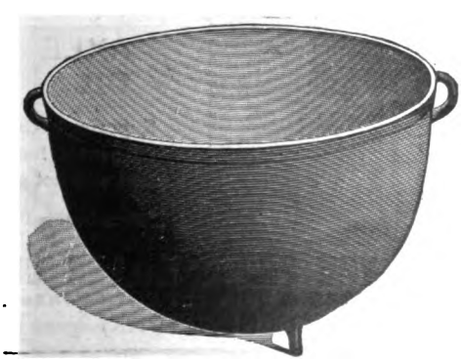


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and other kinds, too, are all made with special care and in better finish than is usually given.

Sugar Kettles from 6 to 35 gallons. Stove Kettles and pots in straight, flat or round bottoms. English Pots 1 to 8 gallons.

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It shows our complete line and is full of interesting information concerning these and other goods made in our factory,

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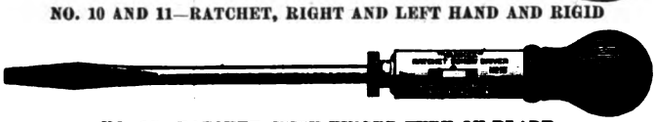
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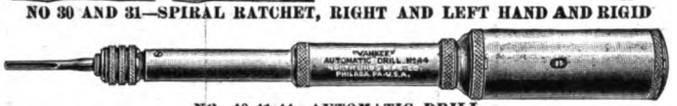
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A simple method of making perfect Vent Holes in cores for castings. Write for particulars.

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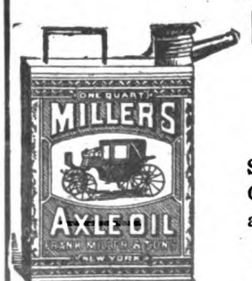
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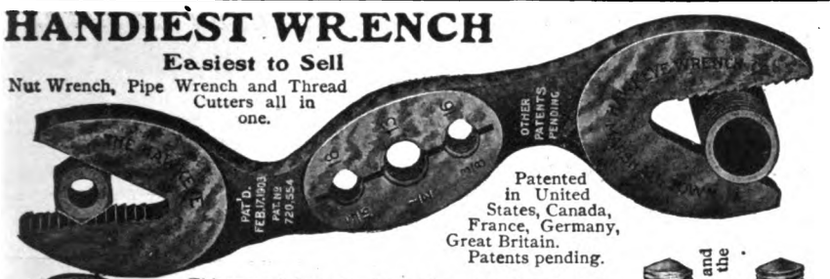
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Easiest to Sell

Nut Wrench, Pipe Wrench and Thread Cutters all in one.

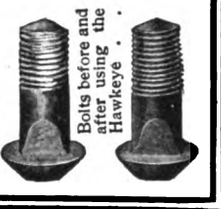


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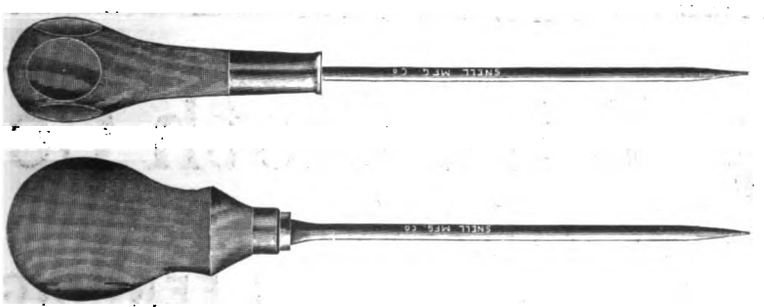
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The Best Device Ever Invented for Mending a Hose

1st. It is simple, practical and effective.
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We Guarantee

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WITH FOUNTAIN ATTACHED



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PAINTED AND GALVANIZED WINDOW SCREEN CLOTH,

and every kind of

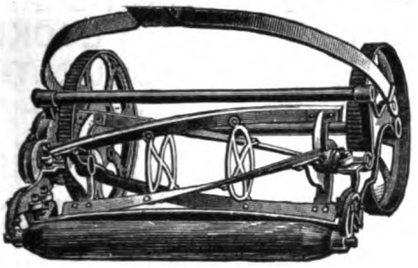
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TRENTON, NEW JERSEY.	117 and 119 Liberty Street, NEW YORK.	171 and 173 Lake Street, CHICAGO.	25 and 27 Freemont Street, SAN FRANCISCO.

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The Genuine Philadelphia Lawn Mower

Is the Mower of Mowers. For 35 years it has been a Leader in durability and mechanical perfection. Has been a Leader in number of sales. It is the



STYLE A.

Mower that brings duplicate orders. Every mower guaranteed.

We show 15 styles of hand and 5 styles of horse power mowers in our latest catalog. You ought to have a copy.

Philadelphia Lawn Mower Co.

1201—1207 Chestnut St., Philadelphia, Pa., U. S. A.

We Respectfully Invite



Your attention to our line of Mowers for 1905

For thorough workmanship, durability, light running, and superior cutting qualities they are unsurpassed, and we are confident that our prices will interest you.

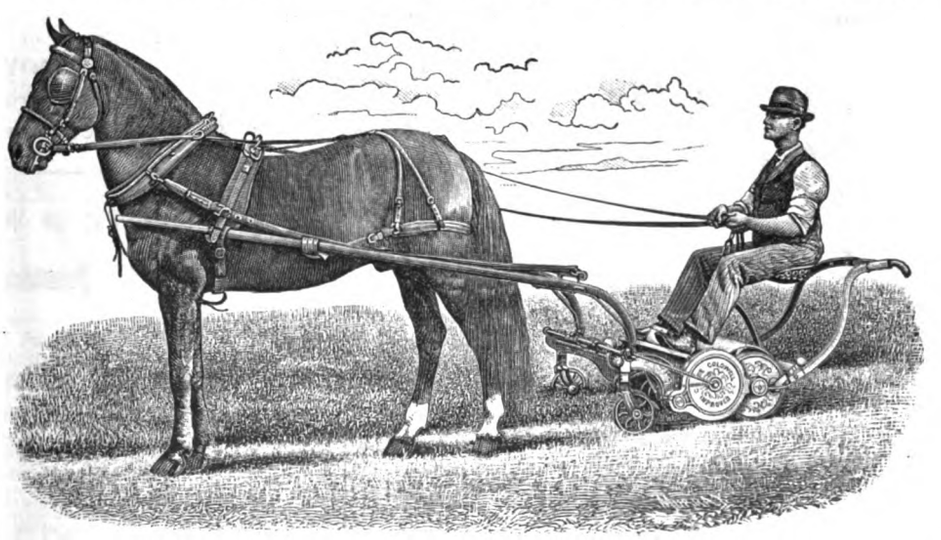
We manufacture Lawn Mowers adapted for every market, and inquiries for Export will have our special attention. Write us for catalogue.

CHADBORN & COLDWELL MFG. CO.

NEWBURGH. N. Y.

COLDWELL LAWN MOWERS

HAND, HORSE AND MOTOR POWER



Used exclusively on the Parks of New York, Brooklyn, Buffalo, and on the grounds of 90% of the leading Golf Clubs of the United States and Canada.

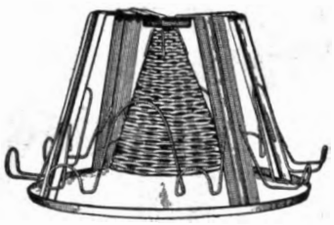
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Coldwell Lawn Mower Co., Newburgh, N. Y.

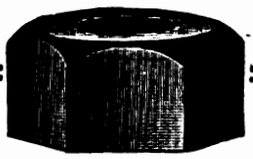
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SPOONS, FORKS ETC.
QUALITY GUARANTEED.
MANUFACTURERS OF
FLAT
TABLE WARE
SILVER PLATED, ALSO
NICKEL SILVER (Without Plate)
HIGHEST GRADE
ONLY.
SEND FOR CATALOGUE and PRICES
LUTHER BOARDMAN & SON.
EAST HADDAM, CONN.
ESTABLISHED 1840.

Wire Cone Toaster
For Gas or Gasoline Stoves



Toasts five slices in two minutes. Open top toasts the fifth slice.
Wire Cone throws heat of bed of coals; catches the crumbs. Fits all stoves.
Will heat Plate, Tea or Coffee Pot.
Pays Dealer Large Profit. Order from your Jobber or write us direct.
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Cold Punched
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GOOD LOOKING
ACCURATE
Semi-Finished
NUTS
GARLAND NUT & RIVET CO.
PITTSBURGH, PA.

THE FANNER MFG. CO.,
CLEVELAND OHIO.
MADE OF FIRST-CLASS MATERIAL AND NICELY FINISHED. EITHER TINNED OR JAPANNED.
ASK FOR OUR CATALOGUE OF HARDWARE SPECIALTIES, ARCTIC STOVE TRIMMINGS, ETC.



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The Territory traversed by the Southern Railway and Mobile and Ohio Railroad offers many desirable openings for locations in business of every kind—Mercantile, Manufacturing and in all pursuits relating to the production of many forms of raw material.
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Land and Industrial Agent,
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Federal Bench Punch
10 inches high, 10 inches long,
Weighs 64 pounds
Punches 5-16 inch hole in ⅛ in. Iron plate, 2½ in. from edge. Send for Circular.
Chandler & Parquhar Co.,
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ADAM'S STEEL & WIRE WORKS.
Wire Fencing,
Ornamental Steel Fencing,
Window Guards,
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ADAM'S STEEL & WIRE WORKS, JOLIET, ILLS.



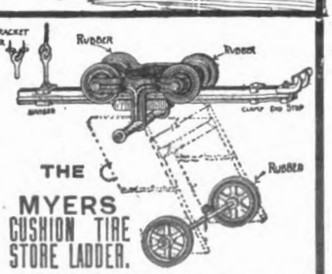
"Hold up! I'll take off my hat to the MYERS."



The name MYERS on Pumps and Hay Tools fixes their rank, indicates their quality and "separates them from the Goats," figuratively speaking.
That's why "all Hats Come Off" when the MYERS come in sight and why *The Glass Valve Takes Competition Off Its Feet.*

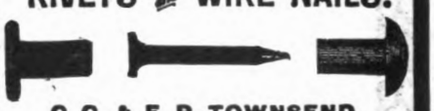


THE MYERS PUMPS, HAY TOOLS AND STAY-ON DOOR HANGERS
MEET ALL REQUIREMENTS.
Ask your Dealer for the Best Known Force Lift Tank and Spray Pumps.
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Write for Descriptive Circulars to
F. E. MYERS & BRO., Ashland, O.



THE MYERS CUSHION TIRE STORE LADDER.

RIVETS AND WIRE NAILS.



C. C. & E. P. TOWNSEND,
New Brighton, Penn.

Bi-Ped Tack Puller
One foot for carpet tacks; one foot for matting tacks. Simply change the feet to pull either. A slight pressure on the handles lifts the tacks straight up out of the floor without destroying them. Saves the matting and carpet. Made of the finest grade of steel, there's nothing to break or get out of order.
Any one can see at a glance what a household convenience it is. For sale everywhere. Price 25c.
GENERAL SPECIALTY CO.
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The Latest Novelty in the Hammeck Line is Palmer's Patonted Infant's Hammeck and Support

This outfit is entirely novel, light and attractive in appearance, and supplies a want in the Hammock line which has often been expressed.

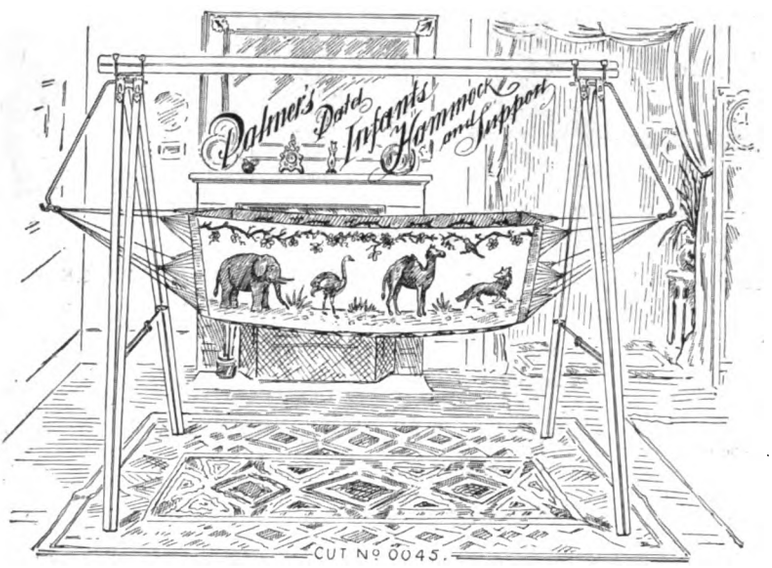
Hammock Supports

Hammock Awnings

Hammock Trapeze Bars

Hammock Mosquito Bars

Awning Mosquito Bars



Also Manufacturer of Mosquito Nettings

Mosquito Bed Canopies

Canopy Supports and Fixtures

Crinoline Dress Linings

Window Screen Cloth

Etc., Etc.

The Palmer Line of Hammocks and Accessories has been awarded HIGHEST HONORS at Louisiana Purchase Exposition.

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BUTTER IN ONE MINUTE

THE only perfect milk and cream aerator churn in the world, making the best granular butter from sour or sweet cream in a minute—which we guarantee— is

THE ONE MINUTE CHURN

PROTECTED BY 57 PATENTS

Its construction perfect in every detail. All parts interchangeable and carried in stock. Easy to run. Seven sizes, holding 1 quart to 13 gallons.

For farm and family use.

Our Catalogue tells all. Mention HARDWARE.

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I. M. MURPHY, PRESIDENT.

THE ONE MINUTE CHURN CO. INC., 9 OLD SLIP NEW YORK, U.S.A.

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"ENTERPRISE"

PATENTED HARDWARE SPECIALTIES

RAPID GRINDING AND PULVERIZING MILLS



No. 00, $1.25



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Bone, Shell and Corn Mill



No. 750, $8.50

45 Sizes and Styles for Hand, Steam and Electric Power

Meat Juice Extractor



No. 21, $2.50

MEAT AND FOOD CHOPPERS



No. 2, $1.50



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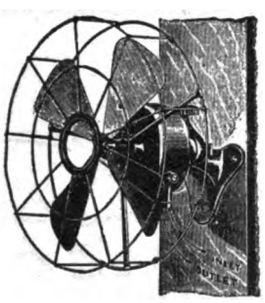
30 Sizes and Styles for Hand, Steam and Electric Power

Send for Illustrated Catalogue describing many other Useful Articles Order from your Jobber

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The Enterprise Mfg. Co. of Pa.
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San Francisco Branch
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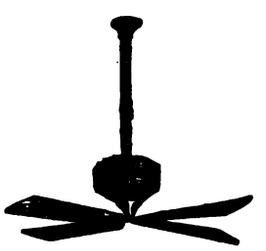


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WATER FANS
FOR DESK AND WALL ONLY
ELECTRIC FANS
FOR CEILING, DESK, WALL OR COLUMN
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ALSO WATER MOTORS AND BELT DRIVEN FANS



AGENCY **JOSEPH RODGERS & SONS, LTD.**

FOR CENTURIES THE WORLD RENOWNED HOUSE OF

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SHEFFIELD, ENGLAND

Has had neither equals nor superiors in the manufacture of

Carving Knives and Forks, Table Cutlery, Scissors,

CORPORATE MARK

Razors, Hunting and Bowie Knives, Pocket Cutlery, &c.

ALFRED FIELD & CO., 93 Chambers St., New York

"PULLMAN" SASH SPRING BALANCES.

Used in the Finest New Buildings



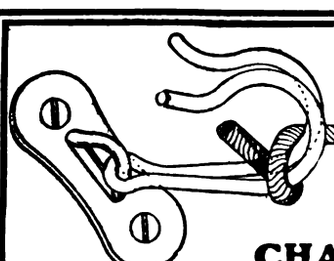
Just as good for Old Buildings

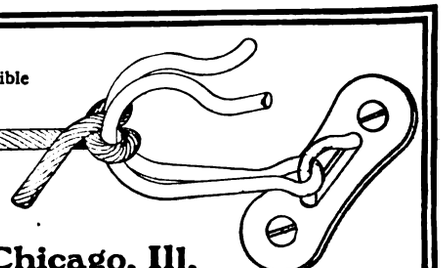
If you have not a stock for Spring trade, ORDER NOW!

PULLMAN MFG. COMPANY,
ROCHESTER, N. Y., U. S. A.

FILLS A LONGFELT NEED.

The **NEVERSLIP** Clothes Line Hanger (patented). Simple, Indestructible and Convenient.





No tying knots. No wearing out of lines. Clothes lines can be securely fastened with ONE HAND. The greater the strain, the tighter it holds. Positively cannot slip. Order through your jobber or address,

CHAS. E CULVER, 2271 North Paulina St., Chicago, Ill.

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An Unequalled RECORD

Among Edge Tools none have been so long on the market and occupied first rank for quality and general excellence as



White's Edge Tools.

They have stood the severest tests for nearly three-quarters of a century.

To-day their superiority over other makes remains unquestioned.

L. & I. J. WHITE CO., Inc.,
Buffalo, N. Y., U. S. A.



BEST-NESS IN HORSE NAILS

We make only one grade of Horse Nails—The Best—

The New Putnam

Ⓦ

Horse Nail

It will not crimp, break nor sliver, will not cut off, will hold in the clinch. Drives most easily. Has stood the severest practical tests. It has stood the highest test for tensile strength, elongation and elastic limit.

1½c. per horse is the difference in price between the cheapest Horse Nail and The Best—The New Putnam.

Say that last over out loud—slowly.

PUTNAM NAIL COMPANY
Neponset, Boston, Mass.



The Winds of Competition

Wreck many a house while they make the reputation of Daus' "Tip-Top" Duplicator soar all the higher



Daus' Tip-Top Duplicator Meets Every Emergency

Manifold rush work of any kind; bills, circulars, invoices, letters—50—75—100—150—or more can be struck off in less than 20 minutes. $5 buys it. Full instructions with each machine. Try it for a week without deposit.

Further information is the matter of a postal—Send it to-day.

THE FELIX P. J. DAUS DUPLICATOR CO.,
111 John St., New York, U. S. A.

SOLID ELECTRIC SILVER

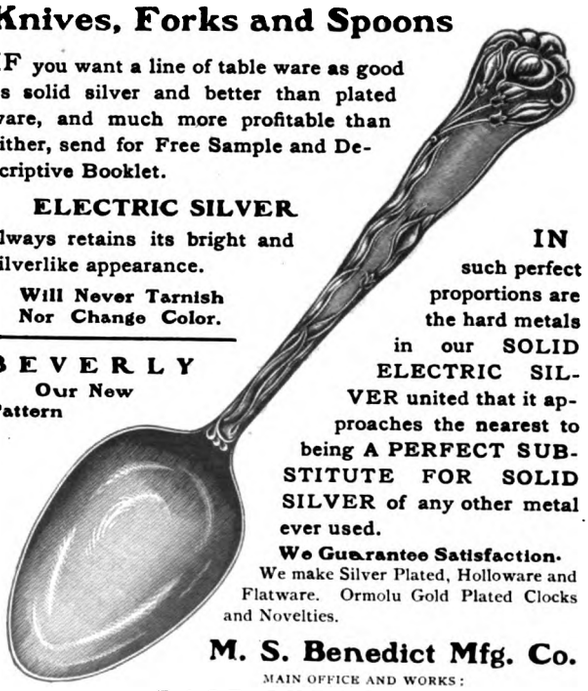
Knives, Forks and Spoons

IF you want a line of table ware as good as solid silver and better than plated ware, and much more profitable than either, send for Free Sample and Descriptive Booklet.

ELECTRIC SILVER always retains its bright and silverlike appearance.

Will Never Tarnish Nor Change Color.

BEVERLY
Our New Pattern



IN such perfect proportions are the hard metals in our SOLID ELECTRIC SILVER united that it approaches the nearest to being A PERFECT SUBSTITUTE FOR SOLID SILVER of any other metal ever used.

We Guarantee Satisfaction.

We make Silver Plated, Holloware and Flatware. Ormolu Gold Plated Clocks and Novelties.

M. S. Benedict Mfg. Co.
MAIN OFFICE AND WORKS:
EAST SYRACUSE, N. Y.
409 Broadway, N. Y. 109-111 Wabash Ave., Chicago.

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The Smith & Egge Mfg. Co.,

BRIDGEPORT, CONN.

Manufacturers of . . .



SASH CHAINS.

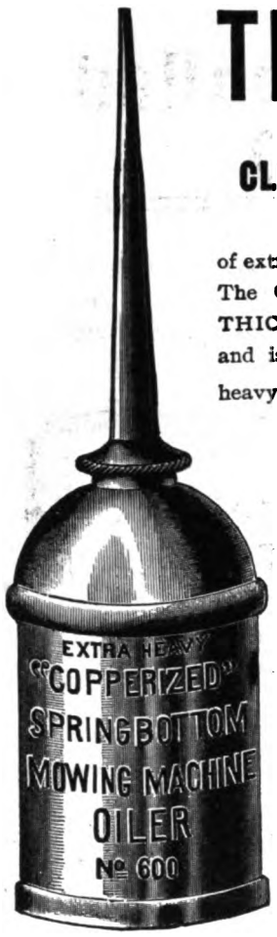


"Giant," "Red Metal"
Cable and Jack
Chains. . .

Our Chains are being constantly imitated in appearance, but no one has succeeded in equaling them in wearing qualities. You will find them in use in the finest buildings.

No. 40.

New York Agent : J. J. Halpin, 62 Reade Street.
Philadelphia Agent: W. E. Trull, 13 N. Sixth Street.
Chicago Agent: H. H. Munger, 142 Lake Street.



THIS CAN

HAS A

CLOCK SPRING STEEL BOTTOM

of extreme durability and springiness. The CYLINDER is of DOUBLE THICKNESS around the lower edge, and is drawn seamless from extra heavy "Swedeh" Steel, Beautifully Finished. It readily commends itself to all AGRICULTURAL and HARDWARE DEALERS on account of its Elegance, Durability and Cheapness.

Special Price on Large Orders from the Jobbing Trade.

THE AMERICAN TUBE & STAMPING CO.,

SUCCESSORS TO
The Wilmot & Hobbs Mfg. Co.,
BRIDGEPORT, CONN.



L. S. STARRETT
SAYS:

"IF YOU FIND ANY TOOLS BETTER THAN

STARRETT TOOLS

BUY THEM."

Send for complete Catalogue No. 17T.

THE L. S. STARRETT CO.
Athol, Mass., U. S. A.





Protect Yourself

against the wrath of the kitchen queen who despises a poorly designed Egg Beater.



HOLT'S Improved Dover EGG BEATER

beats eggs in 20 seconds—in one-fourth the time and as light or stiffer than the best hand whips.

It's the flare that does the trick.

Ours is one-third larger, too; dasher is wider, thicker, flared.

You ought to have our Price List circular.

Holt-Lyon Company

Tarrytown-on-Hudson, N. Y.

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HARDWARE

J. Gordon Smith Company, 17 Warren Street, New York, manufacturers' agents and jobbers of a general line of Shelf Hardware and Hardware Specialties, will about May 1 next remove to 49 Warren Street.

W. B. Fox & Brother, buyers of Hardware for domestic and export trade will move on or about May 1st from 97 Chambers Street, New York, where they have been for over twenty-five years, to 21 Warren Street. W. B. Fox originated the kind of buying they now do in 1874, since which time they have bought extensively every description of Hardware for a number of clients.

The De Witt Wire Cloth Company, Newark, N. J., on April 10, removed its executive office and sample room from 17 Warren Street, to the new Barclay Building, 299 Broadway, where a suite of rooms has been taken. They will hereafter carry all surplus stock at their factory near Newark from which point they can deliver all orders promptly the day following their receipt.

The Standard Tinware & Manufacturing Co., Toledo, Ohio, are the sole manufacturers of the "Standard" self-lighting lantern, which is possessed of a number of advantages over the lanterns of the tubular form as to give it a distinct individuality. It is very quickly and easily lighted by inserting a match into the lighter, the friction caused by doing so ignites the match which lights the lantern, and the operation of withdrawing the match extinguishes it, which eliminates all danger of fire from that source. This improvement enables it to be lighted in a rain or wind storm, or it can be lighted without lifting or removing the globe.

The National Enameling & Stamping Company announce the fact of their occupancy of the new building and offices in the following:

"Some time ago we announced our intention of removing to a more commodious and centrally located building at 374-376-378 Broadway (corner of White Street), and are now pleased to advise that we have done so, and with our increased space are prepared to show samples of the largest line made by any manufacturer in the world, consisting of Royal granite steel, blue and white, and white and Venetian enameled wares, tin, japanned, galvanized, hotel, nickelplated wares and kindred lines."

Warner & Haviland, 17 Warren Street, New York, will about May 1, remove to larger quarters at 49 Warren Street. They are manufacturers' direct representatives, carrying a full line of wood screws made by the Rogers Screw Company, Providence, R. I., and the line of Mechanics' Tools made by Braunsdorf-Mueller Company, Elizabeth, N. J. They also represent the Thomas Devlin Manufacturing Co., Philadelphia, Pa., making all kinds of malleables, and the Brohard Company, Philadelphia, manufacturers of expansion bolts and door holders. They have recently been appointed agents for the Bonney Vise & Tool Works, Philadelphia, who make vises, wrenches, etc., and also for Baker, McMillan & Co., Akron, Ohio, who make the Akron levels.

THE SUCCESS PAINT COMPANY.

F. T. Blish, who up to January 1st of the present year was the treasurer and manager of the F. T. Blish Hardware Co., South Manchester, Conn., has entered the Paint Manufacturing Line as secretary and general sales manager of the Success Paint Company, with main office at 48 Weybosset Street, Providence, R. I. Any and all of his old friends, of which he has a legion, are earnestly invited to renew their old friendships and cement old associations by getting acquainted with the merit of his new line, which can be carried in stock by any Hardwareman.

THE CRACK-ER-JACK STROP.

E. A. Langdon, 121 Michigan Street, Toledo, Ohio, is the maker of the "Crack-er-Jack" the steel back razor strop made of horse hide properly prepared by having one side filled with prepared steel that cuts a bevel on the razor, square and flat, and doesn't allow it to become round and thick. Write for one of his circulars which gives the names of a number of barbers who endorse this strop thoroughly.

NEW YORK'S POPULATION.

William C. Hunt, Chief Statistician of the Census Bureau, has been designated by Director North to assist the State authorities of New York in taking the census of that State next month.

Estimates of the Bureau, made according to the regulation methods, place the population of the State at 7,901,754, and of the city of New York at 3,902,097, against 7,268,894 and 3,473,202, respectively, in 1900. It is expected, however, that the figures will be exceeded in both cases, as an unusually large percentage of the exceptionally large immigration of the last five years has remained in New York.

KEYSTONE NAIL CO.

The Keystone Nail Co., of Philadelphia, have incorporated with the following officers: H. J. Maroney, President; George F. Breisch, Vice-President and Secretary; J. D. Seidell, Treasurer. This concern is operating the Porter machine for galvanizing nails, screws, washers, etc., and are making a specialty of galvanized nails. They claim that by this method, which is used in addition to the regular Hot process, they are enabled to produce an absolutely perfect galvanized nail, using pure Spelter (zinc) and cooling same by the Porter method without submerging in water which prevents the nail from becoming brittle, as is the case by the old method used. They have the largest plant in the country devoted to galvanized nails and small articles and are meeting with great success, on account of the superior quality of their goods and the low prices they are able to produce them for.

"A FREEDOM PARTY" TO THOMAS A. FERNLEY.

On Friday, April 14th, at their residence in Philadelphia, Mr. and Mrs. T. James Fernley, gave a "freedom party" to their son, Thomas Adamson Fernley, in honor of his twenty-first birthday. The party served largely as a formal introduction of Thomas A. Fernley to the Hardware trade. T. James Fernley is well known as the secretary of the National Association of Hardware Jobbers, and also as secretary of the Philadelphia Hardware Merchants' and Manufacturers' Association.

REDUCED FREIGHT RATES.

DAVENPORT, Iowa, March 21, '05.

Our petition for a reduction from first to third class rate on iron pumps shipped loose to all points covered by the Western Classification, which we presented through the chairman of the Freight Committee of the National Association of Agricultural Implement and Vehicle Manufacturers, has been granted and will take effect April 1st.

This means a big reduction in freight from Davenport to our Western customers, and, we hope, will mean increased orders for us.

We now have a petition in before the Iowa State Commissioners, and expect soon to get the same reduction to all points in Iowa.

RED JACKET MFG. CO.

AMERICAN WRINGER CO.

At the annual meeting of the stockholders of the American Wringer Company, the following were elected directors of the company: W. S. Ballou, A. G. Bearsley, Jr., W. S. Granger, J. S. Hemenway, L. A. Mills, George Reuter, Jr., Stanley G. Smith and Dr. J. E. Sullivan. The only change in the board is the election of Dr. Sullivan in the place of John J. Banigan. The directors met and organized, by electing W. S. Ballou president, Stanley G. Smith, secretary and George Reuter, Jr., treasurer and general manager.

DEATH OF WILLIAM H. TOWNSEND.

William Halsey Townsend died at his home, 535 Greene Avenue, Brooklyn, April 15. He was seventy-nine years old and was born in Lowville, Lewis County, N. Y. His father, Palmer T. Townsend, founded the firm of Townsend, Clark & Co., which was for many years a leading Hardware house in this city. William H. Townsend became a member of his father's firm when a young man, and when it was dissolved organized the firm of Quackenbush, Townsend & Company, Hardware merchants, who were for many years at 85 Chambers Street. Mr. Townsend retired from active business about six years ago. He is survived by his wife, four sons and a daughter.

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HARDWARE

DEVOTED TO THE AMERICAN HARDWARE TRADE

PUBLISHED ON THE 10th AND 25th OF EACH MONTH BY
HARDWARE PUBLISHING CO.
309 BROADWAY, NEW YORK

SUBSCRIPTION $1.00 PER YEAR. TO FOREIGN COUNTRIES $2 50

CHICAGO, - - - - - - 1164 Monadnock Block
C. H. Greene, Representative
DETROIT, - - - - - - 61 West Congress St.
G. T. Newkirk, Representative

L. E. MACINTYRE, - - - - President.
A. P. MITCHELL, - - - - - - Secretary and Treasurer.

HENRY HOPKINS, - - - - Editor.
A. EUGENE BOLLES, - - - - Manager.

APRIL 25, 1905.

Editorial Trade Review

The Country has every reason to look forward to a period of prosperity. There was never a time when the trade were so hopeful of the conditions surrounding them, and found them prevailing to so great an extent, prophesying prosperity in every interest, with labor so well employed as to hazard the prospects of a confidential continuance. Manufacturers are looking at it optimistically, and manufacturing goods with confidence in excess of present orders, so as to be prepared for anticipated demands and be able to supply the goods promptly. Prices continue without important changes, although raw material in a good many lines would warrant from the rigidity in prices and scarcity of goods, that some slight movement upward was contemplated. They prefer not to check a good demand, in many instances, by trying to get along without an advance, notwithstanding every surface indication would prompt a change; the manufacturers hold to present quotations in many instances, but a firmness is visible all along the line.

Nails and other wire products are unchanged, and screen and wire cloth of all kinds, woven wire and poultry netting are in exceedingly good demand. On screen cloth the demand is annually increasing by remarkable orders; the same may be said of screen doors and windows, sales of which have been phenomenal, as though each buyer were afraid he would be left, and deliveries are being made daily. There is but a nominal profit in many cases, the goods being so cheap the dealers fear competition; complaint is made by the dealers that many descriptions of Hardware are too cheap, compelling the dealer to handle large quantities at a small profit. "Maintaining the price" seems to govern the day, but when the price is based upon a conscientious scale of profit on a cheap line, it's hard to be satisfied.

The demand for Builders' Hardware continues to be good and the sales correspondingly large, which indicates the prevalence of conditions favorably affecting this particular class of labor involved in building. It has rarely shown a more satisfied condition. The skilled workmen demanding high wages and getting them, while the unskilled workman is in demand at all times.

Many shovels, spades and scoops, and, in fact, every description of garden tools in general, were specified by the Jobbers for early deliveries, which have been made, and the distribution already begun by the Retailers, who have thus anticipated their wants with good results. Crop prospects are bright and promising, and the wants of the agriculturist are many, and he strenuously demands the attention of the Retailer. There is no check to the country's prosperity apprehended; while the farmer has the prominence in the trade of the future, he is master of the situation and deserves his unqualified precedence.

The retail trade seem to be all bent on maintaining prices, with little or no price cutting, the competition taking a more conventional turn. The many lessons taught by the popular Hardware conventions among the retailers, are having their effect, and, with the desire to succeed, the trade has begun to realize that it is not desirable to try and do so by throwing away profits.

The increased facilities for manufacturing by the adding to the plants of many leaders among the manufacturers, places us at once in a good condition to hold all the Export trade we succeed in establishing. The rule hitherto has been to drop this close selling trade, just as soon as every facility we possessed was working on domestic orders, which averaged a more remunerative class of trade. We tried to fill the profitable orders, while the others were compelled to wait. The export trade has now grown to such proportions that it commands the attention that it formerly had vouchsafed to it, and the facility for production enables the manufacturer to count his export trade as being a valuable auxiliary in preventing the accumulation of an undesired stock. The trade is handled by a circumscribed number of large houses who are noted distributors of Hardware in specified localities, and in a number of instances where manufacturers have established agencies abroad, which position is a coveted one, and greatly in request.

THE FREIGHT COMMITTEE.

The freight committee of the American Hardware Manufacturers' Association has been doing some very thorough work since its appointment, in the line of collecting information and material for the purpose of formulating a plan of action, and E. B. Pike, the chairman, has in hand an immense amount of data from which good results can be expected in the future.

In speaking of the progress of the committee's work, Mr. Pike said recently that so far the most important matters under consideration were the following: Delay in shipments, settlement of claims, freight classification and stealings.

In the matter of delay in carrying goods, a number of cases have been cited showing that it is quite the common thing for instance for a New England shipment to be en route three weeks for Pennsylvania points. On the second subject—the settlement of claims—it has been stated that it seems practically impossible to get even the most reasonable claims for loss or damage of goods, overcharges, etc., adjusted unless suit was threatened. The different classifications of freight that prevail in different sections of the country, is another great source of annoyance; and the opening of packages at different shipping points by freight inspectors, is apparently responsible directly or indirectly to a great extent for the fourth trouble—loss by stealing.

On each of these subjects a large amount of evidence has been received, together with many valuable suggestions as to methods for correcting these and other evils.

In view of the fact that the interests of Hardware Jobbers and Manufacturers are identical in this matter, it would seem that the work in this direction could be greatly promoted if a joint committee were appointed, made up of members of the American Hardware Manufacturers' Association, the Southern Hardware Jobbers' Association and the National Hardware Association. Such a committee could get at the question from the viewpoint of both shipper and receiver, and, backed as it would be, by three strong organizations, should be able to bring about the desired reforms.

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GETTING THE FARMERS' TRADE

By AMOS

Catalogue Houses, at least the larger ones, depend to a great extent for trade on the rural population, and it is to the farmers that the most of the advertising of these houses is directed. Throughout the whole country efforts have been made to enlist the services of Rural Free Delivery carriers, postmasters and others to obtain lists of all farmers and to place catalogues and other advertising matter in their hands.

"The rural mail routes that have been established in many sections of the country, have had the effect of making it less necessary for the farmer and his family to go to town. Mail order papers and mail order catalogues are brought direct to his door, so that in many instances, the farmer is really in closer touch with the city establishments, and is better informed as to their offerings, than he is of the goods carried by the merchants in the towns on the rural mail route.

The Ad World says: "If people don't come in and see what you are doing, it is up to you to go to them and tell them what you have for sale, and why it will be to their advantage to trade with you. You must keep them in mind of you, if you want them to remember that you are still doing business. Don't rely upon the county paper alone, get in direct touch with your possible patrons. Send them a circular or a letter occasionally, telling them about your goods. Do this when you have a lot of new goods come in. Do this whenever you have a bargain to offer.

"If your letter or circular comes in the same mail with a letter or circular from the far away concern, you will at least divide the attention with that concern. People will understand that you are not conceding the trade to the big Chicago mail order concerns, nor to the nearer department stores. They will see that you also claim to sell the most meritorious goods at moderate prices. If you quote your prices, and they are as low, or nearly as low in price as the big stores, you will, in most cases have the first chance of making a sale. Given the chance, it is your own fault if you don't make it.

"The reason that the big concerns are taking

AWAY SO MUCH OF YOUR TRADE

is because they keep hammering people with the assertion that they can give the best values. An assertion made over and over again, without being disputed, is at last accepted as a fact. If you want to hold your trade, go out to your patrons in true mail order style and tell them your side of the story. There is no doubt at all that there are many effective arguments that can be used by the local dealer, and he can quote prices on many goods to back up his claims.

"The form letter is an especially effective way of sending out direct advertising. It would pay many retail dealers to put in a mimeograph or other duplicating device, and send out a letter weekly. Silence is no answer to the persuasive talk of the mail order men. You must meet them on their own ground, with more convincing arguments."

* * *

A recent issue of the *Herald*, of Mt. Jewett, Pa., looks as if it might have been owned entirely by Thompson & Company of that place, for it carries in its six pages two and three quarter pages of Thompson advertising which the paper considered of sufficient importance to warrant nearly two columns of editorial space in the same issue. I regret that lack of space prevents the reproduction of these advertisements. They are liberally illustrated with cuts of farm machinery and tools and goods for the house and workshop, and the text is readable and convincing. A circular recently sent out by Thompson & Company is reprinted in text columns of the *Herald*. It reads as follows:

To Our Patrons:—

And especially to those who are thinking of sending to the catalogue houses for goods in our line, we wish to make you this offer,—Bring in your list and we will sell you the same or better goods at their prices, for cash same as they, yes—we will go you one better, we will save you the freight on all bills purchased at one time amounting to $5 or more and weighing not over 200 pounds. You can bring your catalogue with you if you wish, but it will not be necessary as we have all their catalogues on file in our office and know their prices.

Give us a trial. We feel certain we can convince you that we can serve you better than the catalogue people, not only in price but in quality, which is remembered long after the price is forgotten, to say nothing of the satisfaction of seeing the goods you are buying as well as being able to get matters adjusted promptly when anything is wrong.

We keep constantly on hand a large assortment of all goods usually kept in a first-class Hardware store, including household goods, farm implements, wagons, buggies, paint, etc. (See our advertisement) and if we do not have what you want in stock will send to our wholesale houses and get it for you at catalogue house prices.

The Catalogue House furnishes no market for the farmers' products, pays no taxes, supports no schools nor churches and gives nothing to the poor in your community. At even prices are we not entitled to your trade?

We are not making you this offer for more buncombe but have considered the matter carefully and are prepared to do exactly as we offer. We are offering better than the catalogue houses. Will you give us a trial?

You owe it to the best interests of the community in which you live, you owe it to the best interests of yourself (and we think you owe it to us) to do this. Will you do it?

We enclose with this our advertisement of goods now in season to which we invite your attention. We wish to thank you for past favors and assure you that we appreciate your trade. Wishing you a prosperous season we are, Yours respectfully,

Thompson & Co.

There's an argument that goes straight to the point. A

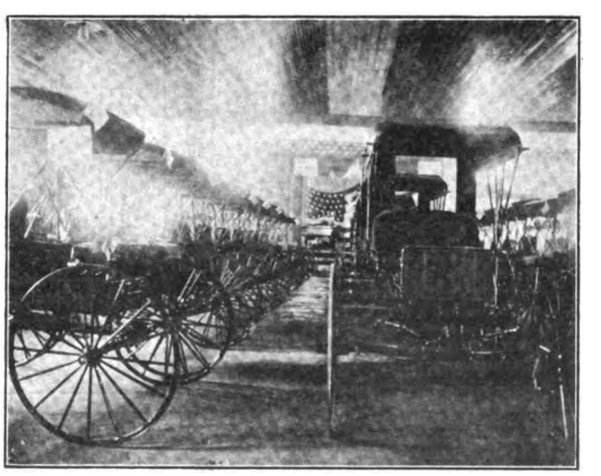
GUARANTEE TO DUPLICATE PRICES

—even to save freight—backed by the word of a home concern certainly ought to get the business.

* * *

Carl Brothers & Company of Shreve, Ohio, believe in the good old Methodist "Revival" doctrine. They write us concerning their method of stirring up business in the following:

"We still use and practice as we always have done, the old time tried motto, "That a pleased customer is the best advertisement." We also find that a pleased customer is also the cheapest advertisement. While that is very well in every day transactions, we find that our trade needs a stimulant, a revival, a good stirring up each year, so every Spring we have an 'opening.' We have tried this plan for several years now, and find that it pays immensely in several ways. It makes cheap advertisement, a firm gets acquainted with trade that does not come to its store at any other time, and sells hundreds of dollars worth of goods from stock that it would not otherwise.



CARL BROS.' STOCK OF BUGGIES.

"In this particular opening that I am about to describe, we had bills posted all around the country and announced in all the local papers in the towns nearest us that a 'buggy and couch will both be given away free, at our opening. The couch the first day and the buggy the second. Every person, over 16 years of age, that comes in our store and registers will be given a ticket with a coupon, which will be detached and placed in a sealed box, the coupon and ticket both having the same number. At the end of

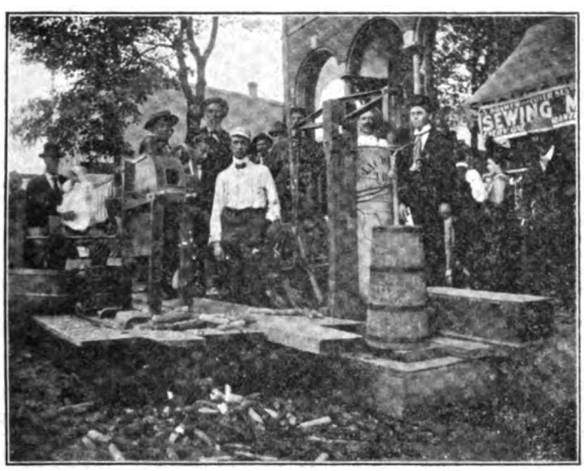
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the first day the couch will be given to the person who holds the lucky ticket, which will be drawn out of the box by a person, selected by the audience, who will be blindfolded. The buggy will be given away on the second day in the same manner."

"When a person registers he is questioned as to his wants which will be noted, together with that of his neighbor's wants if he happens to know them. Soon after we send our men out to see these parties, which often results in a sale, that would not be made otherwise, as we would not know they were in the market until too late. During this particular opening we sold 14 buggies, some of which are shown in the accompanying illustration.

"We had the buggies in a large Armory where the buggy and couch were given away by the above means. But before this drawing of the tickets took place, we gave a short entertainment, in fact had fine music all the afternoon and evening which assisted quite a bit in filling the room with a cheerful air, and made the room not only attractive but very pleasant indeed and assisted in making sales.

"It so happened at this opening that a person who got the buggy lived on the dividing line between us and our competitor in a neighboring town. The result was, that we not only gained his friendship entirely, but his trade also, and since then he has been coming regularly to our store for everything he needs in our line, and has even brought several of his neighbors our way, who have been good customers ever since, and I presume we have



IN FRONT OF CARL BROS.' STORE—A GAS ENGINE AT WORK.

sold them, all together, enough goods to pay for the buggy several times over, besides selling several thousand dollars worth of goods on those two days. And that was not all, we could feel its good weeks before the opening and weeks after. Besides the 14 buggies sold, there were several wagons, farm implements and much Hardware sold from stock, together with hundreds of dollars worth of furniture, stoves and tinware, making it extremely profitable to say the least."

pushing those, rather than dabbling in a few of all kinds. Regarding seeds, we buy and sell only the best the market affords, for we believe, no one can afford the time and labor necessary to plant any other.

"We do not issue a catalogue, as we find by careful investigation, that the returns do not justify the additional expense, and the catalogues furnished by the manufacturers and wholesale houses, seem to answer all requirements, and are furnished free of charge. We use glass jars to display small seeds, and square wooden boxes of uniform size, for the larger, and devote one room on the second floor, to farming tools and implements, and the storage of surplus stock of seeds."

* * *

The one item, that, more than any other thing, is keeping down American trade in foreign countries, is the unwillingness of American manufactutrers to make goods that fit the tastes of foreign buyers. So the main thing that is driving the farmer to the catalogue house is either the fact that his Hardwareman don't keep the goods or he does not keep the farmer posted on what goods he does carry, while the catalogue house claims to carry everything in stock, and keeps continually in touch with Mr. Farmer with advertising matter, all filled with glowing descriptions of the wonderful goods that can be ordered so easily by mail.

Of course, it cannot be expected that the country Hardwareman can carry everything or issue big catalogues, but he can keep in stock the main things the farmer needs, and he can, at a moderate expense, keep the farmer posted as to what he has in stock and his prices.

Of course, the goods in which the tiller of the soil spends the most of his money are tools and machinery for use on the farm, and I have never been able to discover any good reason why a Hardwareman should not include such goods in his stock. It is true they require special attention, but for that matter, is there any line of goods that can be sold in large quantities without intelligent effort on the part of the dealer? A prominent implement manufacturer said to the writer recently:

"One of the great bugbears formerly for handling implements in connection with Hardware was because the implement part of the business was not really conducted upon strict business principles, but in a loose way, granting unreasonable time and long credits; but now-a-days the implement trade is improving in this respect, and a great many Hardware and implement dealers are requiring all their implements and vehicles to be settled for in cash or good note before delivery of machine to farmer, and the very fact of doing this enables the dealer to sell these goods on shorter time, and in a more businesslike way at a fair profit, and we believe the more Hardware trade takes up implements, the less such goods will be handled by outside parties of little capital and small experience, and good to the farmer. Where so much Hardware is sold it can be handled with very little extra expense—some of the very best Hardware dealers in the country are also the best implement dealers—handling the two together; and we hope to see the day when implements will be very generally handled by the old and reliable Hardware dealers, believing fully that it will result to the best interest of both the

It is Time for the
Annual Spring Cleaning



You probably know where to get your supplies, but a few suggestions might help you.

GARDEN BARROWS, WOOD and STEEL RAKES, SHOVELS, HOES, SPADING FORKS, TURF EDGERS, TREE PRUNERS, PRUNING KNIVES, ETC.

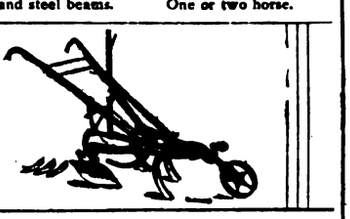
BOWKER'S LAWN DRESS
ING, 10 lbs. 5 0¢; 25 lbs. $1.00; 50 lbs $1.75
WOOD ASHES, 1 00 lb. Bags.....$1.00

Now is the time to prevent the insects from getting upon the trees. Grub Exterminator or Bedlime are the best remedies.

PLANET JR. and IRON AGE SEED DRILLS and WHEEL HOES. WIARD and CONICAL PLOWS.

F. R. WASHBURN

Conical Plows,. $4, $5, $6, $7, $8.50, $10, $11
Wiard Plows. Wood and steel beams.
Yankee Swivel Plows. One or two horse.



Planet, Jr., Horse Hoes, Nos. 9, $6.90, 7, $7.50, 8, $8.50
Iron Age Horse Hoes, $5.50 and $6.00
Planet, Jr., Seed Drills & Wheel Hoes, $3.50 to $13.50
Iron Age Seed Drills and Wheel Hoes, to $11.00
Keystone Weeders, $9.00

PEAS, BEANS, CORN. | All the leading varieties for all kinds of crops, early and late. | Low Prices. Fresh Stock.

ECKFORD SWEET PEAS.

F. R. WASHBURN.

SPRING 1904.

.....FRESH STOCK OF.....

Vegetable, Flower and Grass...

SEEDS

Seed Drills, Wheel Hoes, Horse Hoe Cultivators, Plows Etc.

F. R. WASHBURN

* * *

F. R. Washburn, Taunton, Mass., handles agricultural implements and seeds along with a regular stock of Hardware and Sporting Goods. Three of their advertisements are reproduced herewith. In a recent letter Mr. Washburn says:

"We have followed the policy of selling about two lines of the best known high grade farm tools, and confining our efforts to

Another manufacturer, a leader in this line (hand agricultural tools), expresses himself as follows:

dealer and manufacturer of implements; and by securing the farmer's implement and vehicle trade the Hardware dealer has that much more opportunity to sell him his Hardware and other goods."

* * *

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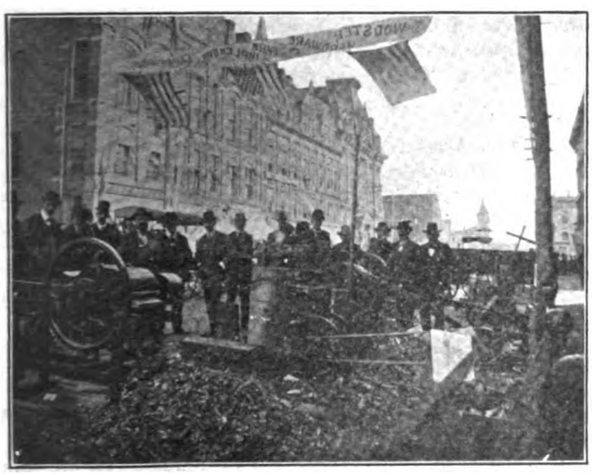
"A certain class of Retail Hardwaremen are content to buy those things which have always been carried in their stock, the most of which are staples; they are also content to make a living, but the wide-awake Hardwareman is always looking for something which is new—which will increase his sales,

AND BRING HIM A LARGER PROFIT.

While Staples are a necessity in any line, they usually pay only a moderate margin; and it is the Specialties—the Novelties—the new things, which pay the dealer the largest profit, and he has it in his way to encourage the sale of them. This is quite as true in Hardware as it is in dry goods—both have their seasons, and the Hardwareman can as well take up novelties as the drygoodsman.

"In the line of Farm and Garden Tools, the variety continues to increase in patterns and shapes; and, in fact, new tools are brought out annually; perhaps not always suitable for all markets, but all suitable for some. Users of such tools would be glad to know of these improvements, and to purchase them, did the retailer carry them in stock and call their attention to them. In selling such specialties, the dealer is not only making a good profit, but is doing the customer a favor in carrying them in stock. It is not an uncommon thing to go into a store to buy an article, and before leaving, to buy other articles, of which you had no knowledge before, but which were there, and which were displayed by the dealer, and you were attracted to them and made the purchase, and you were glad to know such articles were made, and to have an opportunity to buy them. This is just as true in Garden Tools as in dry goods, neckties and other articles.

"The Retailer should study the Manufacturers' catalogues, and keep in touch with the advance and improvements and introduction of new articles just as much as the buyer of the wholesale house does, and whether he be a dealer in Hardware, Dry Goods, Millinery or any other line."



SCENE IN FRONT OF THE WOOSTER HARDWARE CO'S STORE DURING AN "OPENING."

In a recent letter, a leading maker of Farm Machines says: "The most successful Hardware dealers are those who handle implements and vehicles.

"A successful business man is one who can master more than one line of trade. Especially is this true in the retail trade, where the volume in any one line is limited. To produce a volume of business it is necessary to handle a great variety of commodities.

"The day is past when a retail dealer can sit in his store and handle only a small variety of articles and have small sales. The department stores and the mail order stores compel the retail dealer at the present time to be selling something all the time and at a small margin of profit, and if he is successful, he must give but little credit, and when credit is given, it should be for a short time and must see that it is promptly paid. As above stated, the successful stores to-day are those which do a variety of business, and especially those who do a business on a strictly cash basis."

* * *

A maker of Seeding Machines suggests that the reason why more Hardwaremen do not handle larger implements is that they do not get out after business. As has already been stated, real success in the mercantile business depends entirely on that one thing; goods can't be sold unless one of three things happen; either the prospective buyer comes where the goods are kept, or the goods are taken to him, or he is told by printer's ink or word of mouth concerning the goods. The seeding machine manufacturer writes:

"The majority of local dealers selling farm implements and vehicles do not handle a full line of Hardware goods, and I think, as a rule, regular Hardware dealers do not handle farm implements and vehicles. Local Hardware dealers do not canvass among farmers to sell their goods, but expect customers to come to their place of business to buy their goods. On the other hand, local dealers in agricultural implements and vehicles do canvass among farmers to sell the goods, at least wide-awake, energetic dealers canvass, and do not wait for customers to come to their place of business. A large majority of local implement dealers have not the capital to successfully engage in a line of Hardware goods. Hardware goods are usually sold direct by the manufacturer to the local dealer, and on short time; while manufacturers of implements and vehicles consign many goods, but even those that sell direct usually give long time terms. In fact, the terms on implements and vehicles are quite different from terms on a line of Hardware goods.

"Hardware dealers usually handle some small tools or articles that could be classed as farm tools, even including small cider mills and full line of hoes, shovels, forks, etc., but there are not many Hardware dealers that take in a full line of farm implements. There are not as many changes; that is, going in and out of business in the Hardware trade as there are in the implement trade. Hardware dealers could no doubt frequently handle a full line of implements and vehicles in connection with their trade, but to successfully do so it would be necessary for them to have a salesman that would go out among the farmers and hustle for trade.

"As above stated, Harware dealers, as a rule, do not handle farm implements and vehicles, but we have a great many Hardware dealers that are also agents for our full line of seeding machines, and also full line of other implements and vehicles, and some of our very best local agents are Hardware dealers. It is true that manufacturers would prefer establishing an agency with a regular Hardware dealer, providing said dealer would canvass and work the trade on said goods, for one reason, if no other, namely, that Hardware dealers are more permanent in their business."

* * *

One of the largest manufacturers of Plows takes the following view:

"With the change of the trade to the wheel riding plow instead of the old walking plow, the tendency has been more to develop the implement business as a special business until the thing has been overdone generally. Now that the pioneering has been done on wheel plows and they do not require following in the field, the tendency is to bring the trade back to the Hardware store. Plows are now shipped in partly knocked down shape and require much less storage room than when shipped with beams and handles on. We count the Hardware dealer as among the largest dealers we have in plows and, in fact, the general line of agricultural implements, wagons, etc., that we handle, and the tendency is in the direction of the trade being done to a large extent by the Hardware dealer.

"The handling of a good, well-known make of plows is

A GOOD DRAWING ADVERTISEMENT.

A farmer who is wedded to a good make of plows is not easily turned from it and will hunt out the merchant who handles this very important implement to a farmer. A good plow will recommend a store, and good plowing sets the pace to the season's work on a farm, spirit of the work, and quality of all the operations on the farm following its use."

"TAKE OFF YOUR HAT TO MYERS."

P. A. Myers, of F. E. Myers & Bro., the well-known pump and hay tool manufacturers of Ashland, Ohio, has added two more important patents to the already long list owned and controlled by this progressive firm. These patents are numbered 786,455 and 786,456, granted April 4th, 1905, and relate to improvements in Sling Hay Carriers. The tendency among progressive farmers is towards the adoption of slings instead of forks in the unloading of hay from wagon to mow. This invention is designed to fully cover this requirement. One of the scientific claims for the invention is that it provides a carrier that will lift and carry the load or bundle in the sling in such a way that the bundle will be lifted, transported and delivered into the mow in the same relative position as on the wagon, thus obviating the use of right angle pulleys or other cumbersome attachments to the carrier. The invention also covers an improved Rope Lock which firmly grips the rope, and supporting the bundle during the travel of the carrier and avoiding the wear of the rope by dragging it over the gripping devices during the hoisting and lowering operations. The invention also provides for a Triple Hoist so that the weight of the load can be increased at pleasure and the gripping effect of the rope lock increased in the same ratio as the load is increased. This improved carrier certainly offers new features that will recommend it to the trade and the consumer in general. The carrier manufactured under these patents will be known as the "Myers Sure Grip Sling Unloader."

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LEGAL CORRESPONDENCE.

Any subscriber to "HARDWARE" is privileged to ask any legal question he pleases in this Department and it will be answered free of charge. Address all communications to Law Editor "HARDWARE," No. 309 Broadway, New York City.

Landlord and Tenant—Surrender of Premises.

QUESTION: I moved from the tenement in which I have been living March 31, having given my landlord four days' notice. I have paid my March rent and the landlord has accepted the keys. He now insists that I pay him rent for April or thirty days from my notice. Can he collect it?

REPLY: If you were accustomed to pay rent monthly, we think your landlord was entitled to thirty days' notice of your intention to quit the premises. (Public Statutes of Mass., See 121, par. 12.) We think, however, that if he accepted the keys knowing that you thereby intended to give up possession of the premises, without then demanding a month's notice or requiring the payment of the April rent, that this would be strong evidence that he had accepted a surrender of the premises. The effect of a surrender is to discharge both parties from further liability. Whether there is a surrender in any case depends upon the intention of the parties. It is clear that the landlord cannot accept a four days' notice, take the keys and accept the surrender of the premises without protest, and then subsequently insist on the payment of rent for the ensuing month.

Right to Prohibit the Use of Trading Stamps.

QUESTION: May the Legislature pass a law prohibiting the issuing and use of trading stamps. Have such laws been passed?

REPLY: Such laws have been passed in some States, notably in New York, but have been held to be unconstitutional. The distribution of prizes or articles by the means of trading stamps does not ordinarily involve any element of chance. The transaction is not a lottery and does not appeal to the gambling instinct. The Legislature has no power to interfere with personal liberty, except to promote the public health, morals or welfare. That liberty means the right of every one to use his faculties in all lawful ways, to live and work where he will and to pursue any lawful trade or vocation. It cannot lawfully be interfered with, except for some public necessity or benefit. The Legislature cannot prevent a merchant from giving his customer, or "throwing in," some other article in addition to that sold, as an inducement to the purchase, or from selling an article at a reduced price for the same purpose, any more than it can prohibit him from advertising or using other legitimate means of increasing the sale of his goods. This is precisely what is indirectly done by the use of the trading stamp. Its use, so long as it is not converted into a lottery, can no more be abolished than bargain sales or cut prices, or other legitimate methods which modern competition has invented.

Promissory Note—Accommodation Indorsement.

QUESTION: A certain firm consisting of three members accepted a promissory note for $400 payable in three months to the order of a dealer from whom they purchased goods. One of the members was the president of a local corporation. The note at the time it was negotiated by the makers had been indorsed in blank by this corporation. It was not negotiated by the dealer but remained in his possession till maturity. The firm who made the note being insolvent, can he now hold the corporation?

REPLY: If the indorsement was for the accommodation of the makers, we think that he cannot. Business corporations ordinarily have no power to indorse or accept commercial paper for the accommodation of the makers or drawers thereof. They will be held liable, however, on their indorsement or acceptance, as the case may be, if the bill or note gets into the hands of a holder for value without notice. But in this case the person who discounted the note does not stand in the position of a bona fide holder. The mere fact that the maker of a promissory note procures it to be discounted for his own benefit, with an indorsement thereon, is, if unexplained, notice in the eyes of the law to the discounter that the indorsement is not in the usual course of business, but is for the accommodation of the maker. If the corporation had no power to indorse for the accommodation of the makers and the payee discounted the note with notice of that fact, it of course follows that he cannot recover against the corporation.

VERBAL SADING.

BRIGGS—Wilker must be very much in love. He goes 'way over to Jersey City to see a girl.

GRIGGS—That isn't love. That's compassion.—*Town Topics.*

HARDWARE PATENTS.

The following list of Patents, Trade Marks and Designs of interest to the Hardware trade are furnished by Davis & Davis Solicitors of American and Foreign Patents, Washington, D. C. and St. Paul Building, New York City.

PATENTS EXPIRED APRIL 10, 1905.

380,735. WRENCH. W. L. Tobey, Boston, Mass.
380,747. WINDOW SCREEN. T. W. Dowling, Detroit, Mich.
380,811. CHISEL GAGE. C. L. Mead, New York, N. Y.
380,836. COMBINED OUTSIDE AND INSIDE CALIPERS. O. D. Warfield, Chicopee Falls, Mass.
380,859. WRENCH. M. E. Campfield, Pittsburgh, Pa.
381,006. SAD IRON. I. C. H. Gilmore and H. S. Stafford, Oskaloosa, Iowa.

PATENTS ISSUED APRIL 11, 1905.

786,802. BRUSH OR BROOM MOISTENER. W. A. Fuller, Marietta, Ohio.
786,818. WRENCH. A. Johnson, Chicago, Ill.
786,831. COMBINED PORTABLE DOOR LOCK AND CHECK. R. M. McMahon, New York, N. Y.
786,844. WRENCH. W. J. Sanders, Murfreesboro, Tenn.
786,842. KEYHOLE GUARD. R. I. Robeson, South Omaha, Neb.
786,865. COMBINED STRAINER AND HOLDER FOR COFFEE POTS. W. A. Wasserman, Baltimore, Md.
786,972. WEATHER STRIP. H. E. Kenny, Detroit, Mich.
786,992. PIPE WRENCH. A. E. Powell, Pen Argyl, Pa.
787,054. PLANE. E. A. Schade and A. F. Schade, New Britain, Conn.
787,055. FISHING POLE AND REEL. F. Schreidt, Mansfield, Ohio.
787,090. SKATE CLAMP. S. W. Finch, Washington, D. C.
787,230. MITER BOX. H. F. Stuebe, St. Louis, Mo.
787,317. AUTOMATIC FISHING REEL. J. H. Van Horn, Syracuse, N. Y.

PATENTS EXPIRED APRIL 17, 1905.

381,101. STOVE DOOR. W. F. Beecher, Cleveland, Ohio.
381,162. NIGHT LATCH. R. Muench, Chicago, Ill.
381,186. PLANE. R. T. Torkelson and Iver Johnson, Worcester, Mass.
381,293. LOCK. W. H. Taylor, Stamford, Conn.
381,389. BRACKET. H. P. Kochsmeier, Freeport, Ill.

PATENTS ISSUED APRIL 18, 1905.

787,359. WRENCH. J. Delancy, Bucyrus, Ohio.
787,403. FOOT WARMER. E. P. Sanders, Pana, Ill.
787,414. PLIERS. R. Watson, Cleveland, Ohio.
787,488. INSTRUMENT FOR REMOVING EYES FROM FRUIT OR VEGETABLES. F. G. Yawman, Rochester, N. Y.
787,523. COMBINED PIPE WRENCH AND PLIERS. G. M. Mason, Cambridge, Iowa.
787,587. WRENCH. K. G. Overland, Fertile, Minn.
787,664. BORING TOOL. M. D. Converse, Newark, N. J.
787,741. WRENCH. L. G. Egger, Buffalo, Iowa.
787,831. NUT WRENCH. F. G. Cornell, Louisville, Ky.

DONT'S FOR SALESMEN.

Don't limit yourself to ten minutes when talking to a prospective customer, but talk as long as you think there is a chance to do good, but be dead sure that you don't talk too much.

Don't be a quitter, or say: "I can't sell this man," before you have talked with him.

Don't assume to know more about your customer's business than he does himself, for you can't make him believe it.

Don't "put on" a civility or formal manner which is not natural to you, and never try to flatter a man; sincerity is as commendable in business as it is in religion.

Don't beg a man to look over your line, as that makes it appear that you are short on argument, but rather explain to him that you have something in your line that he will find to be a bargain.

Don't underestimate your difficulties, nor overestimate them.

Don't fail to let your customer talk if he is inclined to do so, as by listening to what he has to say you learn what his ideas are, and also, show the respect that is due him.

Don't dodge a question, but answer it fairly and squarely.

Don't forget that every man has his own peculiarities which should be met in different ways.

Don't make a mistake by talking to the wrong man, but be sure you have the name of the buyer correct, and that it is he you are addressing.—*Salesmanship.*

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THE MINNESOTA RETAIL HARDWARE ASSOCIATION.

Notwithstanding the commanding position among Retail Associations at present held by the Minnesota Retail Hardware Association they do not let up the good work of bringing every Retail Hardware Dealer in the State within the fold, and make the efforts with truth and persistency to aid them. Although they have at present seven hundred members they see no reason why the high water mark of organization should not be placed at one thousand. In furtherance of that desire they go after the laggards with the following communications:

Minneapolis, April 15, 1905.

To the Minnesota Hardware Trade.

Gentlemen:—Following closely the conclusion of the various successful Retail Hardware Conventions, supplemented by that of the National Hardware Association lately held at Minneapolis, we wish to call your attention to the grand work done by these organizations and their vital importance to you as retail Hardwaremen. Only for their magnificent fight the Parcels Post Bill would long ago have become law and your customers would be getting eleven pound "Cat-house" packages by mail for a quarter. A number of new States have been enrolled and the membership of all the States has been increased, each of them adding from fifty to one hundred and fifty new names the past year, until now the total number of Hardware firms affiliated with the National Association, stands at 6,000. In fact, to-day, this is the strongest retail trade organization in the country, and its brilliant success has attracted the attention of manufacturers and jobbers generally throughout the United States. Do you realize what this means? It means that you are now in a position to get any reasonable thing you wish to claim. Furthermore, six hundred manufacturers and jobbers have pledged themselves to cut out the Catalogue Houses absolutely. Is not this worth while? With the customary large orders from such houses and ready cash in sight, such offers of business are very attractive and we hope the sacrifice is appreciated by our members. In return for this position, taken at considerable temporary inconvenience, something is due from the retailers. One of the most important resolutions passed at the late National Convention was as follows:

"*Resolved*, That it is the sense of this Convention that all Retail Hardware Dealers show their appreciation of the heavy support given our association by the jobbers, to the extent that we recommend that all Retail Hardware Dealers confine their purchases, to the fullest extent possible, to the legitimate jobber."

This resolution should be seconded by every dealer in the State. Now, gentlemen, what will you do for the cause? If you are a member, how is it with your competitor and can you not get him in? To non-members, we are sending a blank application. A membership costs nothing, and yearly dues, both State and National, are but three dollars, while the "National Bulletin," also included in this price, should be on the desk of every Hardware dealer in the country. We ask every Hardwareman in Minnesota to assist in making 1905 the banner year in our history. We now have seven hundred members—let's make it a thousand.

One word more. Have you insurance with the "Hardware Mutual" of Minnesota? This is a strong annex of our association and its benefits are for members only. Thirty-five per cent. is the saving this year, with bright promise for the future. When you cut the profit out of insurance, it's cheap.

Next annual convention will be held in Minneapolis. Make an agreement with yourself now that you will attend.

A. T. Stebbins, President. M. S. Mathews, Secretary.

♣

The Retail Hardware Dealers' Mutual Fire Insurance Company of Minnesota, of which M. S. Mathews is secretary, 323 Boston Block, Minneapolis, Minn., issues a postal in which a brief statement is given of the financial condition of the company for the quarter ending March 31, which is as follows, and tells its own story:

Premiums Written, 1905	$ 16,800.61
Insurance in Force	2,016,155.00
Cash on Hand and Premiums Due	51,559.77
Total Liabilities—(Re-Insurance Reserve)	18,334.00
Net Surplus	33,225.77
Increase in Assets, 1905	3,525.04
Increase in Surplus, 1905	1,406.42
Losses, 1905	7,467.51
Return Premiums to Policy Holders (net saving) month of March	1,959.83
Return Premium for 1905, 35 per cent	1,959.83

CONVENTION BUTTONS.

Secretary C. B. Carter, when forwarding the official invitations to the Fifteenth Annual Convention of the Southern Hardware Jobbers' Association to be held at Hot Springs, Va., on June 6 to 9, took occasion to announce:

"The plan adopted at previous conventions of our association of numbering and indexing all who attend, in advance of their arrival, has proven so satisfactory and acceptable to all interested, that our Executive Officers have decided to continue the arrangement upon the same basis this year, which is as follows: Each delegate and visitor will be given a number, and from these numbers an index will be prepared, copies of which will be printed and distributed to all who attend the convention. The object of this being, that there may be no occasion for any one in attendance at the meeting being unacquainted with the name, address and occupation of any one present. To accomplish this result special button badges will be prepared, numbering consecutively from one to one thousand—the index, of course, being similarly numbered and also alphabetically arranged. These buttons and indexes will be delivered to you upon arrival in Hot Springs. Kindly, therefore, advise us at the earliest moment possible the name of the person or persons who will represent you at the convention, in order that we can prepare numerical buttons and incorporate the name or names in the index pamphlet."

THE GLIDDEN VARNISH CO. AND THEIR ADVERTISING.

The advertising campaign of the Glidden Varnish Company, Cleveland, Ohio, in the interest of their great specialty Jap-a-lac is creating the greatest publicity among the big advertisers this Spring, surpassing as it does, in volume of expenditure any advertising done within the same time by any other manufacturer. Referring to what was paid the Butterick trio, one Reverend Gentleman in a recent sermon tried to point out the development in civilization as manifested by its advance in all branches during the last fifty years, and said in language something like this: "What would be the use of an engine of fifty years ago trying to pull the Twentieth Century limited to New York on stated time? What would the merchant prince of fifty years ago say if he were called upon and given adequate reason for spending $15,000 in one advertisement with one publisher?" As has been said by one of our exchanges, "The advertisement is the application and culmination of all that has generally been recognized up to the present as true of advertising as a salesman, and it has been made profitable by the way in which it has been closely interwoven into the sales department work of the firm so that before its appearance it has practically insured the profitableness of the investment to the advertiser; that is to say, the indications for this year's business as compared with last, based upon the plan of advertising for the purpose of increasing sales, would indicate that this expenditure has been amply warranted by the results manifested up to date." That the expenditure was a wise one the results will show in a remarkable manner, proving it to have been a wise thing to do, a wise time to do it, and a wise method to adopt in their advertising of this world-wide specialty.

NATIONAL ASSOCIATION OF MANUFACTURERS.

The Tenth Annual Convention of the National Association of Manufacturers will be held at Atlanta, Ga., on May 16, 17 and 18.

The Executive Committee's Sub-Committee on Programme has outlined, with the approval of the Executive Committee, the following programme, which will be adhered to as nearly as the necessities of business at the various sessions, the convenience of Committee Chairmen and speakers, and the perfect freedom of discussion and of action by members which has always characterized the conventions of the association will permit:

First Session.

Addresses of Welcome by Governor Terrell and others.

President's, Treasurer's and Secretary's Reports.

Report by Interstate Commerce Committee.

Address by Mr. Ludwig Nissen on Governmental Relation to Public Franchises.

Address by Samuel Spencer, President, the Southern Railway.

Second Session.

Report by Committee on Tariff and Reciprocity.

Address by Eugene N. Foss on Canadian Reciprocity.

Report by Committee on Industrial Education.

Address opposing the repeal of the National Bankruptcy Law.

Third Session.

Report by Fire Insurance Committee.

Address by Edward Atkinson on Fire Protection.

Address by D. A. Tompkins on the Present and Future of Cotton from the Plantation to the Loom.

Fourth Session.

Report by Strike Insurance Committee.

Address by James A. Emery of San Francisco.

Address by Daniel Davenport on the Necessity of Organization, National and Local, by the Manufacturers and the People.

Report by Committee on Patents and Patent Laws.

Fifth Session.

Report by Committee on National Incorporation.

Nomination of Officers and all miscellaneous business.

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OUR BRITISH LETTER.

(From Our Special Correspondent.)

London, April 15th, 1905.

CONFERENCE AT BRISTOL IN MAY.

British ironmongers are looking forward with great pleasure to the Annual Conference of the I. F. A., which is to be held May 3d, 4th and 5th at Bristol—the "Queen of the West." It is anticipated that many Hardwaremen from all parts of the country will take the opportunity of visiting that historic city, which once ranked first among the commercial ports of the United Kingdom. When Good Queen Bess reigned in Great Britain her merchantmen sailed to all parts of the world from Bristol port, and carried with them British Hardware and other products into distant lands. Times have changed and Bristol is no longer the best known shipping port in this country. Nevertheless, there are many interesting features connected with Bristol trade, and several well-known firms in the Hardware world have their headquarters in the neighborhood. In my next letter I hope to report to your readers the Conference debates and the proceedings of that interesting gathering, which will, however, be somewhat overclouded by the illness of W. J. Bacon, the esteemed and venerable president of the I. F. A., who is at the moment hovering between life and death at his home at Poole, in Dorset, of which old-world spot he is Mayor this year.

ASSISTANTS QUALIFY FOR BETTER POSITIONS.

The results of the ironmongers' assistants' examinations, which took place in March at Ironmongers' Hall, London, have now been made known. Several competitors came off with honors, the first place with honors and gold medal being awarded to George H. Saywell, of Sheffield, a silver medal and other prizes being secured by R. Haward, of Tunbridge Wells. A good number of competitors satisfied the examiners and will duly receive the coveted certificates. The competition in the optional subjects was very satisfactory, many assistants showing themselves well qualified to take special situations in which a thorough technical knowledge of such subjects as gas-fitting, sanitary plumbing, rain-water goods, guns and ammunition, and agricultural appliances, is needed. A special prize of a "Premier" bicycle was awarded to Ernest G. W. Tyson, who proved himself specially proficient in practical and technical knowledge of cycles and accessories, in addition to being considered by the examiners a well-qualified ironmonger's assistant. The introduction of examinations for ironmongers' assistants has proved a wise step, and already has shown that there is a tendency on the part of assistants to improve their knowledge of the trade in which they are now engaged. On the other hand, ironmongers are gradually realizing their responsibilities and finding out that it is incumbent upon them to take more than ordinary measures in the instruction of their apprentices in order to create a better stamp of assistants, and so indirectly improve the status of the ironmongers of the future. It must always be recognized that the majority of British Hardwaremen have first served as apprentices and assistants, and members of associations are thus learning to regard their assistants as their future successors. The old-fashioned idea of keeping apprentices and assistants in the dark as far as possible in reference to buying goods and the general details of management of a Hardwareman's establishment is fast dying out, and greater freedom is allowed and more opportunities given whereby the assistants of the present day can grasp the many difficulties attendant in the conduct of a Hardware business, and also become proficient in those up-to-date methods which alone can lead to permanent success.

EFFORTS TO PROMOTE SPRING TRADE.

Spring trade has opened up well and ironmongers all over the country are making excellent displays of garden furniture and Spring horticultural specialties. Much of this business is secured by introduction and indirect advertising. In addition to making good shows in shop windows, ironmongers find it profitable to freely distribute manufacturers' lists and circulars, and many of the enterprising ironmongers of the present day prepare catalogues, obtaining the loan of cuts from manufacturers, and so making their seasonable circulars and booklets interesting to their readers, as well as profitable to themselves. More than one ironmonger has adopted the idea of introducing chatty descriptions of the goods he sells, and also pointing out the uses in culinary articles and domestic accessories, frequently adding valuable recipes and other useful information, which cannot fail to be appreciated by housewives and others who are buyers of such novelties.

THE DISTRIBUTION OF AGRICULTURAL IMPLEMENTS.

The agricultural implement trade is worked in this country by two distinct classes of dealers. One class consists of implement agents pure and simple, who devote the whole of their time to attending markets and fairs, local agricultural shows and other gathering places where farmers meet, and so introducing the goods for which they hold agencies. Many of this class of traders are farmers' sons or men who have been intimately connected with the agricultural world, and so are enabled to talk with freedom to agriculturists, and they oftentimes give practical demonstrations of the utility of the different implements and machines they offer. The other class of traders in implements and machines consists of ironmongers, who have large establishments in which they sell general ironmongery, and who, owing to the suitable locality in which they dwell, have opened up implement showrooms, and from time to time make seasonable window displays and outside shows of the goods they handle. A large portion of the trade of a country ironmonger is, not only indirectly, but directly, connected with the farmers in his locality, and, as the backbone of his trade in general Hardware is done with this class of buyer, he naturally is in a position to sell implements and machines. Many manufacturers, both American and English, prefer to distribute their appliances through accredited agents and men of well-known standing, such as Hardwaremen. Therefore it frequently happens that many of the best agencies are in the hands of ironmongers. The 1905 season's trade is now commencing; the opening event of the show season is located in the Sister Isle, and will take place at the end of the present month at Ball's Bridge, Dublin. The Spring Show of the Royal Dublin Society is always an event looked forward to with interest, not only by Irish agriculturists, but by English manufactutrers of implements, so many of whom have stands at this show.

AMERICAN BUSINESS PROMPTITUDE.

The businesslike manner in which American manufacturers are always ready to interview commercial travelers has formed the subject of comment in more than one of the British trade journals during the past few weeks. Those commercial men who are in the habit of interviewing not only American firms, who have direct representation in Great Britain, under the management of men who have had experience in the States, but English manufacturers and retailers, tell many stories of the contrast they experience in their reception by the two classes. They speak very highly of the freedom of access granted by Americans, and how they are at once promptly, if abruptly, dealt with, and, although an American wastes little time on superfluous conversation, he comes to the point at once and quickly decides a business transaction, either handling an order without delay, or courteously but firmly declining the negotiation. On the other hand, the valuable time of commercial men is frequently wasted by British manufacturers and retailers owing to the habit, which has been acquired during many past years, of putting off and delaying the settlement of any weighty business. The contrast is so marked that efforts are now being made to induce Englishmen to improve their ways of conducting business, and not a few, realizing the advantages to be gained by adopting the American methods, are modernizing the conduct of their establishments and bringing them more in line with those Hardware establishments in the United States, which are so well conducted.

LEATHER GOODS—A POPULAR SIDE LINE.

Among the different side lines which ironmongers are now taking up very strongly may be mentioned leather goods, to which great prominence is being given. At this special season the sale of traveling requisites forms an important branch of British retailers' businesses and it is pleasing to note that many ironmongers who have only stocked dress baskets and traveling appointments are introducing sundry goods connected with the leather trade, which have hitherto been almost entirely in the hands of fancy goods dealers, stationers and others. There is also a growing tendency to introduce popular side lines, and British ironmongers' shops are gradually assuming more attractive appearance, many of the articles offered being quick-selling lines, which at one time were considered quite outside the scope of an ironmonger's business. The introduction of these specialties leads to increased sales, not only in the articles themselves but in other goods, it being now a recognized fact that the greater number of departments the greater the bulk of business done, inasmuch as one section acts as an advertising medium to the other.

(Concluded on page 33.)

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RECENT TRADE PUBLICATIONS.

The Stanley Rule & Level Co., New Britain, Conn., have sent us a copy of their No. 34 catalogue for 1905. It is described as being a mechanic's reference book illustrative and descriptive of their U. S. Standard Rules, plumbs and levels, iron and wood planes, try squares and bevels, bit braces, mitre boxes, screw drivers and miscellaneous improved wood workers' tools of which they are the manufacturers, and presents to the users of tools a hand book giving specifications, information and prices of certain of their tools most generally used. All of their tools are guaranteed. It any Stanley tool which has passed the rigid inspection given it at their factory before shipment, should show any defect due to the fault of the manufacturers, they state such tool, if brought to their notice, will be replaced without any cost to the owner. They call special attention to their new goods, among which are several numbers of bit braces, screw drivers, mitre boxes, chute boards, razor edge spoke shaves and planes. Write to-day for a copy of catalogue No. 34.

J. Stevens Arms & Tool Co., Chicopee Falls, Mass., have issued a catalogue of the "Stevens-Pope" specialties, manufactured by them, which includes Stevens-Pope barrels, muzzle loading outfit, rear wind gauge and elevating sight, lubricating pump, loading flask, palm rest, rifles, etc. They state "The advantages of the Stevens-Pope system are briefly summed up as follows: Accuracy, light labor, seating the bullet centrally without deforming the base, and fitting it perfectly to the bore, the shape of the grooves holding bullet centrally on upset, non-burning on qualities of the gain twist, perfect workmanship, ability to load from either breech or muzzle, and to clean and inspect from the breach, the ability to shoot any charge desired by inserting shell first and loading both powder and bullet from the muzzle." Their book is in pamphlet form, contains 31 pages and is illustrated throughout. A copy will be forwarded upon request. Write at once.

National Cutlery Co., Detroit, Mich., are the authors of an attractive catalogue exploiting the "S & S" knives of which they are the manufacturers. They state that ordinary crucible steel, shear or double shear steel, will not stand the tempering they give their knives and razors, but their Special Formula Steel, hand forged by skilled workmen, tempered by their special process in chemically treated oil, makes the S & S knives and razors that will hold an edge and are absolutely even in temper; hard and soft spots being an impossibility. Besides knives and razors the National Cutlery Company make hatchets, scythes, bush hooks, etc. All of their products are fully warranted and pass three tests during the process of their manufacture. The book above referred to will be found of real value, and may be had for the asking.

The Root Brothers Company, Plymouth, Ohio, manufacturers of Hardware Specialties, have distributed a new catalogue, No. 12, exploiting their product. It is a pamphlet catalogue containing 39 pages embracing all tools for general boot, shoe, rubber, harness and tinware repairing. They make an outfit which they style the "Plymouth Rock" combination outfit which contains 42 articles of superior quality, packed in a strong dovetailed box with hinged cover. They claim it is the most complete, most practical, largest and best outfit of its kind on the market and includes a Plymouth Rock riveting machine. They also make a number of smaller outfits than the above, but all up to the same high standard of quality. Send for a catalogue for further particulars.

The Stover Manufacturing Co., Freeport, Ill., manufacturers of Builders' and Shelf Hardware, Hardware Specialties and Grey Iron, Brass and Aluminum Castings, Etc., also Windmills for pumping and power purposes, Grinding Mills (sweep and belt power), Corn Shellers, Wood Saws, Etc., have issued a 1905 illustrated catalogue exploiting their "Ideal" Hardware. Some of their lines have been increased and others added since their last catalogue was issued—done, they state, to both favor the trade and increase their output. They are glad at any time to furnish estimates on small grey iron, brass, bronze and aluminum castings; brass patterns, also on galvanizing, tinning, japanning, etc. They have recently added to their plant another large factory equipped with the latest improved machinery. Send for their 1905 catalogue for description of their various goods.

Bevin Brothers Manufacturing Co., East Hampton, Conn., are the authors of an exceptionally neat envelope size catalogue of 55 pages of bicycle bells and specialties for season of 1905. They also manufacture bells of all kinds which are embraced in their catalogue No. 83 which they will be glad to send upon request. The bicycle bell catalogue is No. 85 and these goods they guarantee to be well made and neatly and substantially packed, and they are willing at any time to make good anything that proves defective in workmanship. The Bevin Company have facilities for turning out specialties in the bicycle sundry line, and invite correspondence from any who desire work of this nature done. They sell only to manufacturers and jobbers; all inquiries received from retailers being referred to the nearest jobber handling their goods. If interested, write for catalogue mentioning the goods wanted.

The Toledo Rubber Co., Toledo, Ohio, are submitting to the trade a descriptive list in the form of an attractive pamphlet of envelope size, on their line of Lawn Hose. Their stock comprises a full and complete line of nozzles, sprinklers, quick hose connectors, reels and all up-to-date appliances that are used in connection with lawn and other hose. They state: "If you take a knife and examine a piece of ordinary bursted hose you will find that nine out of every ten is due to faulty seams." This is not possible with theirs as it is a no-seam hose, and cannot be penetrated by water. Send for one of their pamphlets which fully describes and illustrates all styles of hose, etc.

Silver & Company, 304-314 Hewes Street and 432 Broadway, Brooklyn, also 18 Warren Street, New York City, have placed in the hands of their patrons and friends, catalogue No. 14 describing and illustrating their extensive line of Brooklyn Blue Flame Oil Stoves, Gas Stoves, Etc. Besides the stoves, they make ovens, broilers, triple tin sauce pans (which are a combination of three pans occupying only one space), bread toasters, and the Sir Humphrey Davy Broiler and Toaster which is made with a wire gauze preventing any flame from passing through its surface, and having the property of diffusing and equalizing the heat all over its surface, and by so doing, toasting and broiling evenly without danger of burning. For description of stoves, prices, etc., write for catalogue.

Ira F. White & Son, 114 Walnut Street, Newark, N. J., have issued a number of circulars, one being devoted to each of the following articles of their manufacture: Cleavers, can openers, putty knives, carving set, shears, special carving sets and kitchen outfits, paring knives, household cutlery and combination can-opener knife. For any of the above circulars which are descriptive and illustrative, also prices, write to manufacturers as above.

J. P. Eustis Manufacturing Co., 92-94 North Street, Boston, Mass., "Brasscrafters," have sent us a copy of their 1905 catalogue "G" which supercedes all others. They request the trade to order by their new numbers which are given in the 1905 catalogue, together with the old numbers which are shown in brackets. The above concern are manufacturers of metal frame French plate mirrors, portable and fixed shower baths, staple bath room accessories and special metal work. Their catalogue is finely printed on heavy coated paper, and is handsomely illustrated. They state they are prepared to estimate on and manufacture metal articles. Their experience is such that they may be able to perfect a non-commercial article and make it valuable. They solicit an opportunity to serve you and would consider propositions to manufacture and market articles of merit. Write for catalogue "G."

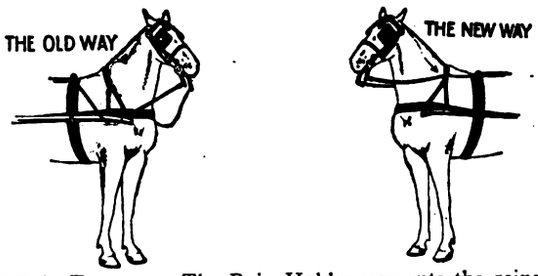
H. D. Smith & Company, Plantsville, Conn., have sent us a copy of their 1905 catalogue embracing Vehicle and Special Drop Forgings and Drop Forge Fine Tools in which all obsolete items of previous catalogues have been omitted. Attention is called to their line of tools, which, for them, is a somewhat new departure. This line they will extend, and state they purpose to have it distinctive of high grade and salably priced. Care has been exercised throughout the book to state of what the various goods illustrated and described therein are made. The book is in pamphlet form and contains 138 pages, and is bound with a stiff linen cover. If you are interested in their line, write for a catalogue.

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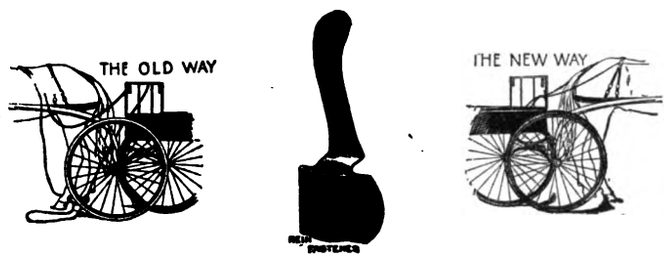
NEW GOODS AND SPECIALTIES.

READ'S REIN HOLDER AND FASTENER.

O. B. Read Manufacturing Co., Troy, N. Y., who are the manufacturers of Read's Rein Specialties, are using every effort to market those desirable and ready selling articles, the Rein Hold-



er and Rein Fastener. The Rein Holder prevents the reins from getting under the ends of the shafts and thereby causing untold accidents; a simple movement of the wrists will place the reins where they are secure, the device being readily applied to the



harness. The Rein Fastener is made of metal, heavily nickeled over copper, or it may be had in imitation rubber. The device is attached to the side of the dash board, and as one steps from the vehicle the reins can be instantly put in the Fastener. Any thickness of reins can be used. The device is adjustable and can be put on in a moment's time, even to the top of sash if desired. Many thousands of these specialties are constantly being disposed of, and the Hardwareman should have them in unfailing supply; the manufacturers supplying upon request a sufficiency of circulars and other stationery to foster their sale.

THE S. & S. "PACKING HOUSE SPECIAL" KNIVES.

The National Cutlery Company, Detroit, Mich., have achieved a notable success by manufacturing a line of goods to which they apply the brand "S. & S.", being manufactured from a special



formula steel that is used in all S. & S. products, and realizing that crucible steel, shear or double shear steel will not stand the temperature which is required by the tempering process given the knives and razors bearing the S. & S. trade mark. As no expense is spared to produce this important feature, quality, it is referred to by the company as permitting a better margin of profit to the Hardware dealer than that afforded by any other line of cutlery. S. & S. knives are constructed to fit the hand without cramping the fingers; they invariably hold their edge, one of their most important claims being that they "can be kept on



S. & S. PACKING HOUSE KNIFE.

the meat instead of on the steel." We present herewith an illustration of the No. 2 Packing House Special. This knife is very largely used by the leading packing and dealers' supply houses throughout the country. It is one of the most popular knives of the National Cutlery Co.'s production. The manufacturers have just completed an especially attractive catalogue showing their entire line of production, and we are advised that they will be glad to mail a copy to any Hardware dealer who requests the same.

GATE CITY NATURAL STONE FILTER.

The Gate City Filter Company, 15 East Fourteenth Street, New York, N. Y., is engaged in bringing before the Hardware and house furnishing goods trades the good qualities of the Gate City Natural Stone Filter, by the aid of which it is claimed all deleterious matter is eliminated from drinking water which may



GATE CITY NATURAL STONE FILTER.

be passed through this filter and leave no trace of bacteria than can be discovered with a microscopic lens. There is but one Gate City Natural Stone Mine from which the filtering stone is taken, and cut into filtering discs, for use only in this filter, which it is claimed will last for daily use about four years, and then can be replaced at a small expense, making the filter in every respect as good as new. Its perfect filtration, ease of cleansing and moderate cost, has combined to give it a popularity that enables it to show a record of nearly a half million in use. The reason for its perfect efficiency is found in the disc of natural stone which is the filtering medium, and which arrests all impurities of whatever kind on its surface, from which the accumulation can be easily removed by the user without taking the filter apart. It is made in six sizes from fine glazed stoneware and in four sizes of 3, 5, 7 and 9 gallons, respectively, in plain or decorated porcelain, particulars concerning which may be obtained on application to the company at the foregoing address.

"NEVER FAIL" OIL AND GASOLINE CAN.

J. A. Harps Manufacturing Co., Greenfield, Ohio, Morill M. Hough, 107 Chambers Street, New York, Selling Agents in New York and vicinity, are the manufacturers of the "Never Fail"

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Oil and Gasoline Can of which we present an illustration. The "Never Fail" is a five gallon can made of "Apollo" 27 gauge galvanized iron, and calculated for the use of gasoline, kerosene or all other light oils and liquids; it possesses a number of advantages that has made it a popular article wherever intro-



"NEVER FAIL" OIL AND GASOLINE CAN.

duced. Enumerating these several advantages there will be found: no oil valves, or piston or sucker to wear out; no faucet to leak or drip and no funnels or measures need be used. The can is a pneumatic, air tight can, allowing no evaporation or waste; is neatly striped and labeled, and the tops of can are nicely painted. It is especially recommended for house use, druggists, store keepers and autoists for safely carrying gasoline. They are thoroughly tested and inspected on leaving the factory, and the company is ready at all times to replace any cans that may be found defective.

THE F. W. ALARM CLOCK.

The Western Clock Manufacturing Co., La Salle, Ill., with New York branch at 51 Maiden Lane, are placing on the market through the Hardware and House Furnishing Goods trades the F. W. Alarm Clock, which we illustrate. It is substantially con-



THE F. W. ALARM CLOCK.

structed, put up in a heavy ornamented cast iron case, attractively finished in oxydized copper and ornamented in relief. The weight of the case makes it almost impossible to upset, and the clock is, on that account protected. Among the new features, the alarm is placed underneath and out of sight and rings long and loud lasting a whole minute; a brass shut-off permits of checking it whenever desired. If properly taken care of and cleaned at reasonable intervals, this clock will last indefinitely; while notwithstanding its numerous advantages it is sold at a low price in comparison with the ordinary nickel alarms on the market.

D. L. BATES & BROTHER CO. VENTILATING FANS.

D. L. Bates & Brother Co., Dayton, Ohio, are the manufacturers of Ventilating Fans in large variety for water motor and direct current; among which is the Movable Desk and Counter Fan shown in Fig. 1 which can be arranged to sit on counter,

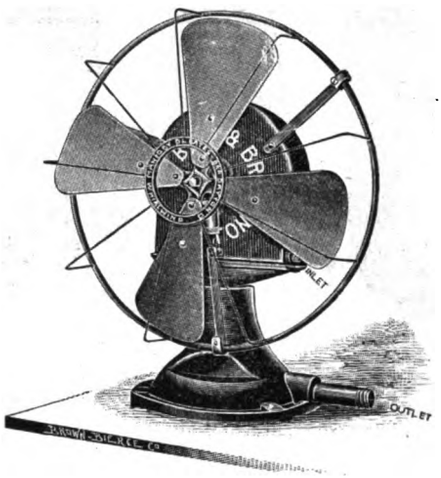
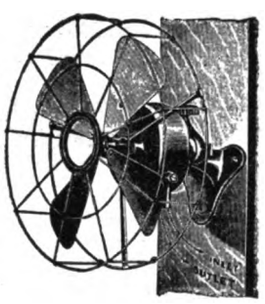


FIG. 1. MOVABLE DESK AND COUNTER FAN.

connections to be made with rubber hose, or it can be set permanently on a shelf. They give a speed to a 12 inch fan of 1600 revolutions at 65 pounds pressure, 1-16 inch jet, and to a 16 inch fan, 1100 revolutions, at same pressure and jet. Fig. 2 shows the wall bracket fan, with adjustable ball and socket, so mo-



WALL BRACKET FAN.

tor may be adjusted to throw air in any direction. Each fan is provided at the inlet with a threaded brass fitting, to which may be screwed the ordinary rubber hose coupling, or a permanent connection can be made at small expense. They are nicely finished in a combination of japan, oxidized copper and polished brass. In Fig. 3 is shown the Electric Four Blade Ceiling Fan wound for direct current only. They are perfectly noiseless, run in



CEILING FAN.

self-oiling bearings requiring oil but once a season. They can be run from any direct incandescent electric light current or street railway circuit. They keep in stock, fans for 110, 167, 220, 250 and 500 volts, with four blades. The 167 and 250 volt fans are to be connected in series of three or two respectively on a 500 volt circuit. They can furnish them in nickel, oxidized copper or polished brass. All fans are furnished in oxidized copper unless otherwise ordered.

✤

The Lawrence Manufacturing Co., Toledo, Ohio, is the maker of the "Frost King" Cream Separator, which is one of the most simple in construction and perfect in working now on the market. It is provided with a reversible strainer, cover and aerator, a removable milk compartment and concave bottom. Manufactured from the best material possible, it has no ground joints to get out of order. It is also cleansed easily and quickly, and deserves the large sales that comes with its popularity.

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JAP-A-LAC

REGISTERED TRADE MARK

"WEARS LIKE IRON"

DON'T DELAY

HAVE you seen our double-page advertisement appearing in the Ladies' Home Journal, April issue? If not, we would advise you to take a look at it. This double-page advertisement cost us EIGHT THOUSAND DOLLARS. We did not spend this money entirely from philanthropic motives. We expect to get big returns, but if we do, the dealer who sells it to the consumer must get them first.

You are certain to have a great many calls for JAP-A-LAC, this Spring. This big, double-page advertisement is only the first gun fired. The enormous advertising, which we will do during the three months following, will surely storm and capture the citadel.

The great American public is influenced by good advertising. Ours is so overwhelming this season, that it is absolutely certain to largely increase the business of every dealer handling JAP-A-LAC.

We are forcing the merits of JAP-A-LAC into the minds of the American people, and there is not a town in the country where JAP-A-LAC advertisements will not be read.

We have one of the most complete systems for following up inquiries, that could possibly be devised. The readers of the magazines who inquire about JAP-A-LAC are given a great deal of information, and suggestions are made to them of how to use JAP-A-LAC in various ways.

JAP-A-LAC can be used almost as generally as soap. It beautifies the home and makes it sanitary and cleanly. There are uses suggested in our booklet which cannot but increase the consumption of JAP-A-LAC and your community is no different from any other. People are alike the world over, and every home should keep a can of JAP-A-LAC constantly at hand.

In pushing JAP-A-LAC, we do it with the honest conviction that we are furnishing to your customers the very best thing of the kind made. There is nothing in the market which can be substituted satisfactorily for it. You can sell JAP-A-LAC profitably, no matter what make of paint or varnish you are handling. Add it to your list. It *spells profit* in the most simple and convincing way; *profit to the dealer* in every letter.

No groceryman would think of handling one kind of soap only. Why should you confine yourself to unadvertised articles claimed to be similar to JAP-A-LAC when you can sell more of them by also stocking JAP-A-LAC?

If a customer inquires for JAP-A-LAC, and you say you do not keep it, you may not only lose a sale, you may lose a customer. Save your customer.

We believe you have already had some calls for JAP-A-LAC, and we know you will have a great many more, soon. If you are now handling JAP-A-LAC and have a sufficient supply of it for a window display, be sure to get the free display matter. It will cost you nothing and we want your assistance.

Let us hear from you at once. DON'T DELAY.

THE GLIDDEN VARNISH COMPANY,

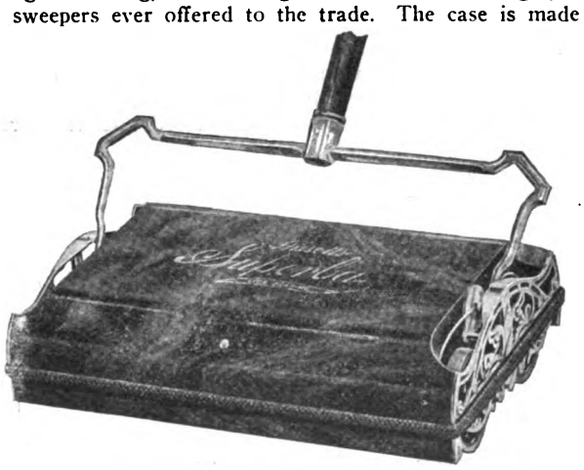
MAKERS OF HIGH-GRADE VARNISHES FOR ALL PURPOSES

641 WILLIAMSON BUILDING,

CLEVELAND, OHIO

BISSELL'S LATEST AND FINEST.

Bissell's "Superba," the latest thing in the Bissell line, is the finest sweeper in points of mechanical construction and finish, ever introduced on the market. The case though artistic in design, is built along perfectly smooth lines, entirely free of paneling or carving, thus making it one of the most highly sanitary sweepers ever offered to the trade. The case is made of



BISSELL'S "SUPERIOR" CARPET SWEEPER.

one piece of selected crotch mahogany, no joints or nail holes appearing, and given the finest piano polish; all the metal parts are distinctive and artistic in design, and the sweeping qualities of the "Superba" cannot be excelled. Just as a fine piece of furniture shows its value over the ordinary kind, so the "Superba" shows its value over the ordinary sweeper. With the growing tendency of the public to buy the best in every line, the "Superba" is bound to have a liberal sale. One of these sweepers will be found included in the Bissell Carpet Sweeper Co.'s Easter announcement, copy of which can be had on application to the Grand Rapids office of the Bissell Company.

BARNES' IMPROVED THREE-WHEEL PIPE CUTTER.

Barnes Tool Company, New Haven, Conn., are the manufacturers of the Genuine Three-Wheel Pipe Cutters, which are made in eight sizes, cutting pipe from ⅛ to 12 inches in diameter. The cut below is an illustration of the No. 1 and 2, which are used for the various sizes of pipe up to 2 inches in diameter, and the larger cut shows the style of that which cuts the other sizes up to 12 inches. They are claimed to be the first three-wheel pipe cutters that ever worked successfully, or were made to cut pipe over four inches in diameter. The cutter wheels



BARNES' 3 WHEEL PIPE CUTTER, NO. 1. THE CUTTER.



BARNES' 3 WHEEL PIPE CUTTER, NO. 3.

on these tools are drop forged from Jessop best tool steel. The manufacturers refer to the fact that although they could be made from American steel at less expense, they have experimented with various kinds, but found that while Jessop's costs more, it makes a wheel that stands a severe test if hardened properly. There being a limited demand for single wheel pipe cutters for special work, they can offer the genuine Barnes in all sizes made with one wheel and two rolls at the same prices as for regular three-wheel goods.

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REVIEW OF THE MARKETS.

WIRE NAILS: There is a steady business being had in this important staple, while the volume of shipments does not reach phenomenal proportions, the tone of the market is a firm one. The following are the quotations: f.o.b. Pittsburgh, 60 days or 2 per cent. discount for cash in ten days:

Carload lots to jobbers.....$1.80
Carload lots to retailers..... 1.85

New York. A moderate demand still characterized the local trade, but the city trade has scarcely reached its natural volume. The market is a firm one at the following quotations:

Single carloads $1.99
Small lots from store..... 2.05

CUT NAILS: There is a more moderate demand for Cut Nails than the manufacturers could wish for, and rumors of slight concessions being made of 5 or 10 cents a keg according to the distance of mill, are occasionally heard from. The following, however, are the official quotations:

Carload lots $1.80
Less than carload lots to jobbers..... 1.85
Less than carload lots to retailers..... 1.95

f.o.b. Pittsburgh. Iron Cut Nails for delivery at Pittsburgh, Buffalo and all points west of these cities 10 cents advance per keg on Steel Cut Nails.

New York. The business being done has been of such moderate dimensions that a few holders are offering a small concession in order to move stock. The New York quotations are still quoted officially as follows:

Carloads on dock.....$1.94
Less than carloads on dock..... 1.99
Small lots from store.....$2.00 to 2.05

BARB WIRE: Throughout the Western trade the mills are doing business that indicates the movement from jobbers as very large. The business East, while not so large, is still regarded as good for the section. Quotations are as follows: f.o.b. Pittsburgh, 60 days or 2 per cent. discount for cash in 10 days:

	Painted.	Galv.
Jobbers carload lots	$1.95	$2.25
Retailers carload lots	2.00	2.30
Retailers less than carload lots	2.10	2.40

SMOOTH FENCE WIRE: The general line shows a fair demand for Galvanized Wire in the leading sizes is sold more largely. The market is a firm one. Quotations are as follows: f.o.b. Pittsburgh, 60 days or 2 per cent. discount for cash in 10 days:

Jobbers, carload lots.....$1.65
Retailers, carload lots..... 1.70

The above prices are for base numbers, 6 to 9. The other numbers of plain and galvanized wire take the usual advances.

L. & I. J. WHITE COMPANY: Under date of April 13 the L. & I. J. White Company, Buffalo, N. Y., announces revised and somewhat higher list prices on Applewood Levelers, No. 127, and Coopers' Jointers, No. 133.

ROPE: The following prices may be said to represent the market:

	Cents per pound.
Pure Manila, 7-16 and larger	12¼ to 12½
No. 2 Manila	10
Pure Sisal, 7-16 and larger	10
No. 2 Sisal, 7-16 and larger	8¼

Less ¼ cent to the large trade.

BINDER TWINE: General market quotations f.o.b. Eastern factories, may be given as follows:

White Sisal (500 feet to the pound)..... 9¾
Standard (500 feet to the pound)..... 9¾
Standard Manila (550 feet to the pound).....10¾
Manila (600 feet to the pound).....11¾
Pure Manila (650 feet to the pound).....12¾

Less than carload lots quarter of a cent extra.

LINSEED OIL: Under date of April 21 the following advanced quotations are announced on "City" Raw Oil by the Dean Linseed Oil Co.:

In lots of less than 5 barrels.....49 cents per gallon.
In lots of 5 barrels or more.....48 cents per gallon.

The "American" brand for respective quantities, 1 cent per gallon less.

The five-barrel price applies only to deliveries of that quantity at one time.

Boiled Linseed Oil, 2 cents per gallon higher than Raw.
Calcutta Oil.....60 cents per gallon.

THE CLEVELAND TRADE.

April business has improved compared with March, and there is yet no reason for complaint about prices for manufactured goods, as they are low compared with the price of raw material. The conservative spirit among manufacturers is commendable. A decline in pig iron would not materially affect the price of manufactured Hardware. The same influence has prevented a break in the price of cotton goods. If cotton goods had been advanced in proportion to the price of raw material that business would have been seriously affected by the late decline in cotton. Everything American is so full of the strenuous spirit that guarding against it is commendable. The crop outlook augers well for Fall trade, and we should be content with what in any other country would be considered good times.

The Lockwood-Taylor Hardware Co.

THE PITTSBURGH TRADE.

We have had a touch of Winter weather for the middle of April, which is not at all welcome, reminds us too forcibly of the long months of snow and ice which we had hoped were past and gone. Developments in the larger interests continue from month to month. Increased capacity in coke ovens and furnaces not keeping up with the demands of the mills for finished products. Improvements by the U. S. Steel Co., which were deferred during the depression a year ago, are now going forward. The tube works at McKeesport will be practically rebuilt when their plans are fully carried out, while there are quite important additions at several other points. The demand for goods is quite active, as it should be at this season, but hardly up to expectations of the amount that would be indicated by manufacturing activity. We look for a steadily increasing trade throughout the year, especially should the present favorable crop reports throughout the country be realized.

Logan-Gregg Hardware Co.

THE PHILADELPHIA TRADE.

It now seems possible to affirm without hesitation that Spring is here and if the thermometer in the seventies did not re-affirm the fact, the recent drop in the mercury and the orders coming in for poultry netting, wire cloth, ice cream freezers, refrigerators, hammocks and similar goods would of themselves be sufficient evidence. It seems remarkable that after such an unusually severe Winter that we should be favored with an early Spring, but such is now the case and apparently we are not to jump at once from Winter into Summer as has been the case for several years. Seasonable weather is always beneficial to trade, and this Spring is no exception to the rule. The country is awakening from its lethargy, and from all sides we hear most encouraging reports of a heavy demand for goods and bright prospects in the building line, so that tools and building Hardware should be in good demand. The market continues strong and there is much complaint from manufacturers whose goods are lying near the raw material that the heavy advance in the costs of material will not allow prices to remain at present figures, and it is claimed that further advances on such lines must be announced in the near future. The large iron and steel corporations are at present in a state of great activity and the advance recently made in wages by the U. S. Steel Corporation is most gratifying, and goes far towards producing a feeling of security to-day and confidence in the future. It is to be hoped that collections will now show signs of improvement. During the Winter and early part of this year they have been unusually slow but with the large volume of trade now moving freely a decided improvement may be shortly expected in this department also. While the outlook is most favorable, and while indications do not appear to point towards a heavy boom there seems to be every reason why we should enjoy a period of a large and healthful business.

Biddle Hardware Co.

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THE DAVENPORT TRADE.

In addition to the many annoyances and discomforts of men engaged in the Hardware trade comes the great and growing evil of manufacturers everlastingly, eternally and infernally making changes in their price list. The increased cost of labor alone connected with the senseless idiotic practice would, in time pay off the national debt; however, if it cannot be stopped in any other way congress should pass a law with penalty of fine and imprisonment against making these changes oftener than once in a hundred years. If manufacturers wish to make net prices, all well and good, and change them as often as is necessary to meet the market requirements; but, if they propose to sell goods from established price lists, they should be compelled to meet the requirements of the market in the change of discounts. Will Hardware shake up the manufacturers who seem to make these changes for no known reason except to annoy their patrons.

Sickels, Preston & Nutting Co.

THE NEW ORLEANS TRADE.

A remarkable continuation of boom conditions has marked the further passage of the Spring—and the Hardware world has taken full part in this. The wonder continues to grow that such conditions should continue to exist after the January and late December that seemed to foreshadow only gloom. The specific phases of the present situation of particular moment are to be found in the vigorous campaign for the Spanish-American trade that has never hitherto been sought with much earnestness by the merchants of New Orleans or the immediately adjacent country. According to the most conservative estimates of the reliable Hardware and machinery men of the section, the general volume of trade is running about 10 per cent. ahead of that current at the same period last year.

Some lines are behind; others are ahead; but the total foots easily to the figure mentioned. Some sections are buying more than others; some less; but here again the total averages well past the consumption of last season. Credits are remarkably good; and the recent readjustments of values on some lines of goods have not in any way affected the purchasing spirit of the trade.

There has been keen interest manifested in the reported Southern iron merger; and again in the announced community of interest between the Jones and Laughlin Steel Company, and the Lukens Iron Works—in so far as these consolidations will affect the prices or the facilities for obtaining Hardware and other basic goods that are included in them.

However, the keenest interest has been shown in the workings of the special Panama Committee of the New Orleans Board of Trade, and the efforts being made by that body to have the transportation facilities to Panama increased, and the trade between New Orleans and the Spanish-American countries adjoining the Isthmus fostered.

BATTLE FOR TRADE.

In this movement the Hardwaremen of the section are most deeply concerned; and the leading Hardware houses of the city are nearly all represented in the movement.

Some weeks ago the jobbers and wholesale merchants in the Board of Trade met in executive session, and appointed the following committee: Col. B. F. Eshleman, of Stauffer-Eshleman & Co., chairman; Thomas Sloo, of Whitney-Sloo; Pearl Wight, of Woodward-Wight & Co., and Gus Lehman, Jr., of the big wholesale clothing store bearing his father's name, and James W. Porch, local manager for the Lukens Iron Works. After two weeks of activity, and several conferences yesterday with J. L. Bristow, the United States especial commissioner on Panama trade conditions, the committee left New Orleans for a conference to be held Thursday with the Panama Canal Commission.

The purposes of the committee are to see that New Orleans has an equal chance for all the business of the Panama Canal Commission; and to guarantee to the Panama Canal Commission that all goods for the Isthmus shall have as good facilities out of New Orleans as elsewhere—offering the further guarantee that if the United States shall herself divert from New York to New Orleans a portion of the Panama-New York steamship fleet, that sufficient tonnage shall be shipped therein to make the enterprise at least not a money loser.

The Hardwaremen were particularly interested in this movement because it has been on Hardware, interior fittings and similar articles, that the discrimination against the Gulf and for New York has been most evident. The committee will return Saturday, and it is believed that decided and definite arrangements will be made that will divert a considerable Hardware business from the Eastern to Southern ports.

LOCAL CONDITIONS.

In New Orleans, the fever of boom conditions exists. Real estate has doubled in six months. Business properties purchased some years ago for $10,000 and $15,000, have been sold within the week for $40,000; $50,000. While the current amount of building and other improvements for each year has ranged during recent years between $2,500,000 and $4,500,000, there will be spent in building houses, business establishments, and railroad terminals during the next eight months, fully $12,000,000.

In consequence the retail Hardware stores, and the jobbers who sell to the big contractors, are already guaranteed the best business in builders' supplies, mechanics and carpenters' Hardware, building fittings, Hardware, etc., that they have ever witnessed or experienced.

The big lumber activity connected with the reported Goodyear combination, has increased the demand for mill supplies, and the increase has steadily progressed through the past ten days. Despite denials and refutations all local mill operators insist that the combination is practically an accomplished fact.

Meantime, the country districts, the cotton and the rice and the sugar sections, are buying in varying proportions. The cotton planters are purchasing liberally; the sugar planters extravagantly, and the rice farmers not at all.

Building and Builders' Hardware are the leading lines. Implements are going well, chiefly to the sugar planters, but in quantities greater than was anticipated to the cotton planters as well.

PERSONAL AND LOCAL NOTES.

The Moline Plow Company, of Moline, Ill., has removed its New Orleans headquarters from its old location, 211-13 Decatur Street, to the Gasquet Building, Magazine Street and Gravier. The work of removal is being conducted under charge of M. A. Steel, director of the Southern branch and by Victor Loisel, local agent. The company will enlarge its storage room, and will increase greatly its facilities for business here.

Just prior to his departure for Washington with the Board of Trade Panama Committee, James W. Porch, local manager for Lukens Iron Works, announced here that the Jones and Laughlin Steel Company would have a joint agency here with the Lukens Iron Works, and that the storage and warehouse capacity here would be greatly enlarged, and the business sought in a larger field and with a larger force.

Col. S. F. B. Morse, intimately associated with "Hoadley of International Power," in the latter's efforts for the Southern Iron merger, said in New Orleans a few days ago, that the success of that undertaking was assured, and was already practically completed.

THE SAN FRANCISCO TRADE.

Since expansion in the general trade of the country during the first quarter of the year, compared with the corresponding quarter in 1904, has been so pronounced that commercial statisticans have interested themselves in ascertaining about how much it was, good feeling San Francisco merchants in Hardware lines are not only in their glad remarks anent the whole country's expansion trade reports unconsciously exhibiting a strain of American loyalty, but likewise show a commendable hearthstone pride by suggesting that this letter make mention of the Pacific Coast trade expansion. "For example," they say, "the exports from San Francisco last month were $6,833,700, compared with $3,615,600 in March, 1904, and $4,056,000 in March, 1903, while those for the first quarter of 1905 were $13,844 000, against $10,283,000 for the first quarter of 1904. The Pacific Coast, indeed, has been sending in the best reports of any section of the country for some years, hardly halting even when trade returns fell off from time to time in the East. And let it be added that these continued excellent reports are attracting to the coast a good deal of unemployed Eastern capital and thousands of houseseekers from the Middle West, and are proving the best advertisements of our prosperity. Pacific Coast crops last year were generally very good and passed out of the farmers' hands with remarkable rapidity and at most excellent prices, hence we find ourselves approaching another abundant harvest with no old stock on hand to keep prices down. This is already shown by the reception given the new spring clip of wool, which is going into consumption as fast as it is shown, and at a high plane of quotations; also by a steady demand for the coming crop of hops and dried fruit, sales of some kinds of the latter having already been made to New York for July delivery at remunerative quotations. Insofar as the present outlook for 1905 is concerned, California and the other Pacific Coast States have certainly nothing to complain of. "And here's a good April commencement for the second quarter's expansion showing in Pacific Coast export trade," said a jobber in Hardware, implements and machinery. "Make a note of it that four hundred carloads of freight, consisting chiefly of machinery, have already arrived overland for shipment to the Orient on the steamship Minnesota to sail April 29th. The invoice of this shipment embraces forty narrow-gauge locomotives, made in Pennsylvania

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FILES



Nicholson
Arcade
American
Great Western
McClellan

PROGRESSIVE Hardware Merchants confine their sales to these well-known Brands.

Kearney & Foot
Eagle
J. B. Smith
"X-F"
Gold Medal

MANUFACTURED BY NICHOLSON FILE CO.
Providence, R. I.

RASPS



and New York. These locomotives have been knocked down for facility in handling. The boilers will be shipped ready for putting into place, while all the other parts have been fitted. They are of about the same weight as those used on American lines fifteen years ago, but they have modern improvements. Practically all the Minnesota cargo for this month's shipment is for Japan. It includes also large dynamos, shafting, steel plates and lathes, showing that the immense order placed in Japan last December has been executed. A large part of this machinery will be used in the Government shipyards for rebuilding and repairing the injured Japanese and captured Russian war vessels." INDUSTRIAL PRESS ASSOCIATION.

THE MINNEAPOLIS TRADE.

Business is good, better than last year, and with excellent prospects for building, not only in the city, but in the country. We think without doubt there will be more building done in Minneapolis than ever before. Seeding—We quote from circular issued by one of the largest grain commission firms here, with offices throughout the principal cities in the North and Middle West. They state: "Wheat seeding is practically completed in Southern Minnesota and South Dakota; in North Dakota about 75 per cent. of the wheat land south of the Northern Pacific line has been seeded and about 40 to 50 per cent. has been completed in the Northern counties of North Dakota and in the Northwestern territory, and about 25 per cent. in Manitoba. The weather has been very favorable for seeding, though the ground has frozen every night and the seeders could not run more than half or three-quarters of the day. Increase in wheat acreage in this district will probably be about 10 to 15 per cent., with conditions generally favorable." The country tributary to Minneapolis is in good condition generally from the financial standpoint, and should there be no special disturbance occasioned by unusual dry or wet weather or from labor troubles, we can safely count on having exceedingly good business up to the first of July, any way. W. K. MORISON & CO.

TRADING STAMP COMPANY BANKRUPT.

The following from the New York *Sun* of April 21, needs no comment from the editor:

"A petition in bankruptcy was filed yesterday against the Benedict & Macfarlane Company, blue trading stamps, of 156 West Twenty-third Street, and of Chicago, by the following creditors: New York Desk and Dining-Room Furniture Company, $187; Herrmann Furniture and Plumbers' Cabinet Works, $31, and Lange & West, $472. It was alleged that the company is insolvent and admitted in writing on April 19 in a letter signed by Albert G. Thorne, secretary, its willingness to be adjudged bankrupt. Judge Holt, of the United States District Court, appointed Frederick A. Burlingame receiver with a bond of $10,000.

"It was stated in the petition that the business of the company partly consists in the redemption of trading stamps, large numbers of which are outstanding. It has a stock of goods from which the stamps have been redeemed, and if the redemption is permitted to continue a large part of the goods will be disposed of in favor of the stampholders, to the exclusion of the merchandise creditors, many of whom furnished the goods comprising the stock in the store at 156 West Twenty-third Street. The lease of this store runs out on May 8, the goods must be removed before that date, and the petitioning creditors believe that it will be to their interests to have the goods sold there at auction.

"The company was incorporated under the laws of this State on August 24, 1903, with a capital stock of $1,000,000. Harry L. Benedict became president and Francis H. Macfarlane vice-president. The company established agencies in Baltimore, Boston, Syracuse, Chicago, St. Louis, Denver, Milwaukee, Brooklyn and other cities, and made contracts with some of the large department stores. One of its large contracts with a store in this city terminated a few days ago and the news of this precipitated a run on the company's store in Twenty-third street on Wednesday for the redemption of stamps. In the trade it is said that the company's income in the past year has not kept pace with the extra expenditures made to increase its distributing connections. The liabilities are reported to be over $30,000.

"This is the second trading stamp company which has been petitioned into bankruptcy in this city."

OUR BRITISH LETTER.

(Continued from page 26.)

ELECTRICAL EXHIBITIONS.

Several electrical exhibitions are now being held in different parts of London, chiefly inaugurated by metropolitan councils. At these exhibitions demonstrations are being given of the advantages of electrical apparatus, and many manufacturers and others interested in the business are pointing out to consumers the numerous electrical appliances now on the market, by which domestic economy can be effected, and comfort and convenience of the household assured. Retail traders and manufacturers are also being educated to the employment of electric motor power. There are many uses for electric motors, some of which British ironmongers are recognizing. Motors are useful in an ironmonger's workshop where lathes and tin-working machines can be operated by a small motor. An electric motor is also a valuable accessory in or near an ironmonger's window, where it can be utilized to give motion to the numerous working models and mechanical devices by which smart advertising can be effected and business increased. An important electrical exhibition is to be held during the closing months of the year at Olympia, London, when it is expected that demonstrations of electrical appliances on a large scale will be made.

STANLEY RULE & LEVEL CO.

NEW BRITAIN, CONN., U. S. A.

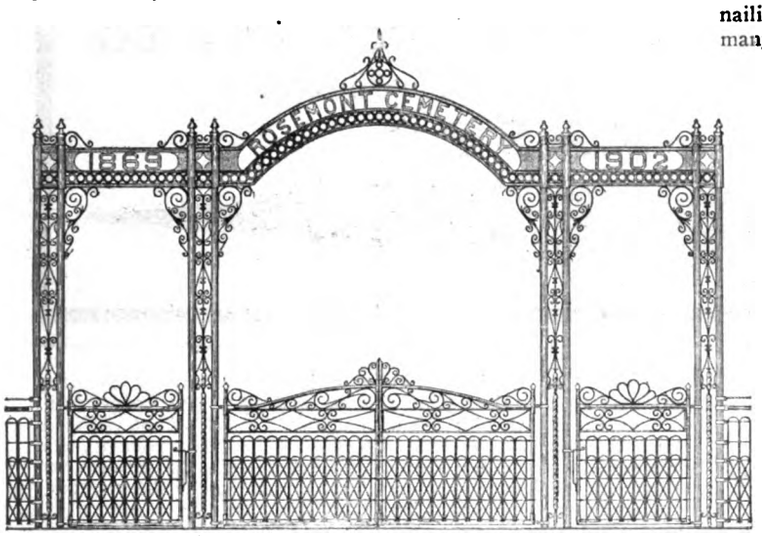
Improved Carpenters' Tools.

SOLD BY ALL HARDWARE DEALERS.

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A NEW CEMETERY ENTRANCE.

The accompanying cut shows one of a number of new designs of Cemetery entrances built by the Enterprise Foundry and Fence Co., Indianapolis, Ind. The design shown herewith is constructed of wrought and cast iron. Arch is cast iron and the standards, scrolls and gate frames are made of wrought iron. Eight heavy cast iron anchors placed in concrete at a depth of 38 inches supplemented by individual brace rods constitute the foundation for



A NEW CEMETERY ENTRANCE.

this Arch. The wire shown in gates is made of two strands of No. 11 galvanized wire twisted together and woven into a fabric of attractive and artistic design. Dealers will find it to their interest to send for the handsome, new catalogue just issued by this firm as they are one of the few fence manufacturers who protect and assist the Hardwareman.



BOX STRAPS FOR THE HARDWARE TRADE.

The Standard Metal Strap Co., 336-342 East 38th Street, New York City, manufacture a line of box straps which have met with much favor, and we present on this page engravings of two styles which are especially suitable for the Hardware trade. These box straps are manufactured of iron or steel and are used for binding and strengthening, and at the same time effectively sealing cases, crates, barrels, etc. They are quickly applied by nailing and the security assured where they are used is worth many times their cost. The "Eclipse" box strap is made of soft



FIG. 1. "ECLIPSE" BOX STRAP.

steel and in one continuous length without rivets. The absence of rivets is a strong point in favor of this strapping. The embossing lends additional strength and protects the heads of the nails at the same time. Beside this, it centers the nails and prevents them from slipping while being hammered home. It is worthy of notice that the embossing does not in any way in-

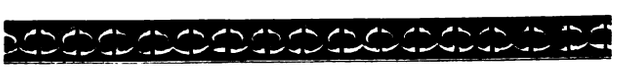


FIG. 2. "PREMIER" BOX STRAP.

terfere with the flexibility of the strap. The "Premier" Box Strap is another favorite with the Hardware trade and is largely called for where a very strong strapping is desired. It is a flat wire strap with holes at intervals of 4 inches, and lies close to the case. It is furnished in continuous lengths of 5,000 to 6,000 feet, in three different widths, or in cut lengths from four to twelve feet. The holes in the "Premier" Box Strap differ from others in that they are made by removing a small portion of the metal, which makes an opening that is uniformly clean cut and no longer than is absolutely necessary. The Standard Metal Strap Co. have a large factory and warerooms at their New York address, with agencies in San Francisco, Cal., and London, England.

A. J. Reach Company, Philadelphia, Pa., are offering to the trade for the season of 1905 their Trade Prices in a book designated "Spring and Summer Sports." This includes Baseball Accessories of every description. They carry in stock a complete line of everything listed in the catalogue, and can give you an assortment on a very small investment and show you a satisfactory profit. To further their sale, they will imprint with your name a quantity of above booklets, also furnish you with any electrotype free of charge, if you will carry a stock of the Reach goods, on all of which they make a very broad guarantee. The Reach Company also make an extensive line of goods for Fall and Winter Sports such as boxing gloves, striking bags and sundries, footballs and sundries, basketballs, medicine balls, hand balls and gloves, indoor baseballs and fencing goods. Send for catalogues.

Gifford-Wood Company, with shops at Arlington, Mass., and Hudson, N. Y., have recently distributed a catalogue of Summer Tools and Machinery, Wood's Ice Tools, Gifford's Ice Elevating —Conveying—Lowering Machinery, which they make. They also issue a complete Elevator and Ice Tool catalogue which they state will be mailed upon application. The catalogue of Summer tools includes such goods as hand plows, chisels, ice tongs from the family size to the largest ones for loading vessels, ice axes, chippers, picks, cleavers, saws, ice hooks, pocket ice apron, Crescent ice saw, Creaser ice breakers, scales, runs and skids, automatic air pressure and endless chain, lowering machines, etc. On the Creaser Ice Breakers they issue a special catalogue which they will be glad to send interested parties.

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AMERICAN HOUSEKEEPING MACHINES AND FIXTURES IN GERMANY.

(From United States Consul-General Mason, Berlin, Germany.)

The attention of American manufacturers of improved house and hotel-keeping machines and appliances, such as meat cutters, carpet sweepers, egg beaters, etc., is invited to the fact that articles of this class are now very largely sold in Germany by department stores, of which there are three in Berlin and one or more in every large German city. It is fully recognized that in respect to these improved appliances, which go so far toward lightening the labor of housekeeping, Americans hold easily the first place for both the ingenuity and the number of their creations. Hitherto this class of goods has been principally imported into Germany by one or two large Hardware houses located at a German seaport and distributed thence to retailers; but the department stores have become such colossal concerns, with aggregate annual sales running into many millions of marks, that they feel entitled to derive their supplies of imported as well as domestic goods first hand. It is therefore suggested that American exporters of all housekeeping fixtures, as well as dried and preserved American fruits, would do well to send competent German-speaking salesmen with samples and catalogues, in which weights, dimensions, and values are given in metric and German units, to make a round of the German cities with special reference to supplying department and other large retail stores at first hand. This suggestion is made at the request of parties who are not only directly interested in the subject, but are thoroughly informed concerning it.

It should be borne in mind, however, that whenever possible every original and improved fixture of this kind should be protected by patent or trade-mark before being sold in Germany, or, indeed, in any foreign market, since Europeans have become very clever and prompt in imitating improvements from the United States, and the imitations are often sold as American-made goods.

RECENT TRADE PUBLICATIONS.

The Sill Pneumatic Horse Collar Co., 313-315 East Front Street, Bloomington, Ill., have recently issued a pamphlet catalogue, illustrating and describing their desirable Pneumatic Horse Collar, which is built on strictly humane principles and will adjust itself to any shoulder and any tender shouldered colt or horse can wear it without the possibility of a bruise or gall. The rubber tube is covered with a water-proof canvas bag which takes all the strain from the rubber and leather and gives the rubber double protection against any foreign substance that might deteriorate or shorten its life. The air tube is continuous and forms a cushion on top of neck same as on the side. The metal side of the collar is made of high grade sheet steel properly tempered, and is fastened with a heavy invisible spring at the bottom. This collar is very simple in its construction, and can be taken apart and put together in a few minutes. For illustrations, prices, etc., send for catalogue.

The Gendron Wheel Co., Toledo, Ohio, are distributing an attractive pamphlet catalogue exploiting the easy running Gendron and Reliance bicycles, which they illustrate and list. They state: "With the very best equipment in the way of tires, saddle, pedals and chain, our bicycles are sold under the Gendron name-plate; with the cheaper equipment, under the Reliance name-plate. Recognizing the universal popularity of the Kelly handle bar we are this year furnishing it regular on the Reliance bicycles as well as on the Gendron. Our line of saddles will meet every possible demand. In the matter of tires, in addition to giving an option on the leading brands, we will continue to furnish a tire made especially for us under our own brand, the "Reliance" tire, which has given us the best of satisfaction for the past four seasons. As to pedals, we are using what we know to be right from past experience. We will continue to use the Diamond chain, the world's best." For information regarding construction, etc., also the "Pioneer" line of children's vehicles, write for catalogue.

TRADE NOTES.

Pullman, Wash.—C. E. Clure has purchased the interest of W. D. Outman in the Stewart-Outman Hardware Co.

Ravenna, Neb.—O. L. Miller has purchased the Hardware and furniture business of A. Wilke.

Reece, Kan.—John Thapp has purchased the Hardware business of W. T. Coast.

Salem, Mass.—The Dane-Smith Co. has bought the Woodward & Ober Hardware stock at Beverly. It will sell the stock and fixtures at the Woodward & Ober store, Cabot Street, Beverly, as soon as the goods can be marked.

Sparta, Tenn.—Thomas H. Mason has purchased the Hardware business of R. P. Biles.

Spencer, Okla.—Lee Thomas has purchased the Hardware and implement stock of J. H. Stoptaugh.

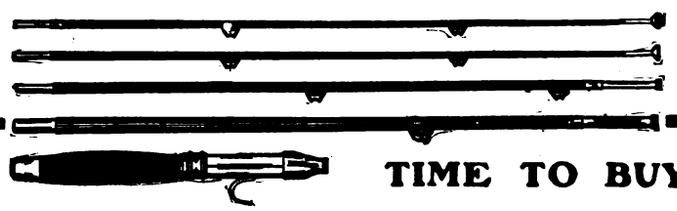
Terrell, Tex.—J. H. Klutts has sold his stock of Hardware to S. C. Clyette and Henry Anderson, who will continue the business under the firm name of Clyette & Anderson.

Troy, Texas.—Winfroe Bros. have purchased the Hardware business of J. Q. Thompson.

Washington, Ill.—The Hardware store of S. C. Zinser & Co., has been sold to Peter Strubbar and Henry Bishop of that place. Mr. Zinser has been in the business over thirty-five years.

Logansport, Ind.—The stock of the Miskimen Furnace Co. has been purchased by Ferd Graas and Fred Drompp and will be run under the name of the Logansport Furnace Co., and will be put in shape at once. Henry Grah, assisted by his son, Otto, will manage the new concern.

Minatown, Ohio.—The Delk Handle Factory has been shut down for some time for the purpose of putting in new machinery. The company owning the plant will make long handles for forks and shovels in addition to those now manufactured, and will also make hatchet and hammer handles.



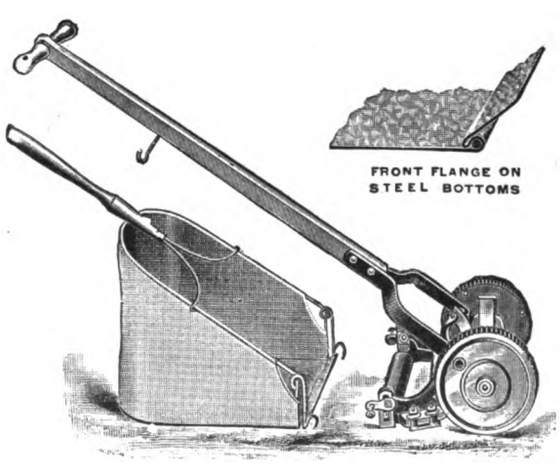
TIME TO BUY

FISHING TACKLE

is right now. We are manufacturers and know the kinds used in different parts of the country—we can help the Dealer in deciding on the right goods for his trade, and furthermore we can save the d aler money.

CATALOGUE FOR THE ASKING.

CLARK HORROCKS CO., Utica, N. Y.



EASY EMPTYING GRASS CATCHERS

are now made with

GALVANIZED STEEL BOTTOMS

having adjustable Front Flange, as well as with regular duck bottoms. Made in two sizes, which fit any size or make of lawn mower, and are guaranteed to give entire satisfaction.

Sold through Hardware Jobbers.

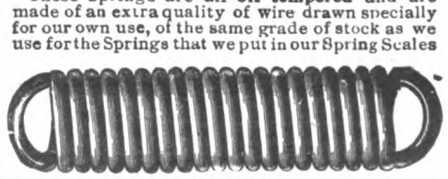
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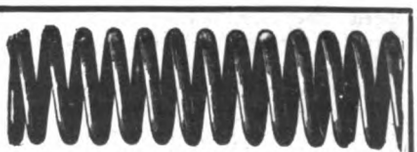
The Specialty Mfg. Co.

St. Anthony Park, Minn.

We make a specialty of making to order only, a superior quality of **Cast Steel Wire Springs**, either for extension or compression.

These Springs are all **oil tempered** and are made of an extra quality of wire drawn specially for our own use, of the same grade of stock as we use for the Springs that we put in our Spring Scales





JOHN CHATILLON & SONS,

85 to 93 Cliff St. & No. 13 Jacob St.,

Established 1835, NEW YORK CITY.

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HARDWARE DEALERS' RECORD.

Hardware dealers, the country over, are requested to contribute to this page. News of new stores, changes, improvements, etc., will be gladly received, and promptly published.

New Stores, Incorporations, Etc.

Alamosa, Colo.—The John McCormick Hardware Co. has been incorporated; capital stock, $5,000; John McCormick, J. E. Clarke, Edith H. McCormick.

Albany, N. Y.—The Croissant Hardware Co. has been incorporated with a capital of $50,000. The directors are: Phillippina Croissant, Charles Croissant, John Croissant and Phillippina C. Frederick.

Arlington, Wash.—The Arlington Hardware and Plumbing Co. has been incorporated with a capital of $6,000.

Belpre, Kan.—A. A. Doerr is erecting a new building and will put in a stock of Hardware and harness.

Cheraw, S. C.—The Planters' Hardware Co. has been incorporated. Capital, $5,000. The officers are: J. R. Parker, president; J. F. McBride, secretary and treasurer.

Conconully, Wash.—Jay & Carpenter have engaged in the Hardware and furniture business.

Covington, Ky.—The Mersman Hardware Co. has been incorporated. Capital stock, $50,000. The shareholders are J. H. Mersman, Sr.; Henry Jansen, Edward Weber, Fred. Herman, Michael Pfister and Frank Flake.

Earling, Iowa.—The Earling Commercial Co. has been incorporated with a capital of $16,000 and will carry Hardware.

Edwardsville, Ill.—E. A. Keller Co. has been incorporated; capital, $9,000; Hardware; incorporators, E. A. Keller, H. A. Dierkes, H. N. Baird.

Greenport, N. Y.—Jacob Markell has opened his stock of Hardware and house furnishing in the Merrill Building, on Main Street.

Jamestown, N. Y.—The Bernhard Hardware Co. has been incorporated. Capital, $10,000, and directors: Elof Rosencrantz, Charles Bernhard, John Carlson, Jamestown.

Kennewich, Wash.—The Kennewich Hardware Co. has been incorporated to do a wholesale and jobbing business. The officers are: H. A. Bier, president and manager; Alex. Bier, vice-president; A. F. Brown, secretary and treasurer.

Livermore Falls, Me.—W. A. Stuart Co. has been organized for the purpose of dealing in Hardware, paints and other merchandise, with $50,000 capital stock. The officers are: President, W. A. Stuart, of Livermore Falls; treasurer, Samuel W. Coolidge, of Livermore Falls.

Niagara Falls, N. Y.—James Patterson and Max M. Thompson will very shortly open a new Hardware store. Both are experienced Hardwaremen and both have been in the employ of Elderfield-Hartshorn Co. for some time. Capital stock, $10,000. The business will be conducted under the firm name of Patterson, Thompson & Co.

New Bern, N. C.—The Gaskill Hardware and Mill Supply Co. has been incorporated; $20,000 capital. The incorporators are: James Gaskill, H. M. Graves, R. A. Willis and W. A. McIntosh, all of New Bern.

Pine Bluff, Ark.—The Cleveland-Mathews Hardware Co. has been incorporated. The new company will do a general Hardware business and will be located at 311 Main Street. The capital stock of the company is $25,000, and the officers are: M. P. Cleveland, president; J. H. Carmichel, vice-president; W. L. Matthews, secretary and treasurer.

Plainview, Neb.—Edward Sterner has opened a new Hardware store.

Randolph, Kan.—The Randolph Lumber and Hardware Co. has been incorporated with a capital of $13,000.

Roswell, N. Mex.—The Roswell Hardware Co. has been incorporated. The capital stock is $60,000. The directors are J. T. Murphy, of Naples, Texas; J. W. Thomas, W. A. Johnson, H. R. Morrow, and L. B. Tannehill, of Roswell.

Spokane, Wash.—W. J. Kilmer has established himself in the Hardware business.

St. Paul, Minn.—Midland Lumber and Coal Co. has been incorporated for the purpose of buying and selling Hardware, lumber, coal, wood and building material. Capital stock, $10,000. Incorporators, F. H. Marston, of Chicago, and William P. Plant and Charles E. English, of St. Paul.

Tekoa, Wash.—A new firm known as the Tekoa Hardware Co. has opened for business. The members of the firm are James E. Reilly and E. E. Jackson, both of Spokane. The new firm will be located at the northeast corner of Main and Ramsay Streets.

Vancouver, B. C.—Spencer Sanderson has engaged in the Hardware business.

Viola, Kan.—Mayor McLean, of Wichita, has opened a Hardware and Implement business here and has placed C. L. Way in charge of same.

Wellington, Colo.—Adam Baxter has opened a new Hardware store here.

Changes.

Alliance, Neb.—W. S. Acheson has succeeded to the Hardware business of Acheson & Joder.

Ayr, Neb.—Kip. Radley has purchased the Hardware business of J. T. Edgerton.

Bailyville, Kan.—R. M. Bronaugh has succeeded to the Hardware and Furniture business of Bronaugh & Gilliand.

Bertrand, Neb.—Beyrer & Dressler have been succeeded in the Hardware and Implement business by Beyrer, Dressler & Tozer.

Broken Bow, Neb.—An important business change is a deal between the Ryerson-George Co. and Kennedy's Regulator, the former trading its Hardware stock for dry goods, furnishings, clothing, etc., of the latter. Ryerson & George will remove the stock to their general store, while Mr. Kennedy will go in business as a Hardware merchant on the south side.

Camden, N. J.—The Eagle Hardware Co. has removed from this place to Mt. Holly.

Christiana, Ohio.—Norman Baily has purchased the Hoffer Hardware store.

Columbia, Wash.—Seldenridge & Campbell have been succeeded in the Hardware business by F. A. Seldenridge.

Columbus, Neb.—Wrin & Son have sold their Hardware business to J. H. Kersenbrook.

Cookeville, Tenn.—Work is rapidly progressing on the new wholesale Hardware store of Whitson & Barnes, in this city. When completed this will be one of the largest commercial enterprises in this section of the State.

Cunningham, Wash.—The Hardware firm known as the Inland Trading Co., composed of F. W. Parker and J. H. Newton, has been mutually dissolved, Mr. Parker retiring.

Fort Scott, Kan.—Spencer & Ellsworth have disposed of their Hardware and Plumbing business to N. A. L. Planck.

Gennessee, Idaho.—J. K. Bell has sold his Hardware and harness business to T. Driscoll.

Hiawatha, Kan.—John Stearns has purchased the Hardware business of Hull & Streeter.

Indianola, I. T.—H. L. Oliver has removed his Hardware business to Hanna.

Junction City, Kan.—G. W. Fundis has succeeded to the Hardware business of Cotterell & Fundis.

Kramer, Neb.—Hollman & Scherneran have succeeded to the Hardware and Implement business of Uphoff & Hollman.

Little River, Kan.—W. H. Elliott has purchased the Hardware business of Clutter Bros.

Liberty, Neb.—Lane & Maxwell have sold their Hardware and furniture business to P. Bowhay.

Logan, Iowa.—James T. Case has purchased the Hardware store of T. C. Case & Sons and will continue the business.

Neosho Falls, Kan.—O. H. Edwards has sold his Hardware stock to J. H. Mecum.

Peck, Idaho.—S. W. Woodins has been succeeded in the Hardware business by Woodins & Rugg.

Perkins, Okla.—W. S. Smith has purchased the business of Moreland Brothers.

Philadelphia, Pa.—The firm of W. H. & G. W. Allen, Hardware merchants at 113 and 115 Market Street, has been dissolved by the death of John D. Barr. The business will be conducted by the remaining partners, Henry F. Chorley, Joseph Corn, W. H. and G. W. Allen.

Red Hook, N. Y.—Curtis & Van DeBogart have purchased the Hardware business of P. E. Fraleigh.

Roanoke, Mo.—Hunker, McCausland & Co. have sold their Hardware business to Denny & Hays.

Silver, Creek, Neb.—E. F. Towalse has sold his Hardware stock to Anthony Scott.

Stockport, Iowa.—The firm of Leaverton & Knowles have dissolved partnership, Mr. Knowles trading his interest in the Hardware store for land in Missouri.

Syracuse, Kan.—James Ford has purchased the Hardware and Implement business of W. F. Daggett.

Washington, N. J.—Floyd Major has purchased the stock of Hornbaker & Bowers' Hardware store.

Warsaw, N. Y.—Messrs. Sanders and Eaton have purchased the Hardware business of T. V. Moore.

Whitman, Mass.—J. E. Andrews has taken possession of the paint and Hardware store on South Avenue, formerly conducted by E. E. Bassett.

Detroit, Mich.—At a recent meeting of the National Twist Drill and Tool Co., stockholders voted and subscribed an increase in the capital stock of from $20,000 to $40,000, to be used for improvement. The plant is working day and night.

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ASK FOR "AGENCY"



The Comfort Swing Chair

The Comfort Swing Chair combines the comfortable features of ordinary porch chairs, hammocks and swings. Occupies but little space and can be moved about at will. The frame work is made of steel. The back and seat of fancy colored canvas. Retail selling price **$3.50** f. o. b. Chicago.

Our advertisements in popular magazines this year during May, June and July will occupy large space commanding the attention of nearly 7,000,000 readers monthly. This advertising creates the demand. We sell through the trade exclusively so far as possible. Write for "agency proposition."

HAGGARD & MARCUSSON COMPANY
Manufacturers
425 South Canal St., Chicago

COMFORT SWING CHAIR

The AMERICA ALARM



A guaranteed clock, at the lowest price.

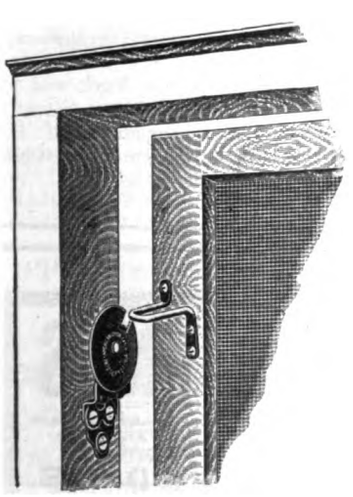
Western Clock Mfg. Co., La Salle, Ill.

Sole manufacturers of the America Alarm

NEW YORK CITY 51 Maiden Lane
CHICAGO 131 Wabash Ave.

The AMERICAN DOOR CATCH

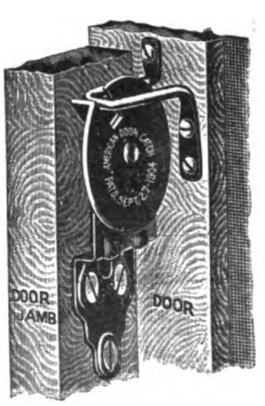
Mr. Hardware Dealer 1905, a gentle shove will do the work with the American Door Catch a **Silent** Catch of **Merit**.
Have you seen this **seller?**
Have you seen it **work?**
If not, we will send you prepaid, no charge, a catch so you may note the result.



A Catch that Latches
A Latch that Catches

Each catch packed complete with screws and cardboard templet in envelope with instruction for attaching. Ask your jobber or write us. No expert needed to attach the American, the templet gets it right.

Advertising mounted model free, with dealers first order of six dozen or more.



AMERICAN HARDWARE MFG. CO.,
Ottawa, Ills., U. S. A.

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HARDWARE MANUFACTURERS' RECORD.

Hardware manufacturers, the country over, are requested to contribute to this page. News of new factories or companies, changes, improvements, etc., will be gladly received, and promptly published.

New Incorporations, Etc.

Atlantic City, N. J.—Graham Cash Register Co., 1432 Atlantic Avenue, has been incorporated; manufacturing cash registers; capital, $100,000. Incorporators: Robert F. Whitmer, John B. Kitchen.

Beloit, Wis.—Gardner Machine Co. has been incorporated; capital, $20,000; incorporators, F. N. Gardner, W. H. Brinnell, N. J. Ross, P. B. Yates, A. C. Helm, E. J. Adams, L. E. Cunningham, L. Raubenheimer and R. J. Burdge.

Binghamton, N. Y.—Innes-Demarest Stove and Heater Co. has been incorporated; capital, $200,000. Directors—J. K. Innes, John Demarest and John Hull, Jr., of Binghamton.

Boston, Mass.—Improved Blind-Hinge Manufacturing Co. has been incorporated to manufacture hinges, etc.; capital, $20,000. President, Edward E. Piper; treasurer, L. Dwight Granger, both of Randolph, Mass.; clerk, M. H. Browne, 85 Water Street, Boston.

Boston, Mass.—American Nut Co. has been incorporated; capital, $12,000; president, George F. Damponi; treasurer, Hannibal P. Wheatley.

Buffalo, N. Y.—The C. K. Hutchinson Co. has been capitalized at $10,000 to make and sell wire goods; directors, George L. Onions, Claire Hutchins, Thomas R. Stone, Charles K. Hutchins and Thomas E. Brother.

Canton, Ohio.—The Canton Stove Manufacturing Co. has been incorporated by Earl V. Coulston, L. A. Loichot, W. G. Saxton, W. R. Zollinger, Agnes H. Coulston. Capital, $20,000.

Cleveland, Ohio.—The Vincent Manufacturing Co., capital $10,000, has been incorporated by M. C. Boher, Fred Van Buskirk, B. S. Sprague, Ralph E. Brown and A. V. Bergeron. They will make stoves and do sheet metal work.

Dayton, Ohio.—The Dayton Pneumatic Tool Co. has been incorporated by J. P. Reed, C. R. Nevin, A. L. McBride, J. V. Jones and C. W. Eliff. Capital stock, $50,000.

Great Barrington, Mass.—The Shailor Manufacturing Co. has recently been organized to make buckles and Hardware specialties.

Hoboken, N. J.—John Marx Paint & Pulley Co., 54 Paterson Avenue, has been incorporated to manufacture paints, etc.; capital, $25,000. Incorporators: John Marx, Mary Marx, Hoboken, N. J.; Albert A. Ciccarelli, 117 Oak Street, Weehawken, N. J.; Robert Weir, 179 Oakland Avenue, Jersey City.

Jersey City, N. J.—The McShane Bell Foundry Co. has been incorporated; capital, $50,000. Incorporators: W. M. Cary, John B. Cary and A. P. Multop.

Kane, Pa.—The Kane Semi-Circular Level Co. has been incorporated in Delaware to manufacture and deal in circular saws, levels, etc. Incorporators: A. W. Davies, E. C. Anderson, Kane, Pa.; John Happle, Mt. Jewett, Pa.; John B. Hutton, Dover, Del. Capital stock, $20,000.

Magnolia, Ill.—Morphew Hardware Co. has been incorporated; capital, $110,000; manufacturing stoves and builders' supplies; incorporators, Robert A. Ward, Henry Dakin, Charles F. Morphew.

Minneapolis, Minn.—The Safety Milk Pail Co. has been incorporated with a capital stock of $40,000. A Higgins, A. W. Milliard, C. M. Kinmore, J. A. Collier, G. M. Wade and G. W. Lyttle, all of Minneapolis, are the incorporators.

Newark, N. J.—The Ost Pneumatic Horse Collar Co., 135 Lillie Street, has been incorporated to manufacture pneumatic horse collars; capital, $125,000. Incorporators: Hy. Ost, William Ost, John C. Ahrens, William F. Ahrens, Newark.

New York, N. Y.—American Lacing Co. has been incorporated (eyelets, tools, etc.). Capital, $500,000, and directors: W. R. Wemple, C. G. Metcalfe, New York; H. B. Potter, Jersey City, N. J.

New York, N. Y.—The Wiederhold Light Co. has been incorporated (gas burners, mantles). Capital, $200,000, and directors: George Lucas, Alfred Matthews, W. A. A. Brown, Brooklyn.

New York, N. Y.—The Bernhard Hardware Co. has been incorporated; manufacturing and dealing in stoves, etc.; capital, $10,000. Incorporators: E. Rosencrantz, C. Bernhard, J. Carlson, all of New York.

Niagara Falls, N. Y.—The Patterson-Thompson Co. has been incorporated; manufacturing and dealing in Hardware, etc.; capital, $10,000. Incorporators: James E. Paterson, M. M. Thompson, N. J. Rerick, all of Niagara Falls, N. Y.

Pembroke, Ont.—The Lee-Hodgins Co. has been incorporated by Thos. W. Lee, Gerald J. Kitts, R. J. Hodgins, Peter White, Jr., and Albert A. White, to manufacture, incubators, cooking ranges, boilers, heaters, etc.

Rochester, N. Y.—The Rochester Steel Stanchion Co. has been incorporated; manufacture steel stanchions; capital, $10,000. Incorporators: C. W. Mayer, G. W. Mische, C. B. Mayer, all of Rochester, N. Y.

Saginaw, Mich.—The Gloria Sweeper Co. has been incorporated to manufacture carpet sweepers. The officers of the company are: J. K. Griggs, president; Dr. Charles L. Grube, treasurer; A. E. Lyon, secretary and manager. The company will establish its plant at 1914 North Michigan Avenue.

Savannah, Ga.—A company is being organized here to be known as the Southern Axe & Tool Co., incorporated and capitalized at $100,000, for the manufacture of axes and tools, especially tools used in the turpentine industry. N. J. Sager, formerly of the Sager Axe Co., and a number of southern capitalists are the incorporators.

St. Louis, Mo.—Davenport Combination filter and Cooler Co. has been incorporated; $5,000, all paid. Incorporators, Theodore G. Barstow, Daniel G. Barstow and Homer A. Rogers.

St. Paul, Minn.—The Sanitary Water Filter Co. has been incorporated with a capital of $25,000. The incorporators are Dr. Justus Ohage, Harry H. Colestock and Gebhardt Bohn, St. Paul.—The company will manufacture an improved water filter. The headquarters of the concern will be on West Third Street, near Seven Corners.

St. Louis, Mo.—The Missouri Glass Co. has been incorporated by Stephen A. Gore, Augustus J. Bryant, Charles H. Gore, Xavier Guggenbuchler and Edward M. Bowman. Capital stock, fully paid, $300,000. The company will manufacture and deal in wholesale and retail glassware, lamps, lanterns, cutlery, etc.

Sunbury, Pa.—Levi Bussler will start the Standard Nail Works in this city in a short time. The works are located on Fifth and Race Streets and have been idle for some time. Mr. Bussler is in the West at the present time, securing wire to operate the plant, which will employ about thirty-five people.

Changes.

Akron, Ohio.—The rubber manufacturing business of the Whitman & Barnes Manufacturing Co. will be removed from this city to Cincinnati, being taken over by the Cincinnati Rubber Manufacturing Co., a $250,000 corporation formed under the laws of Ohio for this express purpose.

Bowling Green, Ohio.—Work has been commenced on the new building to be occupied by the Jacob Leonard Stove Co.'s factory here. The main building will be 56x126, with a two-story 20-foot square cupola surmounting it.

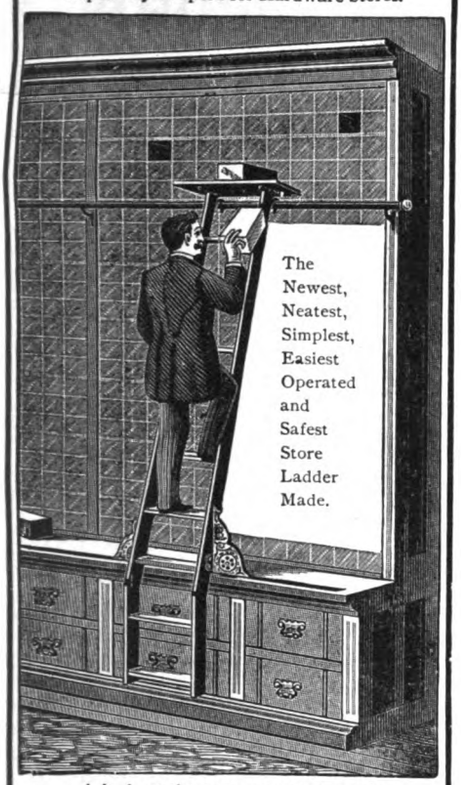
Bridgeport, Conn.—The Bridgeport Hardware Manufacturing Co., has purchased from the Knapp & Cowles Manufacturing Co., also of Bridgeport, which has gone out of business, its entire stock of raw material, forgings and partly finished goods, as well as all dies, tools and appliances formerly used in the manufacture of screw drivers, patent rights together with the exclusive right to use the Knapp & Cowles name, special brands, trade-marks, labels, designs, etc. The Bridgeport Hardware Manufacturing Co. will continue to make the leading styles of these screw drivers.

Cleveland, Ohio.—The National-Acme Manufacturing Co., manufacturer of Acme automatic multiple spindle screw machines, Acme semi-automatic screw slotters, cap screws, set screws, etc., announces the consolidation of its New York and Philadelphia offices in 95 Liberty Street, this city, under the management of L. M. Waite, formerly in charge of the Philadelphia office.

PATENTS
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ATTORNEYS-AT-LAW.
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Ask about the new **noiseless** track.
Highest award World's Fair.
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THE BICYCLE STEP LADDER CO.,
65 Randolph St., CHICAGO, ILL.

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s sold by leading jobbers everywhere. You can get a stock quickly so as to supply the women of your vicinity who need the Gem in their kitchens.

The fact that the Gem is such a useful—yes, indispensable—household utensil is becoming known to thousands of women. We are advertising extensively to make its merits known and in all our advertising we state that the Gem is sold by hardware dealers. That is the story in brief, and it shows that there is

An Opportunity for Every Hardware Dealer

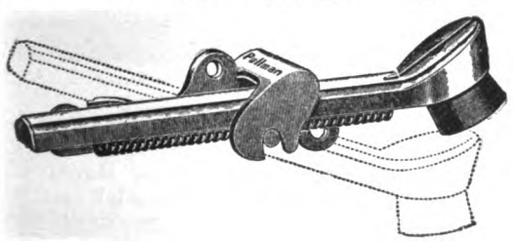
—an opportunity to increase profits by taking hold of this popular article and pushing its sale. It is easy to sell the Gem; housekeepers want it as soon as they learn of it through our advertising. It will help if you make use of some of the attractive advertising matter we furnish for local use—showcards, slips and electrotyped ads; also Cook Books, so that you can present one with each chopper sold.

SARGENT & CO., MANUFACTURERS,
NEW HAVEN, CONN. NEW YORK. CHICAGO. PHILADELPHIA. BOSTON.



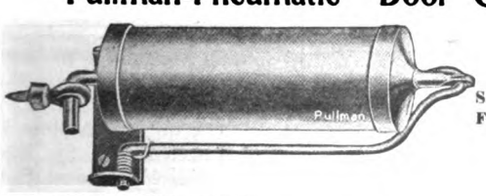
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Open Doors
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"Pullman" Spring Door Holders



See that you are prepared for the demand. More "Pullman" Door Holders used than all other makes combined.
Made in any finish or material.
Write for prices.

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For Screen Doors only.
Adjustable, and always do the work.

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TRADE
RED-E-FOR USE
MARK
RAZOR STROP

This brand on razor strops is as standard as Sterling on silver. It is the warrant of quality to your customers and a guarantee of satisfactory trade to you.

As the name implies every Red-E-For Use Razor Strop is ready for instant service when sold. It is not necessary to suggest a little paste or "dope" to make it work better. It is in condition at once and for all time to put that smooth, keen, cutting edge on a razor.

Will it pay *you* to sell RED-E-FOR USE RAZOR STROPS? It will if you care to increase your trade and reputation for quality goods. Ask your jobber or write us.

Gibford Mfg. Co.
Adrian, Mich.

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BICYCLE AND SPORTING GOODS RECORD.

Bicycle manufacturers and dealers, the country over, are requested to contribute to this page. News of new stores, changes, improvements, etc., will be gladly received, and promptly published.

New Stores, Incorporations, Etc.

Camden, N. J.—Smith Condit Arms Co., 419 Market Street, has been incorporated to manufacture firearms, etc.; capital, $750,000. Incorporators: T. W. Symott, Wenonah, N. J.; George L. Mitchell, George W. Bailey, Philadelphia.

Camden, N. J.—A. H. Fox Gun Co. has been incorporated, 419 Market Street, to manufacture, etc.; capital, $100,000. Incorporators: Ansley H. Fox, Edward W. Taxis, Frank B. Barthmaire, all of 419 Market Street, Camden, N. J.

Cedar Falls, Iowa.—Rice & Dayton is a new Sporting Goods firm.

Chicago, Ill.—Tyble Bros. & Co. has been incorporated to deal in sporting goods. Incorporators: Edward Weltman, G. A. Bruck, F. J. Noonan; capital, $10,000.

Corning, N. Y.—The Shepherd, Rose & Conover Co. has been incorporated. The company is to do a gas fitting and general sporting goods business. Its capital stock is $1,200. The directors named are: John J. Shepherd, Luman S. Conover and Charles E. Rose, all of Corning. The Shepherd, Rose & Conover Co. has been established and doing business in Corning for some months. Its store is located at 109 Bridge Street. The stock carried is far above that of its capitalization. The company was incorporated to facilitate the business arrangement of the partners.

Detroit, Mich.—The Detroit Rifle Co. has been incorporated for the manufacture and sale of firearms and air rifles, as well as metal and wood novelties. The capital stock is $30,000. The incorporators are: F. C. Trowbridge, J. H. Coe, both of Detroit, and N. F. and W. C. Stevens, of Ann Arbor.

Elmira, N. Y.—The Daggett-Woodside Co. has been incorporated to manufacture pictures, frames, photo supplies, etc.; capital, $10,000. Incorporators: Herbert M. Daggett, Samuel C. Woodside, Elmira; Allen F. DeCamp, Northport.

Hartford, Conn.—The Harris Parker Co. has been incorporated. The company is organized with an authorized capital stock of $25,000. Its purposes are to deal in, make and repair toys, sporting goods and novelties, also machine products and merchandise of every description. The incorporators are: Harris Parker, of New Rochelle, N. Y.; Lucius F. Robinson and Ralph O. Wells, of this city.

Indianapolis, Ind.—L. M. Wainwright, E. C. Dunmeyer, H. B. Hibben, C. E. Coffin and O. B. Jamison, all of Indianapolis, Ind., have incorporated the Diamond Chain and Manufacturing Co., with $400,000 stock, to take over the chain factory which was formerly one of the six plants of the Federal Manufacturing Co. The management will be in the hands of Mr. Wainwright, the president, who has for the past five years operated the plant for the trust.

Melrose Highlands, Mass.—John Spear; new store.

Melrose, Mass.—United States Cartridge Co. has been incorporated to deal in gunpowder, etc.; capital, $400,000 President, Frank L. Washburn, Melrose, Mass.; treasurer and clerk, Paul Butler, Lowell, Mass.

Merrimac, Conn.—Alec. Frazer has opened a Bicycle and repair shop on Main Street for the Summer season.

Morristown, N. J.—W. H. Dutton & Co., incorporated; capital, $20,000.

Milford, Conn.—Dr. J. H. Barnes has opened up a complete line of sporting goods.

Painesville, Ohio.—George T. Searle will be at the head of the Sporting Goods department of the new firm of Searle & Grank. The stock will comprise a full line of all sporting goods.

Paterson, N. J.—Andrew Kinloch; new store at 272 Straight Street.

South Bend, Ind.—Shidler Bros., owning one of the largest and most complete Hardware stores in Indiana and long identified with the sporting goods trade of South Bend, have associated themselves with the Worden Buck Tail Bait Co., of that city. Articles of incorporation have been filed and the concern is to be known as the Worden Buck Tail Manufacturing Co.; capital stock, $5,000, fully paid. F. G. Worden is president, and J. W. Shidler secretary-treasurer. A. N. Shidler, president of the Indiana State Hardware Dealers' Association, is a director, as is also M. T. Worden. The company will manufacture the Worden buck tail baits, weedless hooks, wooden minnows, etc., and will not sell to catalogue premium houses.

South Hanover, Mass.—M. E. Morse; new store.

Sterling, Ill.—M. H. Flock will enter the automobile and launch business on an extensive scale in the near future and is now making plans for it. He has secured the agency of several of the best makes of automobiles and launches. In addition to the above he will carry a full line of sporting goods and supplies.

St. Louis, Mo.—Seydel Gun Co. has been incorporated; capital stock, $5,000, full paid. Incorporators: Martin C. Seydel, George A. Meyer, Oscar J. Grundhofer.

Changes.

Akron, Ohio.—The Swinehart Clincher Tire and Rubber Co. has taken possession of its new building on North Howard Street, recently purchased from the owners of the Rubber Specialty Co., for $40,000. At the outset the company expects to employ from 100 to 200 men and increase that number as the demand increases.

Baltimore, Md.—A five-story pressed brick warehouse, 69x80 feet ground space, is building in Baltimore, Md., for occupancy by the United States Rubber Co.

Bartow, Fla.—D. C. Clement, who conducted a Bicycle shop at Tiger Bay, has sold out and has removed to this town.

Burlington, Iowa.—John Sheagren; removed to 622 Jefferson Street.

Corning, N. Y.—C. A. Burdette has consolidated his bicycle business with the sporting goods stock he recently purchased of William F. Rewalt.

Fall River, Mass.—W. D. Wilmot, dealer in Sporting Goods and Talking Machines, has opened a branch store in Flint Village, at the corner of Flint and Pleasant Streets.

Gloucester, Mass.—Perkins & Corliss have removed to the Wonson Building, on Central Street.

Goshen, N. Y.—S. C. Wood; removed to Weed Building.

Lawrence, Mass.—L. J. Tepper; removed to 314 Common Street.

Leominster, Mass.—The Pentucket Bicycle Co., reopened store.

Mariette, Ohio.—Anderson Brothers, dealers in Automobiles and Bicycles, on lower Front Street, have recently installed in their shops a complete electric charging plant consisting of a 10-horse power motor and dynamo to be used in charging electric motor cars and manufacturing their own electricity.

Middletown, Conn.—Briggs & Treadwell (not William Briggs); new store at 122 College Street.

New York, N. Y.—It is announced that Schoverling & Welles are negotiating for a site for an ammunition manufacturing plant at Newport, Va.

Toronto, Ont.—The shareholders of the Canada Cycle and Motor Co. have approved of a by-law providing for the reorganization of the company and the reduction of the capital to $800,000.

Walla Walla, Wash.—George Burnison has purchased the bankrupt Sporting Goods and Bicycle stock of H. O. Peck and will continue the business.

Weston, Mass.—Sidney & Leon Bolster; opened repair shop.

Williamsport, Pa.—W. R. Watson, removed from 506 Fifth Avenue to 335 Williams Street.

Woonsocket, R. I.—Charles A. Proulx, reopening store and repair shop in the American Block.

Miscellaneous.

Hartford, Conn.—At the annual meeting of the Colt's Patent Firearms Manufacturing Co. on April 1st the following officers and directors were chosen: Directors: W. C. Skinner, C. A. Morris, F. A. Schirmer, C. F. A. Clark and L. C. Grover. President, L. C. Grover; vice-president, W. C. Skinner; treasurer, F. A. Schirmer; secretary, A. L. Ulrich.

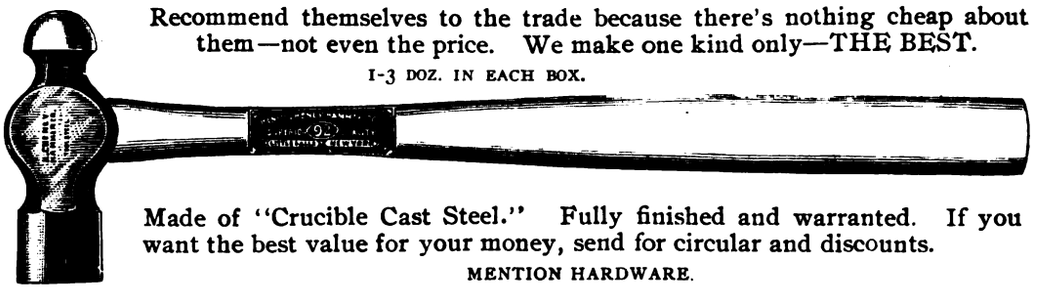
Norwich, Conn.—At the recent annual meeting of the Davenport Arms Co., M. M. Whittemore, of New Haven, was chosen president; Gardiner Hall, Jr., South Willinton, vice-president; H. H. Gallup, Norwich, treasurer, and W. C. Davenport, secretary and manager.

New York, N. Y.—Landers, Frary & Clark, of New Britain, Conn., whose local offices and showrooms have been in 82 Chambers Street for a number of years, have leased an entire floor in the Vincent Building, corner Broadway and Duane Street, two blocks from their present location, and will remove there about May 1.

Princeton, Ill.—Theodore Starks, formerly trade manager for the Moline Plow Co., and later connected with the Racine-Sattley Co., of Racine, Wis., and Springfield, Ill., has purchased an interest in the Evans-Coppins Manufacturing Co., manufacturers of ball-bearing axles and quick-shifting shaft couplers at Princeton, Ill. An application has been made for permission to change the name of the corporation to the Evans, Coppins & Stark Co.

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Cheney Machinists' Ball Pein Hammers



Recommend themselves to the trade because there's nothing cheap about them—not even the price. We make one kind only—THE BEST.

1-3 DOZ. IN EACH BOX.

Made of "Crucible Cast Steel." Fully finished and warranted. If you want the best value for your money, send for circular and discounts.

MENTION HARDWARE.

THE HENRY CHENEY HAMMER CO., Little Falls, N. Y., U. S. A.



Polygon Conductor Pipes Won't Burst.

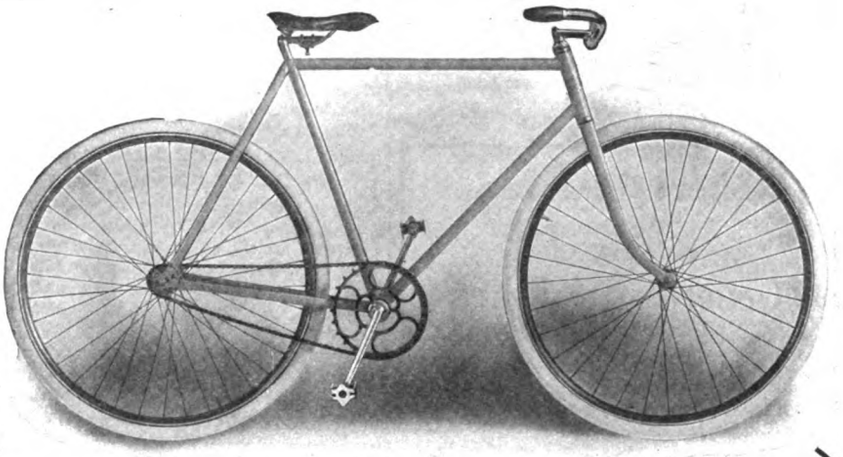
The twist in the corrugation checks the sudden fall of ice and water, thus protecting the joints. It stands hard knocks because it is corrugated. Again, it is much handsomer than plain pipe. Made in copper and galvanized iron.

Catalogue and information free.

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THE **American Steel Roofing Co.**

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The LINE THAT SETS THE PACE

No. A guaranteed tires and equipment. The best value on the market $14.00
Same with Morgan & Wright tires 16.00
Same with Hartford No. 70 tires 16.50
No. 71 has the finest equipment on the market, G & J or Palmer tires .. 19.50
Ladies bicycles $1.00 extra.
Coaster brake $3.00 extra.

Eighteen years experience has taught us how to build good bicycles, and to sell them at prices that are pleasing alike to agents and riders.

GENDRON WHEEL CO. **Toledo, O., U. S. A.**



Large 10 oz. Can.

WE MAKE IT!

The BEST Air Drying Iron Enamel Made.

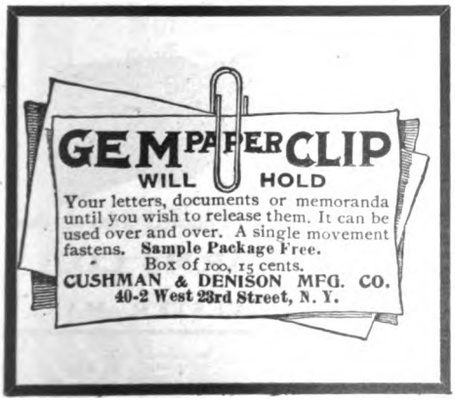
Try a 1-Dozen Case From Your Jobber.

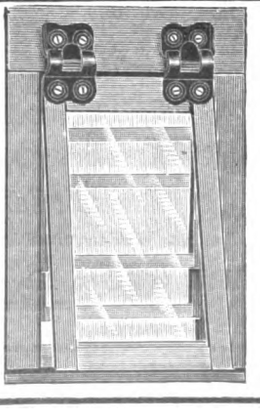
Nickel Plate Stove Polish Co.

CHICAGO.

THE SCHWERDTLE STAMP CO.,
STENCILS-BURNING BRANDS
STEEL STAMPS & DIES
SEALS-MACH. PLATES-CHECKS
BRIDGEPORT, CONN.

THE SCHWERDTLE STAMP CO.,
MANUFACTURERS
Notary, Lodge and Corporation Seals,
Send for Catalogue. BRIDGEPORT, CONN.





FULL-LENGTH WINDOW SCREENS

keep out all the flies and protect the windows. Screens attached with

GOSSETT'S Detachable Suspension HINGES

are easily put up or removed—no tools or ladder necessary. Write for free sample pair. Sold by hardware and lumber dealers.

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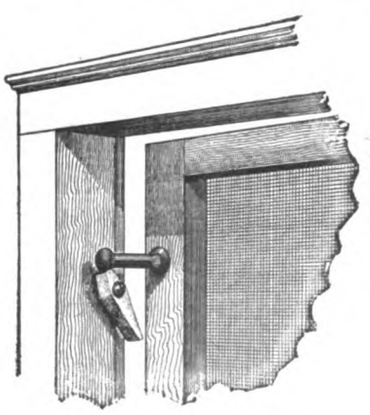
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General Hardware
Agent for Atlantic Screw Works.
Wood Screws of Every Description.
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Improved Quick and Easy Rising Steam, Electric and Hand Power
ELEVATORS
Send for Circulars.
Kimball Bros. Co.,
1013 Ninth St., Council Bluffs, Ia.
KIMBALL ELEVATOR CO., 120 Cedar St., New York.
39 Vincent St., Cleveland, O.



Dime Screen Door Check



Address
CALDWELL MFG. CO.
10 Jones St., Rochester, N. Y.

Hardwaremen's Exchange

Notices of **HELP WANTED** *or* **SITUATIONS WANTED** *will be inserted in this column, for subscribers, free of charge. Should not exceed four lines. Notices of* **SIDE LINE OFFERED, SIDE LINE WANTED** *and* **ALL OTHER NOTICES,** *two cents per word. No ad. received less than three lines.*

Wanted.

SALESMAN to carry a good side line that will pay traveling expenses. Sells to house furnishing, general, and hardware stores. Pocket model free. Season now on. Novelty Mfg. Co., Ottawa, Ill.

WANTED—Traveling salesman, experienced on Hand and Power Pumps. Address, F. S., care of HARDWARE.

WANTED TO BUY—Unplated metal goods, such as Undertaker and Furniture trimmings, Buggy arm rails, Shaft tips, Whiffletree irons, Hub bands, etc. Eureka Plating Company, Oxford, N. C.

WANTED—Salesmen calling on Hardware jobbers to sell on commission three of the greatest selling specialties on earth. Fortune being spent advertising them this year. Give references and with whom you are now engaged. Communications confidential. Address, "Specialties," care of HARDWARE.

WANTED—Experienced Hardware salesman. None but experienced man need apply. Address 81 Warren St.

SALESMEN WANTED—For exclusive territory, calling on Hardware and Department Store trade for first class line of seasonable specialties. Sell from catalogue. State territory covered. Reference desired. Suitable for side line or can be handled profitably alone. Strictly a commission contract, but liberal. Address "T. O. G.," care HARDWARE.

Hardware Salesman Attention

WE have an easy selling side line, at liberal commission, which can be sold to wholesale Hardware stores everywhere, and to retail Hardware stores in all small towns. Address Room 60, Tribune Building, New York.

Situation Wanted

YOUNG single man desires permanent place as manager or salesman in retail Hardware store. Have had five years experience as buyer and manager in Hardware stores. Would like employment in the Central Western States, Illinois, Ohio, Indiana, Iowa, Kansas. Can furnish references. Address Hardware Lock Box 18, Red Springs, N. C.

YOUNG MARRIED MAN desires permanent place as manager or salesman in retail store; have had 10 years' experience in Hardware stores and traveled on road two years. Good character and habits. Address, H. V. O., Lock box No. 6, New Douglas, Ill.

SITUATION WANTED as manager; buyer or clerk in retail Hardware store, 15 years' experience good habits and references. Address, X. Y. Z., care HARDWARE.

For Sale

FOR SALE CHEAP. A First Class Set Tinners Tools and Machines. All in first class order and good as when they left the factory. For prices write to B. E. TALLANT, Christiansburg, Va.

Side Line Offered.

A GOOD SIDE LINE—Housefurnishing specialties to Retail Trade. The A. J. Phillips Co., Fenton, Mich.



Patented Feb. 28, 1899
Double Hoop Perfect Flue Stop
showing new Reversible Cover

In your next order to your Jobber include a few
Perfect Flue Stops
You'll be surprised how soon you will
Want More
The best selling flue stop made.
Manufactured by
G. A. Higgins & Son
GALESBURG, ILL.



Patented Feb. 28, 1899
Single Hoop Perfect Flue Stop
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H. & R. Single Gun AUTOMATIC AND NON-EJECTING.
12 & 16 GAUGE
Steel and Twist Barrels
20 GAUGE,
Steel Barrel.



Simplest "Take Down" Gun Made.
Superior in Design, Workmanship and Finish, and the Most Popular Gun on the Market.
HARRINGTON & RICHARDSON ARMS CO.,
Also makers of H. & R. Revolvers.
Catalog on Request. WORCESTER, MASS.

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TRADE NOTES.

Grand Rapids, Mich.—The Lumbermen's Tool Co. has increased its capital stock from $50,000 to $75,000.

Hartford, Conn.—The Hartford Machine Screw Co.'s business and plants in Hartford, Conn., and in Elyria, Ohio, have been sold to the Standard Screw Co., of Detroit, Mich. The Hartford concern is capitalized at $500,000, and it is understood that the sale price approaches $1,000,000.

Hutchinson, Kan.—Nelson Bros., the Hardware and steel tank men, have started on the construction of a building 62x150 feet in size, on First avenue. It will extend from First avenue almost to the right-of-way of the Santa Fe road and a side track will be built in for handling car-load lots of Hardware and steel tanks.

Monessen, Pa.—Additions to the Page Wire Fence Co. have been started. The addition will be a steel and brick structure, 63 feet wide and 170 feet long, and will be three stories high. The company has just completed a new office and storeroom building. The addition now ordered will be for the establishment of an entirely new business. It will be the manufacture of wire rope, spring steel and wire cables. Some time ago the company bought a small plant near Chicago which manufactured these products. This plant and 150 workmen employed in it are being moved to Monessen for the purpose of concentrating the business.

Morgantown, W. Va.—The plant and assets of the Morgantown Tin Plate Co. were sold at public auction under a decree of the bankruptcy court to John G. Frazer, Pittsburg, for $154,100.

Montezuma, Iowa.—C. W. Laing, of the firm of Laing & Pierce, has purchased his partners interest in the Hardware business. Mr. Laing will continue the business.

Muscatine, Iowa.—Geo. B. Fisch has sold his business to the Muscatine Hardware Company.

Muskegon, Mich.—Alexander Van Zauten has purchased the Hardware business of Derk Vanderstelt on McKinney Avenue, at Muskegon Heights.

Ozark, Mo.—Seymour Chapman has sold his interest in the Garrison Hardware Co. to Jesse Garrison.

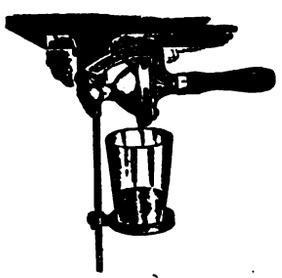
Paradise, Mo.—C. L. Douglas has sold his Hardware business to J. L. Benson.

Philadelphia, Pa.—Howard E. Coleman has withdrawn from the firm of Matlack, Coleman & Co., Hardware dealers, at 203 Market Street. The firm's name has been changed to Matlack, Kern & Co. It will continue business at the same address. Paul Matlack and Augustus M. Kern are the present firm members.



REACH OUT

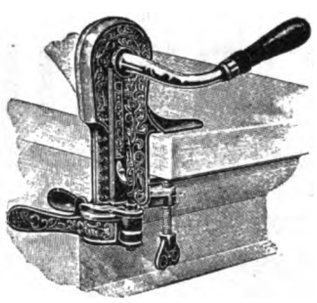
DON'T be satisfied with your trade as it stands to-day. No matter how extensive it may be there is always more business within your reach, which can be developed by proper cultivation.



Perfect Lemon Squeezer

One of the 20 different styles we manufacture. Every one of them a rapid seller.

Send for Sample



Champion Cork Puller

We make numerous other designs for use in the home or bar.

Send for Sample

The Arcade Catalog

is filled with the seeds of prosperous business—articles that bring the people and their dollars into your store. This catalog is as necessary to the proprietor of the largest Hardware store as it is to the young Dealer just building up his trade.

Sent free on request. *Order your copy to-day.*

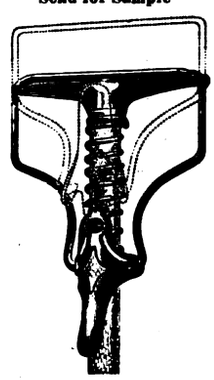


Crystal Coffee Mill

A one pound coffee mill with glass hopper. A leader in our big family of metal, wood and glass coffee mills.

Must be seen to be appreciated.

Send for Sample



Gem Mop Head

One of our many styles in this line.

Send for Sample

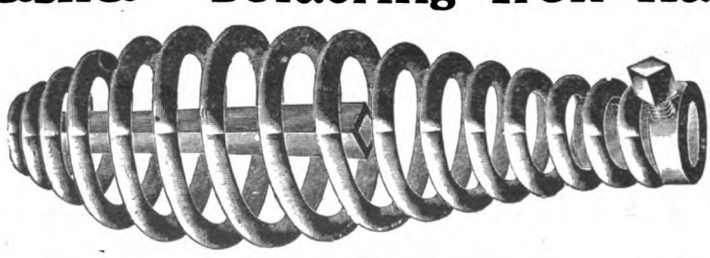
Arcade Mfg. Co. Freeport, Ill.

"Alaska" Soldering Iron Handle

Will keep cool when Soldering Iron is hottest.

Lasts a lifetime.

4 sizes to fit all sizes of coppers.



Like all "Alaska" goods, it's a rapid seller

Solder your mind to that fact and let's tell you about our prices.

TROY NICKEL WORKS, Albany, N. Y.

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GALVANIZED NAILS

Keystone Brand

The only properly galvanized Nails on the market

We guarantee our nails to be galvanized by the Hot Process with pure Spelter (zinc) and cooled by a patented method without submerging in water, therefore the nails are not made brittle and the strength is not affected.

Absolutely Smooth
Every Nail Perfect

We have the largest plant in the United States producing galvanized nails, our capacity being 300 kegs per day.

Prompt Shipments
Lowest Prices

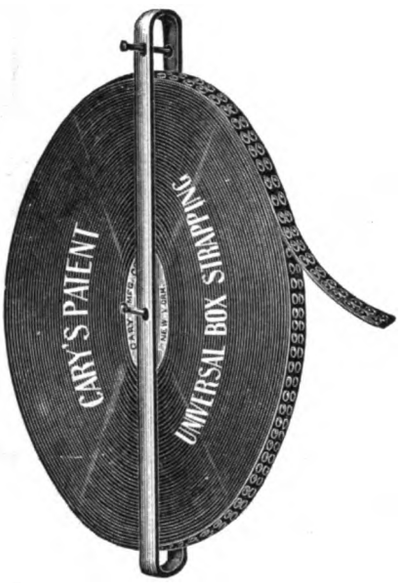
Write for samples and prices

Made only by

Keystone Nail Co., Inc.
Philadelphia, Pa.

CARY'S UNIVERSAL BOX STRAP

A continuous Metal Strap with a series of raised bosses along edges to strengthen it and to protect nail-heads.



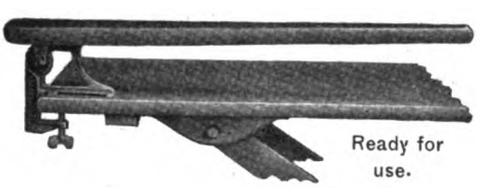
Put up in coils 300 feet each.
Patent Metal Reel Frame with each coil.
Straps made in four widths: ½, ⅝, ¾ and 1 inch.
Patented in all countries.

CARY MF'G. CO,
19 & 21 Roosevelt Street, New York.
Cable Address: CARLEIO

AUXILIARY IRONING BOARD



Turned back out of way.



Ready for use.

A Money Maker

USED THE YEAR 'ROUND - USED THE WORLD 'ROUND

A most substantial and satisfactory auxiliary to table or regular ironing board for ironing sleeves, shirt waists, etc. The turn-back feature is its great convenience. None other has it. Always in place. Never in the way.
It is not a cheaply-constructed article, but one built for every-day use and for universal satisfaction.

We have further information we will be glad to give you.
Better write for it.

W. H. GLENNY AND COMPANY, SPECIALTY MFG. DEPT.

ROCHESTER, N. Y., U. S. A.

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PRICES CURRENT

The prices noted in this Prices Current are intended for the Hardware trade only, and for such quantities as are usually purchased by retail dealers. They are carefully revised and represent quotations at which purchases can be made. Very small quantities, and broken packages, frequently make higher prices necessary.

Subscribers are requested to notify us of any discrepancies, as we desire to make this department of our paper worthy of their constant attention.

The list prices, from which discounts are given, will always be furnished the dealer upon request, by the manufacturer quoted.

Ammunition—

CAPS—PERCUSSION—

Eley's E. B.....60c
G. D.....per M 34@ 35c
F. L.....per M 40@ 45c
G. E.....per M 50@ 52c
Musket.....per M 62@ 65c

PRIMERS—

Berdan Primers $1.00 per M.....20&5%
B. L. Caps (Sturtevant Shells) $2.00 per M.....20%
All other Primers per M $1.58 to $1.60.

CARTRIDGES—

Blank Cartridges:
22 C. F., $5.50.....10&5%
25 C. F., $7.00.....10&5%
22 cal., Rim, $1.50.....10&5%
32 cal, Rim, $2.75.....10&5%
B. B. Caps, Con. Ball, Swgd.....$1.90
B. B. Caps, Round Ball.....$1.49
Cent. Fire.....25%
Target and Sporting Rifle.....15&5%
Primed Shells and Bullets.....15&10%
Rim Fire Sporting.....50%
Rim Fire Military.....15&5%

SHELLS, EMPTY—

Brass Shells, Empty:
First quality, all gauges.....60&5%
Climax, Club, Rival, 10 and 12 gauge.....65&5
Paper Shells, Empty:
Acme, Ideal, Leader, New Rapid, Magic, 10 12, 16 and 20 gauge.25&5%
Blue Rival, New Climax, Challenge, Monarch, Defiance, New Victor, Repeater, Yellow Rival, 1, 12, 12 and 20 gauge.....20%
Climax, Union, League, New Rival, 10 and 12 gauge.....25%
Climax, Union, League, New Rival, 14, 16 and 20 gauge ($7.50 list).. 20%
Expert, Metal Lined, and Pigeon, 10, 12 16 and 20 gauge.....33⅓&5%

SHELLS, LOADED—

Loaded with Black Powder.....40%
Loaded with Smokeless Powder, medium grade.....40&5%
Loaded with Smokeless Powder high grade.....40&10&10%

SHOT—

Drop, up to B 25 lb bag.....$1.65
Drop, B and larger, per 25 lb. bag. 1.90
Buck 25-lb bag.....1.90
Chilled, 25-lb bag.....1.90
Dust Shot, 25 lb bag.....2.25

GUN WADS—per 1000—

B. E., 11 up.....$ .60
B. E., 9 & 10.....70
B. E., 8.....80
B. E., 7.....80
P. E., 11 up.....1.00
P. E., 9 & 10.....1.25
P. E., 8.....1.50
P. E., 7.....1.50
} 15%

Ely's B. E., 11 and larger..$1.70@$1.75
Ely's P. E., 12 to 20.....$3.00@$3.25

Animal Pokes—

Iowa Farming Tools.	per doz.
Hawkeye	$3.25
Western	4.00

Anti-Rattlers—

Fernald, Quick Shift, per doz. pair net.....$2.00
Burton's per doz. pair, Nos. 2 and 5.....50c
Per doz. pair, No. 1.....75c
Per doz. pair, No. 4.....1.00
Kohler's: per gro.
Invisible, No. 2.....Net, $5.00
Perfect, No. 2.....Net, 7.20
Belt Holder, No. 1.....Net, 9.00

Anvils—

American "Horse-Shoe".....9¼c
Arm & Hammer.....8¼@8¾c
Eagle Anvils, per lb, net.....7½@8c
Peter Wright's.....10½c
Trenton.....9to9½c

ANVIL AND VISE COMBINED—

Millers Falls (with drill), $18.00.15&10%

Augers and Auger Bits—

Boring Machine, Snells.....70%
Com. Auger Bits.....75, @75&10%
Forstner Pat. Bits.....25%
Ford Auger Bit Co.:
Auger Bits, Car, Machine Bits } 40@ 40 & 5%
C. E. Jennings & Co.:
Double Spur pattern car, No. 80 40&7½&10%
Nobles Double Spur, No. 82...55&10%
No. 10 Extension Lip.....25&10%
Car Bits, No. 10.....25&10%
Car Bits, No. 80.....40&7½&10%
Ring Augers.....66⅔&10%
Jennings' Pattern.....60&10%@70%
Snell's Auger and Car Bits.....60%
Extra.....60%
No1.....60&10%
Russell Jennings' Augers and Bits 25&10&2½%

SOLLOW AUGERS—

Ames.....25&10%
Bonney's Adjustable.....$9.00@10.00
Hibbard's Adjustable.....Net price
Ives.....25&10%
Millers Falls, Goodell.....15&7½&10%
Universal, each $4.50.....25%

EXPANSIVE BITS—

C. E. Jennings & Co.....25&10%
Clark's small, $18.....50&10%
Clark's large, $26.....50&10%
Ives' Model, per doz. $60.....50%

DOUBLE CUT GIMLET BITS—

Common, net.....$3.00@3.25
German Pattern, net.....$4.50@4.75
Mayhew's Diamond per doz. $1.25..40%
C. E. Jennings & Co.....45&10%
Ladds.....60&10%
Mayhew's.....40&10%
Snell's Bell Hangers.....60%&5%

TWIST DRILLS—

Bit Stock.....60&10@60, 10&10
Taper & Straight Shank, 60&10@60, 10&5

SHIP AUGERS AND BITS—

Ford Auger Bit Co.....40%
L'Hommedieu's.....15%
Snell's.....40%
Watrous'.....35&5%

Awl and Auger Handles—

See Handles

Awls—

	Per Gro.
Handled Brad	$2.75@$3.00
Handled Scratch	$3.50@$4.00
Patent Peg	31@34c.
Sewing, Com.	88c@$1.00
Shouldered Peg	.65@70c.
Shouldered Brad	.50%
Socket Scratch per doz	$1.00
Stanley Rule & Level Handled Brad	.30&10%

Awl and Tool Sets—

Aiken's Awls and Tools:
No. 10, per doz. $7.50; No. 20, per doz. $10.....60%
Brad Sets:
No. 42, $10.50; No. 43, $12.50.....70%
Fray's Adj. Tool Hdls., Nos. 1, $12; 2, $18; 3, $12; 4, $9; 5, $7.....50%
Ice Awls.....55%
Millers Falls Adj. Tool Holders:
Nos. 1, $12; 2, $12; 4, $12; 5, $18. 15&10%

"USEFUL AS WELL AS ORNAMENTAL"

Save Your Fingers

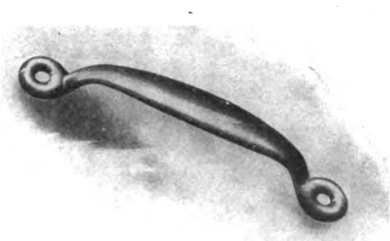
Your temper and your time by buying one of our neat and handsome "Columbian" door pulls for your window screens, screen doors, cabinet drawers &c. Try one in your home and be convinced of its serviceability and attractiveness.

They are made of steel bronze or brass and are finished in a variety of "wearable" and beautiful styles.

Prices will surprise you when you see quality,—these door pulls cost no more than inferior grades.

We want every Hardware dealer to have a free sample, also our "Builders Hardware" catalogue No. 12 containing prices and further information about this and similar lines.

A penny postal brings them by return mail, write today.



The Columbian Hardware Co.

Cleveland, O., U. S. A.

MAKERS OF HIGH GRADE SPRING HINGES OF ALL KINDS
DOOR SPRINGS DOOR PULLS, &c.
COAT AND HAT HOOKS, JOIST HANGERS, WALL HANGERS
ANVILS, VISES

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C. E. Jennings & Co.'s Adjustable Tool Handles 33⅓%
Rollin Hdw. Co., Adj. Tool Holders No. 1, $18.00 ..... 30%
Stanley's Excelsior, No. 1, $7.50; No. 2, $4.00; No. 3, $3.50 ..... 30&10%

Axes—

First quality, best brands....$6.50to9.75
Ice, Bradleys. 30%
Bradley's wide bit, net..... $10.50
Long Island, net..... 9.25

HATCHETS—

Hunt's, Underhill's Blood's or Plumb's: Shingling, etc. ..... 33⅓&5
Broad and Bb'l.... ..... 33⅓%
Boys Axes..... 33⅓&5%
D. Simmons & Co.: Broad .. .. } 50&5%
Shingling and Claw ..... } 50&5%
Lath, Hunters', etc..... } 50&5%
Picks and Mattocks..... 50%
Peck Edge Tool Co: Hatchets, Shingling, etc.....33⅓ & 5
Broad and Bb l 33⅓
Boy's Axes and Hatchets....33⅓ & 5

Axle Grease—

Dixons' "Everlasting" Graphite: 1 lb cans (36 in case)..... .15 ea.
2 " " " ..... .25 "
10 " firkins (6 in case), ...$1.20 "
25 " ..... 2.75 "
50 " kegs..... 5.00 "
100 " " ..... 9 00 "
200 " ½ bbls..... } .06½lb
375-400 lb " ..... } .06½lb

Balances, Spring—

Chatillon's: Light Class A.....40&10%
Circular Balances, Class C 50%
Ice Balances, Class B..... 50%
Straight Balances, Class A1 and A2.40%
Class D, E, F..... 30%
Class G..... 20%

Balances, Sash—

Caldwell's 50%
Pullman's.....50&10 to 60

Barn Door Hangers—

See Hangers.

Beef Shavers—

Enterprise: Japanned, each, $8 00.....25@30%
Tinned, each, $10.50.....25@30%

Bells—

HAND—

Hand Bells, Polished Brass..60@60&10%
Pure Bell Metal..... 60%
Silver Chime ....33⅓@35%
White Metal..... 60%

DOOR—

Trip, Gem .....50&10%
Gong, Abbe's 45%
Gong, Yankee..... .. .. 55%
New Departure..... 45@50%

COW—

Common Wrought .....75%@75&10%
Kentucky.... .....70@70&10%
Kentucky, Sargent's List..... .....70%
Texas Star 70%
Western, Sargent's List.....70@70&10%

Bellows—

Blacksmiths'.....65&10@70
Hand. ..... 25&10%
Moulders'..... 25&10%

Belting, Rubber—

Boston Belting Co.: "Boston" 50%
"Imperial," seamless stitched... 45%
Niagara..... 60%
N. J. Car Spring & Rubber Co.: Extra Para.... . .....40&10%
Reliable .....50&10%
Staple..... 60&10%

Bench Stops—

Morrill's No. 1, $10.00 per doz.; No. 2, $12.50..... 50%
Seymour Smith & Sons.....25&10%
Miller's Falls. .....15&10%
Weston's..... 40

Binder Twine—

	Per Pound
Sisal	10¼c
Standard	10¾c
Standard Manila.....	11¼c
Manila	12¼c
Pure Manila.....	13¼c

Bit Holders—

Angular 40%
Extension: Barber's, ₩ doz. $15.00.....45@50%
Ives' ₩ doz. $30.00.....60&10%

Bit Stock Drills—

See Augers and Bits.

Blind Adjusters—

Domestic..₩ doz. $3.00.....33⅓%
Excelsior ₩ doz. $10.00 .....50&10&5%
North's 10%
Zimmerman's..... 50%

Blind Fastenings and Tenons—

Security Gravity ₩ gr..... $9.00
Zimmerman's..... 50%

Blind Hinges—

See Hinges.

Blocks, Tackle—

Eddy's .....50&10@60%
Harts' Steel..... 40&10@50&5%
Iron Strapped, Japan'd Sheaves..70&10%
Iron Strapped, Lig Vitae Sheaves ... 60%
Rope Strapped, Japan'd Sheaves.65&10%
L. V. Sheaves..... ....40%
Lanes: Junior, Self Sustaining.....30%
Pat. Automatic 30%
Perfect Safety 30%
Stowell, Novelty Block.....50&10%

Bolts—

DOOR AND SHUTTER—

Cast Iron Barrel, Square, &c.....60&10%
Chat Iron Chain..... 60&10%
Cast Iron Shutter Bolts.....60&10%
Ives' Patent Door Bolts..... ..... 60%
Wrought Barrel..... 60@60&10%
Wrought Barrel Bolts, Griffin's 75&10%
Wrought Square..... .....70@70&10%
Wrought Shutter, Standard list.. 50&10@50&10&5%
Wrought Spring, Sargent's 70&10@75%

CARRIAGE, MACHINE, &C.—

Common Carriage (cut thread): ⅜x6 and smaller.. ....75&15%
Larger and Longer. ..... 65&10&2½%
Phila. Eagle, $3.00 list May 24, '99 ..... 50&10%
Bolt Ends, list Feb. 14, '95.....70&2½%
Bolt Ends with C & T Nuts... 65&7½%
Machine, ¾ x 4 and smaller....75&2½%
Machine, Larger and Longer...70&2½%

TIRE—

American Screw Co.: Bay State, Plain, list Dec. 23, '99.72½%
Bay State, Fluted.....72½%
Eagle Phila..... 62½%
Norway, Phila..... 60%
Common, ...72½@72½&10%
Norway, Phila 60%
Porterchester, Norway..... 60%
Phila 60%

STOVE AND PLOW—

Plow.....70&10@70&10&5%
Stove,..... .....50%@50&10%

MISCELLANEOUS—

Sink..... .....60%

Bone Mills.

Enterprise ....35@40%
Stearns 40%

Borers, Tap—

Enterprise ..... 30@35%
Each.....$1.35, $1.65, $2.50
Nos 1 2 3
C. E. Jennings & Co.: No. 6 .....33⅓&10%
No. 10 .....16⅔&10%
Common Ring.....20&10%
Ives..... 25&10%

Boring Machines—

WITHOUT AUGERS—

	Upright.	Angular.
Jennings'.....		..3 &10
Millers Falls.....	7.50	15&10%
Snell's, Rice's Pat..	2.50	2.75
Ajax		40%
Phillips		$4.00 net.

Bow Pins—

Hotchkiss..... 60&10%

Boxes, Mail.

Heller's..... .40&5%

Box Hooks.

Humason & Beckley's..... .60&10&10%

Box Openers.

Humason's..... ₩ doz net $5.00
Bemis & Call's..... 65%

Box Scrapers—

Bradley's..... 35%

Box Strapping—

Cary Mfg. Co's, in case lots: "Universal,"..... .30&10&10&10
Standard Metal Strap Co's: Eclipse..... 20&10&10&5%

Braces—

Barbers'.....50&10&10@60&10%
Barbers' Ratchet..... 60@60&10%
Common Ball American.....60@60&10%
Ives': Barbers'..... 60&5%
Barbers' Ratchet..... 60@60&10%
New Haven Novelty 70%
New Haven Ratchet.....60&10%
Spofford. ..... 60&5%
C. E. Jennings & Co.: No. 108@114½%..... .50&10%
No. 208½@214½%..... .50&10%
Lancaster Mach. & Knife Works....50%
Gen. Spofford's 60%

Brackets—

Brackets, Griffins Folding..... 70&10%
Brackets, Griffin's Pressed Steel 80%
Shelf, Bradley's Patent, full cases 50&10&10%
Bradley's in Broken Cases.....50&10%

Bracket Saw Frames—

Millers Falls Co..... ..25&10%

Bracket Sets—

Millers Falls Co..... 33⅓&10

Bright Wire Goods—

Standard, List, June 24, 1903. 90&10&10@90&10&10%&5%

Bull Rings—

Humason, Beckley & Co.'s.....30%
Rea's 2¼ in. net, per doz $1.5
Sargent's 50%
Seymour Smith & Sons..... 60%

Bull Punches—

Humason & Beckley's, ₩ doz. net $3.50

Bush Hooks—

See Hooks.

Butchers' Cleavers—

Bradley's 40%
Foster Bros. Flat Hds 30%
Foster Bros. Round Hds 30%
Lancaster Mach. & Knife Wks.33⅓@40%
L. & I. J. White..... 30%
Plumbs 33⅓%

Butcher Knives—

See Knives.

Butchers' Saw Blades—

Millers Falls Co. Star.....15@15&10%
C. E. Jennings & Co..... 25&10%

Butter and Cheese Triers—

Ordinary Black Handle 35%
Humason & Beckley's..... 40%

Butt and Rabbet Gauges—

Stanley's..... 25&10%

Butts—

BRASS—

Wrought Brass, list Sept. '96..... 30%

CAST IRON—

Fast Joint, Broad .....40&10@50%
Fast Joint, Narrow..... 40&10@50%
Loose Joint ... .70&5@75%
Loose Joint, Japanned. .....70&5@75%
Loose Joint, Jap. with Acorns 70&5@75%
Loose Pin..... 70&5@75%
Mayer's Hinges..... 70&5@75%
Parliament Butts..... 70&5@75%

WROUGHT STEEL—

Table and Back Flaps..... 75%
Narrow and Broad..... 75%
Inside Blind 75%
Loose Pin..... 75%
Loose Pin, Ball and Steeple Tip.. ..... 85%
Japanned, Ball Tip Butts .70&10%
Bronzed Wrt. Nar. and Inside Blind Butts.....55&10%
Extra 10%@10&10%

Calipers—

Bemis & Call; Wing 60%
Double 65%
Inside and outside..... .....65%
Straight Leg 65%
Call's Pattern, Inside 5%

Can Openers—

American..... ₩ gross, $1.75@$2.00
Goodell's Acme..... ₩ gross, 6.00
Hopper's..... ₩ gross, 15.00
No. 5, Iron Handle..₩ gross, $2.00@2.25
Phoenix ..... 4 %
Sardine Scissors . .....75&10%
Sardine Scissors, Forged Steel.... ₩ doz., $4.50
Sprague, No. 1, $2.00; No. 2, $2.25: No. 3, $2.50..... .....75&10%
Universal, ₩ doz., $2.00..... .50%

Carriage Makers' Clamps—

See Clamps.

Cartridges—

See Ammunition

Casters—

Bee..... 70@70&10%
French or Phila. Iron Wheel..... 75%
Plate..... .60@60&10%
Payson's Furniture..... .70&10&10%
Payson's Truck..... .70&10%
Standard, Ball Bearing..... .45%

Cattle Leaders—

Humason, Beckley & Co.'s..... .70%
Sargent's..... 70&10%
Welton's..... 70&10%

Chain—

American Coil and HalterChains: "American" ..... .40@40&1%
"Niagara" ..... .45@50&5%
"Eureka" ..... .45@50&1%
"Triumph"..... .40%
"Brown"..... .50&5%
"Perfection"..... .60%
American Proof Coil, F. O. B. Pittsburgh.

Inch.	Per 100 lbs.
3-16.....	$7.40
¼	5.10
5-16	4.15
⅜	3.45
7-16	3.30
½	3.20
9-16.....	3.15
⅝	3 10
¾	3.00
⅞	2.95
1	2.95

Covert Mfg. Co., Breast Chain....
Covert Mfg. Co. Halter Chain ...
Covert Mfg. Co., Heel Chain .....
Covert Mfg. Co., Rein Chain .....
Covert Mfg. Co., Stallion Chain..
} 40% &2%

Galvanized Pump Chain, per pound. 5@5¼c
German Coil, list July 24, '97...60&10@ 60&10&10%
German Halter Chain, list July 24, '97 60.10&10%
Jack Chain, Iron.....60&10@60&10&5%
Jack Chain, Brass..60&10@60.&10& 0%
Oneida Wire Dog Chains... .45@60 &5%
Trace, Wagon and Fancy Chains: New List..... .60@60&10%
Bridgeport, Trace chains..... 60%
" Stake " ..... .65%
" Heel " ..... .30%

COW TIES—

American .... .45@50%
Niagara ..... .45&5@50&10&5%
Covert Mfg. Co.: Cotton ..... 45&2%
Hemp..... 45&2%
Jute..... 50&5%
Sisal..... 55&5%

Chain Guards—

Aluminum S. & N. Co..... 50

Carpet Stretchers—

Montross' "Excelsior,"...₩ doz., $6.00..... .90%
Bullard's..... 33⅓%
Cast Iron Steel Points.....₩ doz.....80c
Socket .....₩ doz., $1.75@$2.00

Carpet Sweepers— ₩ doz.

Bissell's: Cyco Bearing 'Parlor Queen" $9 00
Cyco Bearing "Elite".. ..... 12.00
Cyco Bearing "Boudoir"..... 27.00
Cyco Bearing "American Queen"..... 27 00
Cyco Bearing "Ideal"..... 28 00
Cyco Bearing "Gold Medal"... 24.00
Cyco Bearing "Premier"..... 24.00
Cyco Bearing "Superior"..... 24 00
Cyco Bearing "Prize" 24 00
Cyco Bearing "Welcome"..... 24.00
Cyco Bearing "Grand Rapids," nickel 24.00
Cyco Bearing "Grand Rapids," Japan 22.00
"Standard," nickel 21.00
"Standard," Japan 20.00
Cyco Bearing "Crown Jewel," nickel 21 00
"Crown Jewel," Japan 19 00
Cyco Bearing "Crystal." 36 00
Cyco Bearing "Grand," length of case 17 inches 36.00
Cyco Bearing "Club," length of case 24 inches 51.00
Cyco Bearing "Hall," length of case 28 inches 60.00
Cyco Bearing "Junior," nickel, length of case 12¼ inches. . 22.00
"Junior," Japan, length of case 12¼ inches 20 00
"Miscee"..... 9.00
National Sweeper Co., Marion, In. Marion Roller Bearing Regular finishes full Nickel... ... $24 00
National Queen Roller Bearing, Fancy Veneers, Full Nickel 27 00
Monarch Roller Bearing, Nickel 28 80
Monarch, Roller Bearing, Japanned..... 20 00
Marion Queen, Roller Bearing Regular Finishes, full Nickel, 24 00
Transparent, Roller Bearing, (Plate Glass Top) Nickel.... 32 00
Monarch Extra, Roller Bearing, (17-inch case), Nickel..... 36 00
Monarch Extra, Roller Bearing 17-inch case) Japanned..... 33 00
Perpetual, Regular Bearings, Nickel 20 00
Perpetual, Regular Bearings... 18.00

NOTE—Discount of 50c per dozen on three dozen lots. Discount of $1 per dozen on five dozen lots.

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Carpet and Rug Beaters.

	₱dos.	₱gro.
No 12, Wire, Tinned	$0.85	$9.60
No. 11, Wire Coppered	1 10	12.00
No. 11, Wire, Tinned	1.30	13.20
No. 10, Wire, Galvanized	1.50	18.00

Cherry Stoners—

Enterprise.....35@30%
Goodell's Family.....net ₱ dos. $5.00

Chisel and File Handles—

See Handles.

Chisels—

SOCKET FRAMING AND FIRMER—

Standard Makes.....70&10@75%
L. & I. J. White.....30@30&5%
C. E. Jennings & Co, No. 70..10%&10%
Jennings & Griffin Mfg. Co...65&5&10%

TANGED AND MISCELLANEOUS—

W. & S. Butchers'.....$4.75@$5.00 to $
C. E. Jennings & Co.....20%
Jennings & Griffin Mfg. Co.
Tanged Chisels.....40&10%
Tanged Gouges.....30&10%
Tanged Firmers'.....40%&10%
Tanged Gouges.....40%
L. & I. J. White,.....25&5%

COLD CHISELS—

Good quality, ₱ lb.....13@16c
Smith's Best C. S.....50&10%
Cronk's Warranted.....50%

Cleaners, Sidewalk— ₱ dos

Challenge Shank.....$3.25
Star Shank.....3.25
Star Socket.....4.00

Clippers—

HORSE—

Chicago Flexible Shaft Co.'s:
Lightning Belt Clipping Machine, Each $15.00 15%
New '96, Chicago.....Each 8.75 15%
1902 Chicago.....Each 10.75 15%
Twentieth Century...Each 5.00 20%

Cocks, Brass—

Hardware List:
Compression, Plain Bibbs, Globe, Kerosene, Racking, &c., Cocks. 70 & 10 @ 75%

Coffee Mills—

Box and Side.....50&10@60%
Enterprise Mfg. Co.....25@30
Lane Bro's Co.....30%

Coil Chain—

See Chain.

Compasses, Dividers, &c.—

Athol Calipers and Dividers.....40%
Bemis & Call Co.'s:
Compasses.....50%
Dividers.....65%
Compasses, Calipers, Dividers. 75@75&10%
Stevens' "Ideal".....25&10%
Stevens' "Leader".....25&10%

Coopers' Tools—

Bradley's:
Hoop Drivers.....25%
Rivet Sets.....20%
Cold Chisels.....20&5%
Punches.....15%
Vises.....15%
Inshaves.....20%
Barton's.....20@20&5%
L. & I. J. White.....20@20&5%
Sandusky Tool Co.....25&10@30&10%

Corkscrews—

Detroit Cork-Screw Co.....33⅓%
Humason & Beckley Mfg. Co. 50&10%
Samson.....₱ dos $10.00

Corn Hooks— ₱ dos

Kretsinger Cut-Easy.....$3.00 net

Corn Knives and Cutters—

Bradley's.....net
Wadsworth's.....net $1.80

Countersinks—

Mayhew's Diamond.....40@45%
Smith's.....25%
Snell's.....40%
Wheeler's Patent.....50&10%

Cow Ties—

See Chain.

Crayons—

Sargent's List.....20%

Dixons:	₱ gro.
Eclipse.....7 in.	$3.75 9 in. $4.86
Emerald	5.00
Oriole	5.00
Rainbow	3.12
Solid	7 50
Tailors, Black $5 62. Red & Blue	$9.00

Curry Combs—

Kohler's.....40%
The Metal Stamping Co.....40%
Southington Cutlery Co.'s.....35&10%

Cutlery—

Fosters, Pocket.....30%
Carrier Cutlery Co.....50%

Diggers—

See Post Hole, etc.

Dividers—

See Compasses, Dividers, etc.

Dog Collars—

Walter B. Stevens & Son:
Brass.....40%
Embossed Gilt.....30&10%
Leather.....40%
Union Hardware Co. New List 50@50&10%

Door Bolts—

See Bolts, Door.

Door Checks—

Bardsley's.....40%
Columbia.....50&10%
Eclipse.....60&10%
Home.....50&10
Pullman's Screen.....₱ dos. net $4.50

Door Holders—

Empire.....50%
Pullman.....50%

Door Springs—

Gem (Coil), list Oct. '95.....20%
Pullman, Perfect.....25%
Pullman, Coil.....25%
Star (Coil), list Oct. '95.....20%
Torrey's Rod, 39 in. ₱ dos., net...$1.25
" " 48 in. " " ... 2 50
Victor, Coil.....50&10&10%
Chicago Coil Springs.....40&10%
Reliance Coil Springs.....40&10%

Drain Cleaners—

Iwan's Adjustable.....55%
Iwan's Stationary.....45%

Drawer Pulls—

Drawer Pulls, Griffin Mfg Co., list.....75&10%
Sargent's List.....60

Drawing Knives—

Standard Makes.....70&10@75%
Adjustable Handle.....20@25&10%
Bradley's.....40&5%
Jennings & Griffin.....60&25%
Watrous.....14⅔&10%
L. & I. J. White.....20&5@25%

Drills and Drill Stocks—

Automatic Boring Tools, Goodell's, 40&5@40&10%
Blacksmiths'.....60%
Breast, Goodell's.....25@30%
Breast, Millers Falls, each $3.00.15&10%
Stearns' Bench.....30%
Hand, Goodell's.....30&10%
Whitney's Hand Drill, No. 1, $10.00 Adjustable No. 10, $12.00.....33⅓%

TWIST DRILLS—

See Augers and Bits.



One Million Read's Rein Supporters

were sold last year. Two million in use to day 10,000 dealers and 300 Jobbers everywhere handle them.

Need More Be Said?

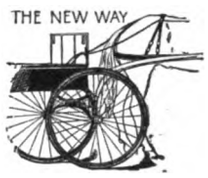


"Yes—one word more. It's phenomenal success is due to its being an article of merit and to advertising.

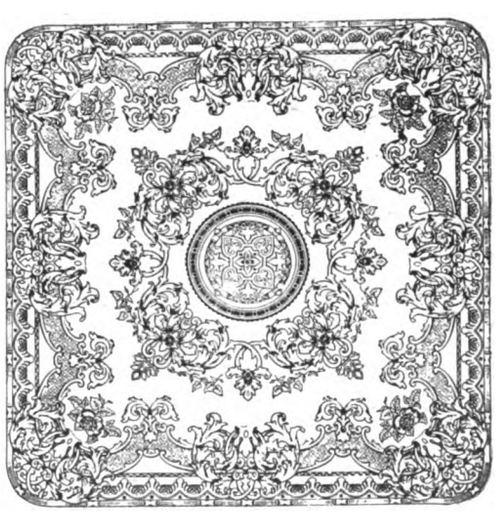
$15,000 will be spent this year

to advertise it. We furnish you with an attractive display card and other literature. Ask particulars of

O. B. Read Mfg Co.
Troy, N. Y.



STOVE BOARDS



Zinc, Embossed. Paper Lined. Tin Embossed or Crystalized, Wood Lined or Paper Lined.

Manufactured By

Cooper & McKee,

113 to 121 Lorimer Street, Brooklyn, New York.

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Egg Beaters—

	⅌dos.	⅌gro.
Holt-Lyon Co.:		
No. 5 Japanned, Dasher Flared	$0.85	$9.50
No. A, Japanned, 6 Dos.	$6.60	1.15 18.00
No. 1, Tinned	1.40	16.80
No. B, Japanned, Hotel Size	1.85	22.00
No. 6, Japanned, Dasher Flared	1.65	19.80
No. 2, Tinned, Hotel Size	.200	24.00

	⅌gro.
Taplin Mfg. Co.:	
No. 60 Improved Dover	$6 00
No. 75 Improved Dover	$6.50
No. 100 Improved Dover	$7.00
No. 102 Improved Dover, Tin'd	$8.50
No 150 Improved Dover, Hotel	$15 00
No. 152 Imp'd Dover Hotel T'd	$17.00
No. 200 Imp'd Dover Tumbler	$8.50
No. 202 Imp'd Dover Tumble Td	$9.50
No. 300 Improved Dover Mammoth, ⅌ dos	2. 0

Escutcheons—

Wood 35%

Expansive Bits—

See Augers and Bits.

Farriers' Knives— ⅌ doz

"Challenge"	$8.00
Pope	8.00
Wilkinson's	$8.00 net
Westerholm's	$3.25

Faucets—

Frary's Iron Petroleum	70@70&10%
John Sommer's "Peerless," Tin Key	40%
John Sommer's "Boss," Tin Key	50%
John Sommer's "Victor," Metal Key	50&10%
John Sommer's "Duplex," Metal Key	60%
John Sommer's "I. X. L.," Cork Lined	80%
John Sommer's "Reliable," Cork Lined	50&10%
John Sommer's "O. K.," Cork Lined	50%
John Sommer's "Chicago," Cork Lined	60%
John Sommer's "Perfection," Cedar	40%
John Sommer's "No Brand," Cedar	50%

SELF MEASURING—

Enterprise ⅌ dos. $36.00	40&10%
Lanes	$40.10&2½

Files—

DOMESTIC—

New List, Nov. 1, 1899.

American	75&5%
Arcade	75&5%
J. Barton Smith	75&5%
Disston's	75%
Disston's Superfine	50%
Eagle	75%
Great Western	75&5%
Kearney & Foot	75&5%
McClellan	75&5%
Nicholson	70&10%
Nicholson's X. F. Files	30@30&10%
Royal	80@80&10%

IMPORTED—

Stubs Stubs' list, 30@33⅓%

Filters—

Acorn	50%
Fulper's Natural Stone	$3.50@$13.50

Subject to trade discount.

Fish Hooks—

Amer. Fish Hook Co. list	60@60&10%
Kirby & Limerick, low list (50c base)	10%

Fishing Tackle.

Bishops:

Level Winding Jeweled Reel, ⅌ dos.	$78.00
Level Winding Steel Pivot Reel ⅌ dos.	$66.00
Auto Even Spooler ⅌ doz.	30.00
Gun Cleaner ⅌ dos.	4.80
Lightening Fish Scaler ⅌ doz.	3.00
Fish Hook Shield ⅌ doz.	3.00

Fish Scalers—

Covert's Saddlery Works:

Great American	60&20%

Fruit, Wine and Jelly Presses.

Enterprise	80@25%

Fry Pans—

Standard List					70&10
No.	0	1	2	3	4
⅌ dos.	$3.00	$3.75	$4.25	$4.75	$5.25
No.	5	6	7	8	
⅌ dos.	$6.00	$7.00	$8.00	$9.00	

Gate Hinges—

Hinges.

Gauges—

Bemis & Call's Steel	50%
Clapboard	25&10%
Disstons' Mortise	70%
Marking, Mortise, etc.	50&10@50& 10&10%
Stanley's	20@20&10&10%
Starrett's Surface, Center and Scratch	25&10%
Wire, Morse's	25%
Wire, P. S. & W., low list	30@30&10%

Gimlets—

"Diamond" Gimlets, ⅌ gr.	$4.00@$4.25
Double Cut	40&10@50%
Metal Head	50&10%
Wood Head	50%

Gimlet Bits—

See Augers and Bits.

Globe and Backing Cocks—

See Faucets.

Glue—

Le Pages Liquid	25&25&10%
Mystic	40%
Martins	40&10%

Glue Pots—

Enameled	40%
Tinned	25%

Graters—

Enterprise	20@20%

Graphite, Lubricating.

Dixon's Pure Flake

632- 1 lb. cans	20 cts. ea.
638- 5 " screw top tin cans	85 cts. ea.
634- 10 " " "	$1.60 "
644- 25 " boxes	15 cts. lb.
645- 50 " "	14½ cts. lb
646-100 " kegs	14 cts. lb.
647-350 " barrels	12 cts. lb.

Grindstone Fixtures—

Cronk's	30%
Forest City	30@30&10%
Sargent's Patent	60&10&10%
Stowells Extra Heavy	50&10&10%
Stowells Light	60&10%

Gunpowder—

See Ammunition.

Gun Wads—

See Ammunition.

Hafts—

Britton's	⅌ dos. $6.50

Halters—

Covert Mfg. Co:

Jute Rope Halters	50&5%
Sisal Rope	35&5%
Web Halters	45%

Halter Chain—

See Chain.

Hammers—

HANDLED HAMMERS—

Magnetic Tack, Nos. 1, 2, 3,	$1.25, $1.50&$1.75 40&10@40&10&10%
Maydole's	33⅓&5@40&10%
Sargent's New List	40%
Fayette R. Plumb: Plumb, A. E. Nail	33⅓&7½%
Engineers and B. S. Hand,	50&12½%
Quaker City Hammers	40&5%
Riveting and Tinners'	40&2½%

HEAVY HAMMERS AND SLEDGES—

Under 3 lb 50c lb	80&10@85%
3 to 5 lb 40c lb	80&10@85%
Over 5 lb 30c lb	85%
Wilkinson's Smiths	9½c@10c ⅌ lb

Hammock Ropes—

Covert Mfg. Co.:	
Jute	40&5%
Sisal	20%

Hand Cultivators—

Ulrich Mfg. Co.:	
Osborne's	⅌ dos. $15.00

Handles—

WOOD—

Auger, assorted	⅌ gr. $2.75@3.00
Auger, large	⅌ gr. 3.25@3.50
Auger, Ives' Pat., No. 1	60&10%
No. 2 to 8	40%
Axe, Pick, etc	50&10@60%
Bliss Mfg. Co.	
Chisel, Brad Awl, File, Auger, Soldering Iron	25@33⅓
Brad Awl	⅌ gr. $1.75@$2.00
Chisel, Worcester, Leather Cap'd	⅌ dos., net 1.50
File, assorted	⅌ gr. $1.40@1.50
Firmer Chisel, Apple, assorted,	⅌ gr. $2.25@2.75
Hammer, Hatchet,	50%
Hoe, Rake and Fork	40@10%
Rollis Hdw. Co. Hafts	$9.00...40 & 10%
"Simplicity" File Handles,	⅌ gr. $ .90@1 50
Saw and Plane	40&10@50%
Shovel and Spade, Wood D. Handle,	40%
Shovel and Spade, Long Handles	40&5@40&10%

CROSS-CUT SAW HANDLES—

Atkins	40&5%
Champion	45@45&10%
Disston's	50%

Hangers, Barn Door—

Old Pattern	60&10%
New England	66⅔@10%
Chicago Spring Butt Co.:	
Fraction	25%
Oscillating	25%
Big Twin	25%
Lane's Covered	60&10%
Lane's Hinge Pattern	net $6.40 ⅌ doz.
Lane's:	
Standard	50&10&10&5
Special	70&5
Track for same	⅌ 100 ft. net, $3.75
Cronk's:	
Nos. 1, 1½, 2 & 3	50&10%
Nos. 11, 13	70%
Nos. 21, 21½, 22	60%
Nos. 32, 50	60&20%
No. 44	60%
McKinney's "None Better," No. 2, $18.00; No. 1 Special, $15.00, ⅌ dozen pairs	60&10%
Myers' Stay-on	60%
Wilcox's New Century	50&10&10%

Hangers, Garment.

Pullman's	⅌ gro. net, $9.00

Hangers, Parlor Door, etc.—

Lane's:	
Standard	net, $3.15
Ball Bearing	4.00
New Model	2.80
New Champion	2.25

Hardware Shelving—

J. D. Warren Mfg. Co.

OAK CABINETS—

No. B4488, 40 drawers, no partitions, run. ft., $3.60; net each	$30.00
No. 1656, 56 drawers, no partitions, run. ft., $4.38; net each	36.47
No. 1658, 84 drawers, no partitions, run. ft., $6.52; net each	54 28

OAK BASES—

No. 1700, open base with center shelf, run. ft., $1.85; net each	15.40
No. 1702, open base with center shelf, run. ft., $2.25; net each	18.75
No. 1708, with two adjustable center shelves, run. ft., $3 75; net each	22.92

NAIL BIN BASES—

No. 1732, 12 spaces, 150 lbs. each, run. ft., $2.71; net each	23 57
No. 1770, 8 nail spaces and 4 open shelf spaces above, run. ft. $3.10; net each	25 84
No. 1772, 8 nail spaces and 6 assorted oak drawers above nail bins, run. ft., $3.68; net each,	30.68

Harness Snaps—

See Snaps.

Hasps and Staples—

Cronk's	50%
McKinney's "Perfect," $1.10 ⅌ dos.	50%
Wrought	90@90&10%
Wrought, Stanley	80%
Wrought, Griffin	80%

Hatchets—

See Axes.

Hay Tools—

F. E. Myers & Bro.:

Myers Unloader, Double Steel Track	$7.00
Myers Unloader, Wood Track	7.00
Comb. Car, Double Steel T	7.00
Comb. Car, Wood Track	7.00
Rev. Car., Double Steel Track	7.00
Rev. Car., Wood Track	7.00
Myers Unloader, Cable	7.00
Myers Unloader, Single Rail	7.00
Sure Grip Sling Car, Steel or Wood Track	12.92
Double Rail Steel Track, complete with clamps ⅌ ft.	.30
Single Rail Steel Track complete with clamps ⅌ ft.	.20
D. H. Fork, Steel Regular	each, 1.60
Nellis Fork	each, 3.00
Double Grapple Fork	each, 7.00
Sprout's Shear Fork, each	$1.50
Walker Fork, each	2.50
Common 6 in. Wood Sheave Pulley Fig. 433 ⅌ dos.	3.80
Faultless Steel Frame K. P. Pulley, Fig. 435 ⅌ dos.	4 00
Faultless Steel Frame 6 in. Plain Pulley, Fig 435 ⅌ dos.	3.50
Malleable Frame K. P. Pulleys, Fig. 676 ⅌ dos.	4.60
Reed Wood Frame Pulley with Hook, Fig, 434 ⅌ dos.	4.00
Steel Frame Pulley with Iron Sheave, Fig. 555, ⅌ dos	3.20
Floor Pulley, Wood Sheave, Fig. 436 ⅌ dos.	4.10
Hanging Hooks for Double Steel Track ⅌ dos.	1.40
Hanging Hooks for Single Steel Track ⅌ dos.	1.40
Hanging Hooks for Wood Track, 10 in. ⅌ dos.	1.00
Hanging Hooks for Wood Track, 16 in. ⅌ dos.	1.80
Floor Hooks ¾ in. ⅌ dos.	1.40
Malleable Rafter Brackets, ⅌ dos.	.70
Wrought Rafter Brackets ⅌ dos	.70
Rope Hitch ⅌ dos.	3 20

Discount on above 50%

Hay and Straw Knives—

Auburn Hay, Com. & Spear Point	40&10%
Iwan's Hay, Sickle Edge, ⅌ dos. net	$9.50
Iwan's Hay, Imp. Serrated ⅌ dos. net	$10.00
Kohlers, Hay, Sickle edge per doz. net	$10
Auburn Straw	40&10%
Weymouth, Pat.	65&5%
Wadsworth's	40&5%

Hedge Trimmers—

Wadsworths:	
No. 1, per dos. net	$8.00
No. 2, " "	6.00

Hinges—

WROUGHT IRON HINGES—

Screw Hook and Strap,
- 6 to 12 in., ⅌ lb, 3½c.
- 14 to 20 in., ⅌ lb, 3½c.
- 22 to 36 in., ⅌ lb, 3c.

STRAP AND T HINGES.

New List, Dec. 20, 1904.

Light Strap Hinges	70%
Heavy Strap Hinges	75&5%
Light T Hinges	65%
Heavy T Hinges	60%
Extra Heavy T Hinges	70&10%
Hinge Hasps	50%
Corrugated Heavy Strap	70&5%
Corrugated Ex. Heavy T	70&10

Extra 10%

SPRING HINGES—

Bommer Brothers. Bommer Spring Hinges	40%
Bommer B. B. Floor Hinges	40%
Bardsley's Patent Checking	10%
Chicago Spring Butt Co.: Chicago Spring Butts	25%
Triple End Spring Butts	50%
Chicago Ball Bearing Floor Hinge	50%
Garden City Fire Engine House Hinge	25%
Chicago Saloon Door Hinge	25%
Niles Manuf'g Co	30%

GATE HINGES—

Clark's, Nos. 1, 2, 3	50&10@60&10%
N. E. ⅌ dos. $7.80	60%
N. E., Reversible, ⅌ dos. $5.60	60%
N. Y. State, ⅌ dos. $4.90	60%
Western, ⅌ dos. $4.20	60%

BLIND HINGES—

Parker	70&10@70&10&10%
Sargent's, Nos. 1, 2, 5, 11, 13	75%
W. H. Co.'s No. 3 Mortise Gravity	60%
Stanley's Steel Gravity Blind Hinges, with Screws, $1.30 ⅌ dos. sets	30&10%

Hitching Cords—

Covert Mfg. Co	15&2½
" " "	
Hitchers Stall	35%

HOES—

Cronke Riveted, per doz., net	$2.00
" Weeding No. 1	2 25
" " " 2,	2 00

Hollow Augers—

See Augers and Bits.

Hollow Ware—

ENAMELED—

Lalance & Grosjean Mfg. Co. List Nov. 1, 1901.

Agate Nickel-Steel Ware	50&20%
Pearl Agate Ware	50&20%
Blue and White Ware	60&15%
All White Ware	60&20%

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DEALERS

Throw your line among fishermen and you'll get a **strike**—with a rush for the goods—if it's the general line of

Pflueger's Fine Fishing Tackle

made only by the

ENTERPRISE MFG. CO.

Twenty-five years' experience, combined with the largest manufacturing facilities in this country, enable us to produce a superior line of fishing tackle that fishermen insist on having.

Hooks, Flies, Trolls, Spinners, Phantoms, Reels, Furnished Lines, everything in fishing tackle, packed for effective display—best selling line you can carry.

PFLUEGER'S PATENTED "REVERSIBLE HINGE" INSURES FREE SPINNING AND PREVENTS BENDING OR BREAKING

NOTICE

Free to any dealer in SPORTING GOODS, sent express prepaid, 155 page illustrated catalogue No. F23, Metal Fish Sign and Window Transparency in eight color lithograph.

The ENTERPRISE MFG. CO.

Akron, Ohio, U. S. A.

A Better Location Than Yours

would be in Virginia, the Carolinas, Georgia, Florida or Alabama, and the special Southern edition of the Seaboard Air Line Magazine will convince you. It contains specific opportunities, and lists of orange groves, pine apple plantations, farm, fruit and truck lands.

"Picturesque Florida" containing over a hundred full page photogravures illustrating typical scenes, but containing no reading matter or advertising, together with other literature sent on receipt of ten cents to pay postage.

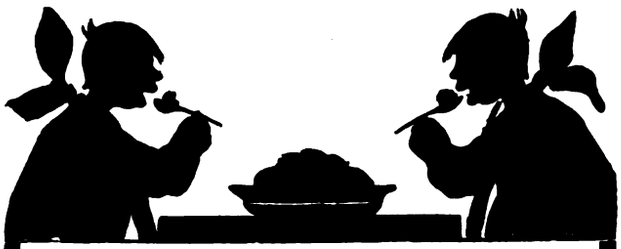
J. W. WHITE,

General Industrial Agent,

Seaboard Air Line Railway,

Portsmouth, Virginia.

We have a good location for your plant.



"The Proof of the Pudding Is the Eating"



That's exactly the case with

L & G 800 Butcher Knives

They are made of special steel, carefully hammered and finely tempered.

Every Blade Warranted

We've made them ever since 1837.

Sixty Eight Years On the Market

Our Butcher Knives, like the rest of our line of

Fine Table Cutlery

have "improved with age." There's nothing like them on the market. They can't be beat in quality nor price.

Get a copy of our catalog— Make up a sample order and we feel confident you will send us many duplicate orders.

Don't delay— Write to-day.

Lamson & Goodnow Mfg. Co.

Shelburne Falls, Mass.

N. Y. Office, 45 Murray St.

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Regal Steel Ware .....60&10
Peerless Ware.....70&10%
Granite Ware, list Jan. 1, 1894, revised Jan. 2, 1895. .....40 & 10%
Iron Clad:
Peppered Ware, high list.....70%
Mottled Ware, high list.....75%

STOVE HOLLOW-WARE—
Blacklock:
Ground.....5%@60&10%
Unground .....60@65&10%
Country ware....per 100 lbs net $9 75@3.00

WHITE ENAMELED WARE—
Maslin Kettles 70%
Tinned Boilers and Saucepans 40%
Enameled " " " 50%

SILVER-PLATED HOLLOW WARE—
4 mo. or 5% cash in 30 days.
Hartford Silver-Plate Co.....40&5%
Holmes & Edwards Silver Co.40&15&5%
Meriden Britannia Co.....40&10%
Rogers & Brother .....40&5%
William Rogers Mfg. Co.....40&10%

Hooks—

BUSH—
Jennings & Griffin's.....33⅓&5%
Wadsworths 60%

CAST IRON—
Ceiling, Sargent's list..... .50&10@60%
Chandelier .....60@60&10%
Clothes Line, Sargent's list..5o&10&10%
Coat and Hat, Sargent's list, 50&10@60
Coat and Hat, Stowell's.....70%
Harness, Sargent's list..... 50@50&10%
Lamp.....60@60&10%
Picture.....50&10%
Screw Hat..... .....60&10@70%
Wardrobe ..... 60&10@60&10&10%

WROUGHT IRON AND STEEL—
Cotton..... .....⅌ doz. $1.25
Wrought Staples, Hooks, &c. See Wrought Goods.

MEAT—
Enterprise.....40%
Humason & Beckley, New List..35&10%

WIRE—
Atlas, New List, Single cases 75%
Ten case lots .....75&10%
Wire Coat and Hat, Acme...60@60&10%
Wire Coat and Hat, Gem..... .60&10%
Wire Ceiling, Gem.....60&10%

MISCELLANEOUS—
Belt.....80&10%
Covert Mfg Co.:
Safety Gate and Scuttle Hooks....35%
Grass, Wadsworth's 60%
Cronks Grass.....⅌ doz. $3 00
Hooks and Eyes—Brass.. ...60&10&10%
Hooks and Eyes—Mal. Iron.....70&10%
Cotton, Box and Hay.....60@10&10%

Horse Clippers—
See Clippers.

Horse Nails—

	Nos. 6	7	8	9	10	
A. C.	25c	23c	22c	21c	21c.	40&5%
American, all sizes						9½c net
	Nos. 6	7	8	9	10	
Anchor & New Haven	23c	21c	20c	19c	18c	40% @40&5
	Nos 6	7	8	9	10	
Ausable	25c	23c	22c	21c	21c.	50&10%
C. B. K	25c	23c	22c	21c	21c.	40%
Capewell	19c	18c	17c	16c	16c.	10&5%
Champlain	28c	26c	25c	24c	23c	40&10@50%
Clinton Fin	19c	17c	16c	15c	14c.	30&10%
Essex	28c	26c	25c	24c	23c	40&10@50%
Lyra, all sizes						8¼c net
Maud S	25c	23c	22c	21c	21c.	50%
Neponset Nos. 5 to 10, ⅌ lb						12c.
Northwestern	25c	23c	22c	21c	20c	25@25&5%
Putnam	23c	21c	20c	19c	18c.	33⅓&5%
New Putnam	19c	18c	17c	16c	15c.	10&10%
Vulcan	23c	21c	20c	19c	18c.	25&10%
Western						8¼c net

Horse Shoes—

F. O. B Pittsburgh.
Horse and Mule, Iron, per keg....$4 00
Steel, per keg 3 75

Horse Ties—

Covert Mfg. Co.:
Cotton.....45% &2%
Hemp.....45% &2%
Jute.....50&5%
Sisal.....35&5%

Hose, Rubber—

Boston Belting Co.:
"Boston"..... .....50&5%
J Nara..... .....60&5%
New Cork Spring & Rubber Co.:
Extra Para.....40&10%
Reliable..... .....50&10%
Staple.....60&10%
Standard.....70&10%

Hose Bands.
Star Hydrant.....80&30%
Steam 70%

Ice Awls, Chippers, &c.—
Copeland Ice Pick.....⅌ gr. $9.00 net
Crown ....net
Gem Ice Shave .....net
Sargent's Ice Awls.....55%
Snell's 50%
Star.....net

Ice Cream Freezers—
See Freezers, Ice Cream.

Ice Shredders—
Enterprise, No. 33. ⅌ doz. $6.00..25@30%
No. 34. ⅌ doz. 15.00..25@60%

Jack Chain—
See Chain.

Jacks—
See Wagon Jacks.

Jack Screws—
See Screws.

Kettles—
Spun Brass, Plain.....20@25%

Knives—
Kimball's:
Bread Knives, ⅌ doz $1.50.....20%
Butcher Knives.....25%
Shoe Knives.....25%
Cronk's Chopping..... .....33⅓%
Dunlap Kitchen and Bread Knives..25%
Foster Bros.' Butcher, &c.....30%
Table and Pocket, see Cutlery.
Wilson's Butcher Knives.....net

Knives, Hay and Straw—
Wadsworth.....40&10%

Knife Sharpeners—
Pike's
Natural Grit Carving Knife Hones.....$3.00 per doz.
Solid Stone Carving Knife Hones ..... $3 50 per doz.
Quick Edge Pocket Knife Hones .....$3.00 per doz.
Mounted Kitchen Sandstone..... $1.50 per doz.
} 40%

Knobs—
Bardsley's Wood Door, Shutter and Base ..... 10@15%
Base, Rubber Tip, 2½ in. Bead. ⅌ gr. ..... $1.15@1.25
Door Mineral..... .....65@70c
Door Por. Jap'd .....70@75c
Door Por. Nickel .....$2.10@2.20

Lanterns.
C. T. Ham, Class A. B. C. & D. 40&10%

Latches— ⅌ doz.
Cronk's Barn Door..... Net, $3.00

Lawn Mowers—
Champion ....75&10%
Clipper Improved.....50&10&10&5%
Enterprise.....40&10%
Genuine Philadelphia Mowers:
Styles M, S. C., K., T.. .....70&10%
Style A. (all steel).....60&10%
Style R, Low Wheel .....60&10%
Style E., High Wheel. .....70&10&5%
Drexel, low list. ..... 40&10%
Gold Coins, low list ..... 40&10%
New Departure, High Wheel....70&10%
New Departure, Low Wheel..... 75%
Pennsylvania..... .....60&10%

Lawn Sprinklers—
Enterprise ....25@30%
Philadelphia Lawn Mower Co.:
Philadelphia Lawn Sprinkler:

	No. 1.	No. 2.	No. 3.	
⅌ doz.	$12.00	$15.00	$24.00	30%

Kobler's:
Rainmaker net, per doz.....5.00

Lawn Swings Easy— ⅌ doz
Ulrich Mfg. Co..... .... $85.00

Leaders, Cattle—
Covert Mfg. Co. 35%

Leads—
Covert Mfg. Co.
Cotton ..... 45% &2%
Hemp..... .....45% &2%
Jute .. ..50&5%
Sisal..... ..... 35&5%

Lead Pipe, Etc. ⅌ lb
Bar Lead..... .....5¾@6c
Block Tin Pipe.....35@37½%
Lead Pipe, full lengths.... .....5 to 5¾
Lead Pipe, Tin Lined.... .....12½@
Sheet Lead, full rolls.... .....6½c

Lemon Squeezers.
Berger Bros. ⅌ doz. 8-in. $1.00; 10-in, $1.40 ..... 30%
Hotchkiss, Straight Flush, ⅌ doz. $2.60
Little Giant. ..... 50@50&5%
Porc. Lined, Iron..... ⅌ doz. $1.75
Porc Lined, Wood..... ⅌ doz $1 25
Wood, Common. ⅌ gross, No. 0, $5.25 @ 5.50: No. 1, $6.25@6.50.

Levels—
C. E. Jennings & Co.'s:
Hexagon ....35&10%
Iron Bench, new design.....35&10%
Rollis Hdw. Co.
Adj. Steel 7 in $24.00 ..... 40%
12 in. $27.00..... .....40%

Lifters—
See Transom Lifters.

Lines—
Cotton and Linen Fish, Draper's....40%
Cotton Chalk, 20 feet.....40&10%
Cotton Trot..... .....20%
Masons':
Colored Cotton.....20&10%
Flax ....40&10%
No. 0 to 5 .... 20%
Samson Cotton, No. 4, $2.00; No. 4½ $2.50....15%
Silver Lake, Braided, No. 0, $6.00 No. 1, $6.50; No. 2, $7.00; No. 3, $7.50 ⅌ gross.....33⅓%
Wire Clothes:

	18	19	20
100 feet	$2.20	$2.00	$1 65
75 feet	1.80.	1.70.	1.50

Loaded Shells—
See Ammunition.

Locks—
DOOR LOCKS, LATCHES, &C.
Lockwood Mfg. Co 40%
R & E. Mfg. Co..... ..... 40%
Reading Hardware Co.....45&20%
Sargent & Co..... .. 40&10%

CABINET—
Eagle Lock Co..... . ...33⅓%
Corbin.....33⅓%
Yale 33⅓%

PADLOCKS—
Acme Bicycle and Satchel, ⅌ doz., $9 00.....40%
Ames Sword Co 40%
Brown's Brass.....25%
Brown's Chain..... .....25%
Champion.....40%
Eagle 40%
Slaymaker's:
General Line..... .....85&10%
Scandinavian..... ....25%
" Steel Keys.....50%
Smith & Egge Bicycle 50%
Wrought Iron..... .. 75&10@80%
Yale Lock Co 60%

TRUNK—
Corbin's ....35&10%
Eagle 40%

Machine Bolts—
See Bolts.

Mail Boxes—
See Boxes, Mail.

Mallets—
Hickory.....45@35&50%
Lignumvitæ.....45@35&50%
Bliss:
Carpenters .....
Tinners.....
Box.....
Carvers .....
} 33⅓%

Mattocks—
Cronk's Garden 33⅓%
Regular Goods..... 70&10%@75%

Meat Cutters—
American..... .....30%

	No. 1	2	3	4	5
Each	$5	$7	$10	$25	$50

Dixon's..... ⅌ doz. 30&10@40%

	No. 1	2	3	4
	$14	$17	$19	$30

Enterprise ....2%@25&7½%

	Nos.... 5	10	12	20	22	32
Each	$2	$3	$2.75	$6	$4 50	$6

Little Giant..... .....33⅓%@40

	Nos... 305	310	312	320	322
	$35	$48	$44	$72	$68

Woodruff's, ⅌ doz ....30&10@40%

	Nos.....	100	150
		$15	$18

Beef Shavers (Enterprise) .....25@30%

Meat Juice Extractors—
Enterprise ....25@30%

Metals, Anti-Friction—

	⅌ lb
Magnolia Metal Co.:	
Defender	18c
Kosmic.....	10c
Magnolia, Anti-Friction	25c
Mystic.....	15c

f. o. b New York or Chicago.

Melting Ladles—
Monroe's Patent..... ⅌ doz. $4 00.40
Sargent's ....60@60&10

Mitre Boxes—
C. E. Jennings & Co..... 25&10%
Seavey's, ⅌ doz. $30 ....40%

Motors—
COFFEE MILL—
Specialty Novelty Co.....: each $5.00

Mop Wringers and Buckets Combined.
EAGLE COOPERAGE WORKS—
Domestic Size, per doz. net,....$10.00
Standard " " " " 12.00
Janitors " " " " 14.00

Nails—
WIRE AND CUT NAILS—
See Review of the Markets for quotations.
Wire Nails and Brads, Papered, Ass'n list, July, 1899 ..... 90,90&10%
PICTURE—
Niles' Patent $40
Porcelain Head, Comb'n list.....60&10%
Porcelain Head, Sargent's list.....60%

Nail Nippers—
"Gem," ½ gross lots, ⅌ gross....$31.00
" less quantity, ⅌ dozen.. 2.00

Nail Pullers—
Ajax, 5 lbs .... ⅌ doz. net $7.50
Black Hawk, ⅌ doz $9.00
Cyclops..... .....40&10%@60%
Crone's Never Slip....⅌ doz. net $12.00
Eureka, No. 74. ..... doz. net $3.50
Eureka, No. 75... ..... doz. net 5.00
Giant No. 1, ⅌ doz. $18.00, No. 1½, $16.50; No. 2, $15.00 ..... 30&5%
Lightning. .....⅌ doz. $18.00, 20%
Morris No 1, List $30 00 .....50%
National.....⅌ doz. $4.00, 40%
Pelican.....⅌ doz. $9.00, 40@40&10%
Rollis Hdw Co. No. 1 18.00.....50&10%

Nail Sets—

	⅌ gro.
Hunters' Cup Point, Knurled	$10.00
Hunters' Cup Point, Plain...	9.00
Octagon	4.00@4.75
Round, assorted.....	3.00@3.25
Square.	4.00@4.25
Snell's:	
Octagon .....⅌ gr...	$5.25
Corrugated	6.75
Knurled.....	6.75@7.50

Nippers—
Acme 50%
Smith's Cutting ... .50%
Todd's Cutting 50%
Nut Crackers— ⅌ gro.
Acme, Japanned .....$30.00..40%
Acme, Nickel Plated..... 30.00..30%

Nuts—
Cold Punched:

	Mfrs. or U. S. Standard.	Off list
Square, Plain.....		$4.80
Hexagon, Plain		5.50
Square, C. T. & R.....		5 00
Hexagon, C. T. & R.....		5.70

Hot Pressed:

	Mfrs. U. S. or Nar. Gauge Stan'd.	
Square, Blank.		5.20
Hexagon, Blank.....		5 70
Square Tapped.....		5.20
Hexagon, Tapped		5.60

Oils—
Linseed, City Raw, in barrels, ⅌ gal. 48c
Linseed, City, Boiled, in barrels. ⅌ gal. 50c
Out of Town on Spot.....⅌ gal. 47c
Cacuta, Raw, in barrels... ⅌ gal. 60c
Lard, Prime City ....⅌ gal.....55@ 60c
Lard Extra, No. 1..... 45@49
Lard, No. 2.....35@38

Oilers—
Brass and Copper, ... 80&10
Tin or Steel .... 65&10
Cushman & Denison's: ⅌ doz.
Gem .....$ .50
Leader..... 60
Perfect Oilers..... 1.50
Star Pocket Oilers ..... .75
"Paragon," Brass ....45@50%
"Paragon," Zinc ..... 60&10%
Wilmot & Hobbs Mfg. Co.'s Steel Anti Rust ....70@70&10%
Zinc and Tin ....65@65&10%
American Tube & Stamping Co., Spring Bottom Cans..... 70@70&10%
Railroad Oilers, etc,.....60@60&10%

Oil Stones, etc.—
AXE STONES—
Pikes
Hindostan Large Axe ..8c per lb.
" Small " ..10 c " "
Queer Creek Axe ....20 c " "
} 40%

OIL STONES—
Pikes'

Lily White Washita	....60c	⅌ lb.
Rosy Red	" ...60 c	" "
Extra	" ...50 c	" "
No. 1	" ...40 c	" "
No. 2	" ...30 c	" "
Lily White " Round, Edge Slips.....	90	" "
No. 1 Washita, Round Edge Slips.....	70 c	" "
Washita Pen Knife Pieces	70 c	" "
No 1 Hard Arkansas Stone 3 to 5¼ inch long....	$2.80	" "
No 1 Hard Arkansas Stone 5¼ to 8 inch long ...	$3.50	" "
No 1 Soft Arkansas Stone 3 to 5¼ inch long....	$1.50	" "
No 1 Soft Arkansas Stone 5¼ to 8 inch long....	$1.70	" "
Soft Arkansas Round Edge Slips.....	$2.50	" "
Hard Arkansas Round Edge Slips.....	$4.00	" "
Hard Arkansas Pocket Knife Pieces.....	$4.00	" "

} 33⅓%

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Files
Wasnita and Arkansas Stones, mounted in polished hard wood cases, all sizes 40%
India Oilstones, all grades & sizes 33⅓%
Queer Creek Oilstones, Chocolate " " } 40%
Regular Hindostan (8c " "
Small Hindostan (10c " "

Packing, Steam—
RUBBER—
Boston Belting Co.:
"Boston" ..... 50&10&5%
Phoenix, Pure Sheet Red..... 40&5%
Pure Packing "Excelsior" 60%
Extra 60%
MISCELLANEOUS— ₩ lb
American Packing ..... 8c@10c
Cotton Packing ..... 16c@20c
Italian Packing ..... 9c@12c
Jute ..... 4½@5c
Russian Packing ..... 8½c@11c

Pasteboards—
See Locks.

Pavers—
APPLE—
Advance ..... ₩ doz. $ 4.00
Baldwin ..... ₩ doz. 4.00
Bonanza Improved ..... each 6.50
Daisy ..... ₩ doz. 4 00
Dandy ..... each 7 50
Eureka Improved ..... each 20.00
Family Bay State ..... ₩ doz. 15.00
Improved Bay State ..... ₩ doz. 36.00
Little Star ..... ₩ doz. 5.00
New Lightning ..... ₩ doz. 7.00
Reading, 72 ..... ₩ doz. 3.25
Reading, 78 ..... ₩ doz. 6.25
Rocking Table ..... ₩ doz. 6.00
Turntable, 78 ..... ₩ doz. 6 00
White Mountain ..... ₩ doz. 5.00
POTATO— ₩ doz.
Saratoga $7 00
White Mountain 6.00

Pencils
Dixon's: ₩ gro.
Carpenter's ..... $3.17@3.75
Carpenter's, Blue or Red Lead ..... 4.00@7.50
Office ..... 1.87@7 50
Lumber 6 37
Colored Lumber 2.60
Black Artists 9 37
Colored ..... $4.38@7 50
Assortment Boxes ..... 1.31@2.50

Percussion Caps—
See Ammunition

Picks and Mattocks
List Feb. 21 1899. ..... 70& 10@75%

Pipe Hangers, Conductor—
Iwan's, Perfection, Wire 50%

Planes and Plane Irons—
WOOD PLANES—
Bailey (Stanley R. & L. Co.) 25&10@25&10&10%
Bench, First Quality ..... 40&10%
Bench, Second Quality ..... 50&10%
C. E Jennings & Co ..... 50&10%
Molding ..... 33⅓&5%
IRON PLANES—
C. E. Jennings & Co., Iron ..... 50&10%
Sargent's ..... 60@60&10
Standard Tool Co ..... 50@50&5%
Stanley Rule & Level Co.:
Bailey's ..... 25&10@25&10&10%
Miscellaneous ..... 25&10@25&10&10%
PLANE IRONS—
Buck Bros 30%
Butcher's ..... $5.00@5.25 to $
C. E. Jennings & Co ..... 16⅔&10%
Stanley Rule & Level Co. 20&10@20&10&10%
L. & I. J. White ..... 20&5@25%

Pliers and Nippers—
Sutton, Cronk's Improved 75%
Cronk & Carrier:
Pliers
No. 1 ..... 60 & 10%
20 ..... net $9.00
40 ..... 75%
50 ..... 80%
65 ..... 40%
70 ..... 50%
80 New List ..... 30&10%
88 ..... 40%
End Cutting Pliers 6/0 ..... 40&10%
Wm. Johnson's Gas Pliers 66⅔%
Smith's Side Cutting 25%

Plow Bolts—
See Bolts.

Plumb Bobs—
Kenfel & Esser Co 33⅓%

Plumbs and Levels—
Cook's ..... 40&10&10
Davis':
Inclinometers 30%
Iron Levels ..... 25&10%
Disston's 7%
Machinists' 25%
Parker Levels ..... 70&10@75%
Stanley's ..... 30&10@35&10&10%
Stanley's Duplex ..... 20@20&10&10%

Punches—
See Bar Punchers.

Pulley Goods—
Tower & Lyon's 25%

Polish, Metal—
Prestolite Liquid, New List 40%
Prestolite Paste ..... 40@40&10
J.S Metal Polish Paste, 8-oz. boxes, ₩ doz ..... $ .90
₩ gross 4 00
½ lb. boxes, ₩ doz 1 20
1 lb. boxes, ₩ doz 2.25
U.S Liquid, 8-oz cans, ₩ doz 1.35
gross 12.0
Stronger's Friend Metal Polish, ₩ doz 1.75
Surgress 18 00

Polish, Stove—
Black Eagle Genuine Paste, 5 lb cans, ₩ lb 10c
Black Eagle, Liquid, ½ pt cans, ₩ doz. 75c
Black Jack Paste, ¼ lb. cans ₩ gro. $9.00
Black Kid Paste, 5 lb can, each ..$0.65
Ladd's Black Beauty gro $10.00, 50%
Joseph Dixon's ..... ₩ gro. $5.75, 10%
Dixon's Plumbago ..... ₩ lb 8c
Fireside ..... ₩ gro. $2.50
Gem ..... ₩ gro 4 50, 10%
Japanese ..... ₩ gro $3.50
Jet Black ..... ₩ gro $3.50
Peerless Iron Enamel, 10 oz cans ₩ doz $1.50
Wynn's:
Black Silk, 5 lb pail ..... each 70c
Black Silk, ½ lb box ..... ₩ doz $1 00
Black Silk, 5 oz box, ... ₩ doz 30.75
Black Silk, ½ pt. liq ..... ₩ doz $1.00

Poppers, Corn—
Square, ... ₩ doz. ₩ gro
1 qt ..... $ 9 00
1½ qt 11.00
2 qt 13.50

Post Hole Diggers— ₩ doz.
Disston's Samson Digger $34.00, 25%
Kohlers:
Little Giant ..... per doz., net $12.00
Hercules ..... " " 9.50
Invincible ..... " " 9.00
Pioneer ..... " " 7.20
Universal ..... " " 12 00
New Champion ..... " " 5.00
Iron Handle Champion 5.50
Rival ..... " " 7 50
Ryan's ..... ₩ doz. $30.00, 25%

Post Hole Augers—
Iwan's Patent Improved ..... 40&5%
Perfection ..... ₩ doz. net, $8 25
Split Handle ..... " " " 7.50
Vaughan's, 4 to 9 in., ₩ doz. net ... $6.00

Post Hole Diggers—
Iwans ₩ doz.
Split Handle ..... net $7.00
Perfection ..... " $8.00
Rockford Tack & Nail Co.
Rockford Brand ..... ₩ doz net $6 50
Atlas Pattern ..... ₩ doz. net $7 50

Potato Hooks, etc.—
Hoe Down Hooks ..... 70&5%
Hop Hooks ..... 60&10&33⅓%
Potato Hooks 70%

Powder—
See Ammunition.

Presses—
See Fruit and Jelly Presses.

Primers—
See Ammunition.

Pruning Hooks and Shears—
Cronk's Pruning Shears, all styles 33⅓%
Disston's Combined Pruning Hook and Saw ₩ doz., $18 00, 25@25&10%
Disston's Pruning Hook, ₩ doz., $12.00, 25@25&10%
Smith's:
Pruning Shears ..... 6 " 10%
Rockdale Pruners 33⅓%
Standard Tree Pruners 75%
E. S. Lee & Co.'s Pruning Tools 40%
P., S. & W. Co.'s Shears 40%
Waters' Tree Pruners ..... 75&10%

Pulleys—
Awning ..... 60@60&10%
Axle ..... 50&10@60%
Brass Screw ..... 45&10%
Ceiling ..... 50@10&60%
Clothes Line, Japanned 60%
Common Sense 60%
Dumb Waiter ..... 60@60&10%
Empire Sash Pulley 60%
Fox all-steel 50%
"Grand Rapids" all steel 50%
Hay Fork, Swivel Eye, ₩ doz., 4-inch, $3 75; 6-inch, $5.00 ..... 55%
Hay Fork, Harts, 4½-inch, ₩ doz., $5.00 ..... 50&10%
Hay Fork, 5-inch, Solid, $5 70.. 50%
Hot House ..... 50&10@50&10&10%
Stowell's Anti Friction, 4-in. Wheel, ₩ doz., $12 00 ..... 40%
Side, Anti Friction 60%
Shade Rack 4%
Upright ..... 50&10@50&10&10%

Pumps—
Cistern, Best Grades ..... 60@60&10%
Pitcher Spout, Best Grades ..... 75@80%
Power Pumps, Myers' 50%
Spray Pumps, Myers' ..... 50&10%
Spray Pumps Kohler's.
Daisy, net per doz. $7.50
Mechanical, net per doz 7.50
F. E. Myers & Bro. Low List:
No. 1, Fig. 226, 8 in. Shallow Well Pump $13.00
No. 8, Fig. 226, 8½ in. Shallow Well Pump 15.00
No 5, Fig. 207, 8 in. Deep Well Pump 15 00
No. 6½, Fig. 207, 8½ in. Deep Well Pump 17.00
No. 14, Fig. 231, 8 inch Deep or Shallow Well Pump 15 00
No. 32, Fig. 226, 8 in. Deep Well Pump 17 00
No. 56 Fig. 231, 8 in. Shallow Well Pump 14.00
No. 58, Fig. 226, 8½ in. Shallow Well Pump 17.00
No. 70, Fig. 231, 8½ in. Deep Well Pump 15.00
No. 72, Fig. 226, 8 in. Deep Well Pump 15.00
No. 108, Fig. 446, 8 inch Lift Pump 9.00
No. 109, Fig. 446, 8½ in. Lift Pump 11.00
No. 128, Fig. 512, 8 in. Lift Pump $7.00
No. 131, Fig. 512, 8½ in. Lift Pump 8.50
No. 228, Fig. 389, Windmill Pump 13.50
No 235, Fig. 403, Windmill Pump 16 50
No. 240, Fig. 406, Regulator Pump 26.00
No. 206, Fig. 477, Spray Pump, complete 11.50
No. 220, Fig. 547, Knapsack Spray Pump 10.00
Discount, 40% f. o. b. Ashland.
No. 238, Fig. 513, Low Down Tank Force Pump ..... net, 5.00
No. 240, Fig. 498, Bucket Spray Pump ..... net, 2.00

Punches—
Semis & Call Co.'s:
Cast Steel Drive 50%
Morrill's 50%
Niagara Hollow 45%
Niagara Solid 55%
Saddlers' or Drive, good ..... 50@65%
Snell's Tinners' ..... 40&5%

Rail—
Barn Door, Light, In. ½ ¾ 1
₩ 100 feet $1.40 1.75 2.60
Barn Door, "None Better" No. 1, ₩ foot 5½c
Barn Door, "None Better" No. 2, ₩ foot 4c
B. D. for N. B. Hangers:
Angular, ₩ foot, 6c 70%
Double Flange, ₩ foot, 8c 70%
Cronk's: ₩ foot.
O. N. T. Style, No. 18. ..... 2½c
Double Braced 3c
Lane's:
O. N. T. 1 in. ₩ 100 ft. ..... net, $2.75
O. N. T. 1¼ in. ..... net 3 50
O. N. T. 1½ in ..... net, 4.00
Stowell's Wrought Steel 25%
Sliding Door, Bronzed Wrought Iron, ₩ foot 6½c
Sliding Door, Steel, Brass Plated, ₩ foot 5½c
Sliding Door, Wrought Brass, 1½ in., ₩ lb. 35c ..... 25@30%
Victor Track Rail, 7c ₩ ft. ..60&10&33⅓%

Rakes, Etc.—
Cronk's:
Malleable 70%
New Champion 75%
Victor 60%
Anti-Clog Lawn 75%
Never Break Garden ..... 75&10%
Queen City 20th $3 45
" " 24th. 3.60
Queen City Lawn 40%
Kohlers: Net
Lawn Queen 20, $3 45
" " 24, 3.60
Jumbo Lawn 36, 5.25
Paragon (Wood Head) 2.75
Steel, Garden 10th 2.15
" " 12th 2 20
" " 14th 2.45
" " 16th 2.60

Rasps, Horse—
Disston's 75%
New Nicholson Horse Rasp ... 70&10%
See also Files.

Razors—
Electric ..... List net
Boracic 60%
Fox 40%
J. R. Torrey Razor Co 20%
Westenholm and Butcher, $10.00 to $ 10%

Razor Hones.
Belgian German and Swaty, all sizes, 50%

Registers and Ventilators—
HOT AIR—
New List, July 1, 1903:
Black Japanned ... } 70 to 75%
White Japanned ... }
Bronzed Finishes .. }
Electro-Plated ... }
Nickel Plated ... }
White Porcelain 60%
Solid Brass and Bronze Metal 50%

Revolving Chimney Tops—
Iwans' Volcaneo ..... 50&5%

Rifle Cleaners—
Bishops:
Small Bore Rifle Cleaner ₩ doz. 3.00

Rings—
See Bull and Hog Rings.

Rivets and Burrs—
COPPER—
Belt with Burrs ..... 50&60@60%
Hose with Burrs ..... 50&10@60%
IRON OR STEEL—
New List, Jan. 8, 1904.
Tinners 75%
Miscellaneous 75%

Rivet Sets—
egular List. ..... 7 ...

Rollers—Stay.
Cronk's:
No. 50, 55, 56, 60, 65
₩ doz. 1.00 .60 .75 .75 .90 ...

Rope—
Cotton Rope: ₩ lb
Best ¼ inch and larger 16½c
Medium 14½c
¼ in. and larger ....
Common 10½c

Jute Rope:
A grade 6c
C grade 5½c
Manila, Pure:
7 16 in. and larger 12c
⅜ in 13½c
¼ and 5-16 in 15c
Sisal, Pure:
7-16 in. and larger 10c
⅜ in 10½c
¼ and 5-16 in 11c

Rules—
Athol, Steel 33⅓%
Boxwood ..... 60&10@60&10&10%
Ivory ..... 35&10@35&10&5%
Kenfel & Esser Co.:
Folding, Wood ..... 35&10%
" Steel ..... 33⅓&10%
Lufkin's:
Steel ..... 50&10%
Lumber 60%
Miscellaneous, Stanley's ..... 50&10@50&10&10%

Sad Irons—
DOVER ASBESTOS—
Polishing 50%
Pressing 50%
Laundry 45%
Sleeve 50%
Tourist 50%
Toy 50%
Black Lock:
Plain Black in Cases ... ₩ 100 lbs $3.75
Bronze Finished in Cases" ... 3 15
Aluminum Finish " " " ... 2.95
Full Nickel " " " ... 3.75
COLD HANDLED—
Enterprise Mfg. Co. of Pa ... 20&5&5%

Safety Fuse—
See Fuse.

Safety Lifts—
Burr Mfg. Co., Steel ..... 70&10%

Sand and Emery Paper and Cloth—
Baeder, Adamson & Co.'s: List.
Emery Cloth ..... 50&10@60%
Garnet Paper 25%
Flint and Emery Paper. 50&10@60%

Sash Balances—
Caldwell Mfg. Co 50%
Pullman ..... 50&10@60%
Victor Bronze 75%
Victor Steel 70%

Sash Chain—
Competition ..... 50&10%
Giant 40%
Monarch B. C Co, ... 70%
Pullman Bronze 70%
" Cop Steel ..... 70&10&10%
Royal Metal ..... 65&5%
Steel B. C. Co. ..... 70&10%
Steel, Copperplated 70%
Victor Bronze 70%
Victor Steel 75%

Sash Cord and Weight Fastener Iver 40%

Sash Cord—
Cable Laid Italian ..... ₩ lb 16@18c
Cable Laid Russia ..... ₩ lb 15c
Common India ..... ₩ lb 10@10½c
Patent Russia ..... ₩ lb 14c
Patent India ..... ₩ lb 12½@13c
Silver Lake:
A Quality, Drab ..... ₩ lb 40c
A Quality, White ..... ₩ lb 35c
B Quality, Drab ..... ₩ lb 35c
B Quality, White ..... ₩ lb 30c

Sash Fasteners.
Imperial 33⅓%
Sash Rollers 70%
Ives Casement Fasteners 40%
Champion 50%
Monitor, Steel 25%
Shutter Sheaves 60%
Window Screen Sash Lifts 66⅔%

Sash Locks—
Champion Meeting Rail 50%
Champion Side 60%
Ives' Patent:
Bronze and Brass 62½%
Crescent ..... 50&10%
Iron 62½%
Window Ventilating 60%
Robison Patent Ventilating Sash Lock 40%
Wrought Bronze and Brass 55%
Wrought Steel 55%
Payson's Signal 60%
Pullman Pat. Ventilating 25%

Sash Weights—
Top lots at factory (Eastern) $25.00

Sausage Stuffers or Fillers—
Enterprise Mfg. Co ..... 30@35&7½%
National Specialty Mfg. Co 30%

Saws—
Atkins:
Band 3 to 14 in. Wide 9
Band ½ to 3-16 in. Wide .....

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Butcher.....40&10%
Pruning and Compass.....40%
Circular.....50%
Cross Cut.....35&5%
Gang.....50%
Hand, Panel and Rip.....40%
Wood.....40&10%
Diamond Saw and Stamping Works:
Sterling Kitchen Saws ....30&10&10%
Diston's:
Circular, Solid and Inserted Tooth.50%
Band 3 in. to 16 in. Wide.....60%
Band ¼ in. to 1¼ in.....60%
Cross Cuts.....50%
Narrow Cross Cuts.....55%
Mulay, Mill and Drag.....50%
Framed Wood Saws.....35%
Wood Saw Blades.....35%
Wood Saw Rods.....35%
Hand Saws, Nos. 12, 99, 9, 18, D100, D8, 120 76, 77, 8.....35%
Hand Saws, Nos. 7, 107, 107½, 8, 1, 0, 00, Combination.....30%
Compass, Keyhole, Pruning, Dovetail, &c.....25%
Butcher Saws and Blades.....35%
C. E. Jennings & Co.'s:
Butcher.....30&10
Hand Panel, Rip and other Saws 30&2½&10%
Peace:
Cross Cuts.....50%
Hand Panel and Rip.....30%
Richardson:
Circular and Mill.....50%
X Cuts.....50%
Hand Saws.....30%
Star, Butcher.....25%

HACK SAWS AND FRAMES—

Chatillon.....30%
Diamond Saw and Stamping Works:
Sterling Hack Saw Blades ..30&10&5%
Sterling Hack Saw Frames.30&10&10%
Diston's:
Concave Blades.....25%
Keystone, Flexible Back and Machine Blades.....40%
Hack Saw Frames.....30%
Griffin's:
Complete.....40&10%
Saw Blades.....35&5&10
Star, Saws and Blades.....25%

Saw Filer—
Diston's D8 Clamp and Guide, $30.00 ₩ doz.....30%

Saw Frames—
C. E. Jennings & Co.....20%
Richardson's Wood.....net

Saw Sets—
Atkins:
Criterion Saw Sets.....₩ doz. $6.00
Excelsior Saw Tools.....₩ doz 6.00
Diston's Monarch, Nos. 1 & 10 and Star.....30%
Hart's Pat. Lever.....20%
Kohler's:
"Giant Royal".....₩ doz. net $8.50
"Royal".....₩ doz. net 5.00
Morrill's:
No. 1, $15.00; No. 10, $15.63; No. 11, $15.63.....50%
Cross Cuts Nos. 3 and 4, $20.63; No. 5, $30 00.....30%
Richardson's.....25%
Seymour Smith & Son, Hammer ₩ doz.....$4.75
Stillmans.....₩ doz. 1.00
Taintors Positive....$18.00 ₩ doz. 60%

Scales—
Chatillon's:
Eureka.....25%
Favorite.....40%
Grocers' Trip Scales.....50%
Family, Turnbull's.....30@30&10%
Hatch:
Counter.....40%
Tea.....40%
Union Platform Plain.... 1.80@ 2.00
Striped..... 2.00@ 2.20
Pelouze.....50%

Scale Beams—
Chatillon's No. 1.....30%
Chatillon's No. 2.....40%

Scrapers, &c.—
Adjustable Box Scraper (S. R. & L. Co.) $6 00.....40&10%
Box, 1 Handle.....₩ doz. $2.00
Box, 2 Handle.....₩ doz. $3.00@4.00
Foot.....55&5@60&5%
Ship Common.....₩ doz. $3.40 net
Ship, R. I. Tool Co.....10%

SIDEWALK—
Kohler's, Steel No. 7.....₩ doz. $2.50

Screens—
DOOR—

	₩ doz.
Phillips:	
Style R, ⅞ in.	$10.00
Style O77, ⅞-in.	7.50
Style X Y, ⅞ in	10.50

WINDOW AND FRAMES—
Phillips:
Flyer Pattern .....60&10@60&10&5%
Air Line Pattern .....60&10%
Perfection .....60&10@60&10&5%
Screen Frames.....60&5@60&10%

Screw Drivers—
Brace Screw Drivers.... ....35&10&5%
Push Bros.....30%
Cronk's Champion.....70%
" Elmore.....50&10%
Screw-Driver Bits.....37½%
Champion.....40%
Diston's Flat Blade, Electrl, Telegraph and Cabinet Makers'.....70%
Electric Spiral No. 01 ..₩ doz. $6.00 net
Electric Spiral No. 02 ..₩ doz. 5.00 net
Ellrich's Socket and Ratchet....40&10%
Fray's Hol. Hdle. Sets, No. 8...$12, 50%
C. E. Jennings & Co ..40&10%
Jennings & Griffin 66⅔%
Sargent & Co.'s:
No. 1 Forg. Blade...50&10@50&10&5%
Nos. 20 and 40.....66⅔%
Screw-Driver Bits (Snell's) ₩ doz....60c
Stanley R. & L. Co.'s:
No. 64, Varnished Handles....60&10%
No. 86.....70&10%
Snell's No. 5.....75%
No. 10 .....80%
Nos 20 and 30.....70%
Tower & Lyon:
Champion 40%
Magazine 35%
Machinists' 40%
Baisley's Patent.....33⅓%

Screws—
WOOD SCREWS—
List, July 22, 1906.
Drive Screws, Diamond Point.87½&10%
Iron, Bright Flat Head.....87½&10%
Iron, Bright Round and Oval Head 85&10%
Brass, Flat Head .....85&10%
Brass, Round Head.....80&10%
Bronze, Flat Head .....77½&10%
Bronze, Round Head.....75&10%
Nickel Plated, Iron Flat Head.77½&10%
Nickel Plated, Iron Round Head 77½&10%

MACHINE—
List, January 1, 1898.
Brass, Flat Head.....
Brass, Round Head.....
Iron, Flat Head.....
Iron, Round Head.....
} 50@50&10%

COACH, LAG AND HAND RAIL—
G. P. Coach. List, Oct. 1, 1899. 75&12½%
Hand Rail.....70&10@75%
Lag Screws. List, Oct. 1, 1899.
Cone Point.....75&17½%

BENCH, HAND, ETC.—
Bench, Iron, ₩ doz., 1 in., $2.50@$3 75
1¼, $3.00@4.25; 1½, $3.50@4.75
Bench, Wood, Beech... .... 30@30&5%
Hand, Wood.....30@30&5%
Jack Screws, Millers Falls, Roller Bearing.....50&10%
Jack Screws, Millers Falls, without Roller Bearing.....50&10%
Jack Screws, P. S. & W.....50@50&5%
Jack Screws, Sargent's .....70&10%

Scroll Saws—
Cricket.....10&10%
C. E. Jennings & Co.....2%
Lester, complete. $10.00.....15&10%
Rogers, complete, $4.00 .....15&10%

Scythes— ₩ doz
Wadsworth's:
Natural Finish, Grass..
Polished Blade, Grass
Painted or Bronzed, Grass.....
Clipper, Grain
Weed and Bush
} 30%

Scythe Rifles.
3-Foot..... $10.00 ₩ gro.
4- " .... $12.00 " "
} 40%

Scythe Stones.
No 1 Indian Pond....$7 00 ₩ gro.
No 2 " " .... 4 50 " "
White Monntain. ... 9.00 " "
Black Diamond..... 12.00 " "
Lamoille..... 11 00 " "
Green Mountains... 6.00 " "
Leader Red End .... 4.50 " "
Willoughby Lake.... 9.00 " "
Extra Quinnebog.... 7 00 " "
Pike's Corundum....24 00 " "
" Emery.....15.00 " "
} 40%

Seeders—
Raisin, Enterprise.....35@30%

Shears—
Acme (Cast).....40@40&5%
Ætna, Steel Japanned.....80&20%
Ætna, Steel Nickeled.....70&30%
Barnard Lamp Trimmers.....40%
Carrier Cutlery Co.:
N. P. Straight Trimmers.. .....66⅔%
N. P. Bent Trimmers 66⅔%
Japanned Straight.....70&10%
Japanned Bent.....70&10%
Cronks:
Nickel Plated.....60&10%
Japanned.....60&20%
Heinisch's:
St Trimmers, etc..60&10@60&10&10%
Tailors' Shears.....40%
Tinners' Snips 40%
Pruning. See Pruning Hooks & Shears.
Seymour's Standard List:
Japanned.....70%
Nickeled 60%
Standard Cutlery Co.:
Japanned.....70&10%
Nickeled .....60&10%
Star Brand:
Nickel Scissors.....60%
Nickel Shears.....60%
Japan Shears.....70%
Tailors' Shears.....40&10%
Pruners.....70%
Tinners' Snips.....40&10%

Shears, Hedge—
Wm. Wilkinson & Sons.....50%

Sheaves—
SLIDING DOOR—
Corbin's list.....60&10&5%
Hatfield's Pattern .....70&10@60%
Stowell's Anti-Friction. 60%
Patent Roller.....60&10@60&10&5%

SLIDING SHUTTER—
Sargent's list 70%

Shells—
See Ammunition.

Ship Tools.
L. & I. J. White.....25%

Shot—
See Ammunition.

Shovels and Spades—
Association List, Nov. 15.....40%
F. E. Kohler Co.....net prices
Avery Stamping Co .....net prices

Shutter Bars—
Ives'.....45%

Shutter Bolts—
See Bolts, Shutter.

Sifters, Flour—
Hunter's Genuine ₩ gross, $10.50@$11.50

Skate Sharpeners—
Eureka.....₩ dos. $1.75; ₩ gro. $18.00

Slaters Tools—
Plumbs.....30%

Slaw and Kraut Cutters—
Diston's:
Slaw, Vegetable, Corn Grater, Turnip Shredder 40%
Kraut Cutters, 24x7, 26x8, 30x9....55%
Kraut Cutters, 36x12, 40x12.....40%
Enterprise Mfg. Co.....25@30%
Tucker & Dorsey:
1 Knife .....₩ gro. $18.00@$20.00
2 Knives.....₩ gro. 22.50@ 30.00
Kraut Cutters 40%
Woodrough & McParlin.....40%

Sledges and Heavy Hammers—
See Hammers.

Slicers—
Vegetable, Enterprise..... .....25%

Smiths' Bellows—
See Bellows.

Snaps, Harness, &c.—
German, new list.....40@40&10%
Sargent's:
Patent Guarded.....66⅔%
Covered Spring..... .....50&55%
Covert Mfg. Co.:
Covert Breast Strap Bkle snaps40%&2%
Yankee Breast Strap Buckle Snaps20%
Breast Strap Protector .....45%&2%
Double for Bits or Trace Carrier...45%
Trojan Snaps 45%
High Grade Snaps.....4%
Jockey Snaps.....30&10%
Derby Snaps .....30&5&2%
Rope Snaps... .....40&5%
Yankee Snaps.....30&5&2%

Scythe Snaths—
National Snath Co:.....45@50%
Grain Cradles.....40%&12½%

Spoke Shaves—
Bailey's (Stanley R. & L. Co.)...50&10%
Iron .....₩ doz. 50&10%
Millers Falls .....15&10%
Seymour Smith & Sons, Iron.....20%
Wm Johnson's:
Wood, Best 20%
Wood, 2d quality..... ...33⅓%

Spoons and Forks—
Boardman's:
Nickel Silver, Catalogue "D" net, List

SILVER PLATED FLAT WARE—
L. Boardman & Son..Catalogue "D" net List
"1847".....40&10%
"Anchor".....50&10%
"Eagle".....50&10%
"Star".....50&10%
Rogers, Smith & Co.....50&10%
Rogers & Hamilton .....50&10%
Holmes & Edwards .....50&10&10%
German Silver, unplated.....60@60&10%

KNIVES AND FORKS NO. 12—
₩ doz. net
"1847".....$3.50
"Anchor".....3.25
"Eagle".....3.25
"Star".....3.25
Rogers, Smith & Co.....3.25
Rogers & Hamilton.....3.25
Holmes & Edwards 3.00

Springs—
See Door Springs.

Spring Balances—
See Balances.

Spring Hinges—
See Hinges.

Squares—
Diston's Try Square and T Bevels, new List, 70%
TrySquare and T Bevel 60&10&10% @70%
Winterbottom's Try and Mitre...40&10%
Nickel Plated. New List Jan. 5, 1900.....70&10&10%
Steel and Iron.....70&10&10%

Staples—
Barbed Blind—⅛, ⅝, and ¾ inch, ₩ lb.....6¼c

FENCE—
Same price as Barb Wire. See Trade Report.

Stay Rollers—

Cronk's,	No. 50	Net per doz $1.00
"	No. 55	" " " 80c
"	No. 56	" " " 84c
"	No. 60	" " " 84c
"	No. 68	" " " 80c

Steels—
Chatillon's "Dicks".....30%

Stocks and Dies.
BICYCLE—
Holroyd & Co.....40&10%

BLACKSMITH'S—
Butterfield's.....35@40%
Gardner .....33⅓&10%
Holroyd & Co.....50,10&5%
Holroyd's R'd Adj Screw Plates.....50%
Lightning Screw Plate.....35%
Reece's New Screw Plates.....25%

PIPE MAKERS—
Holroyd & Co.....80&10%@80&10&

Stones—
See Oilstones.

Stops—
See Bench Stops.

Store Door Handles—
See Handles.

Store Ladders—
Lane's.....10%
Myers' Noiseless.....50%

Stove Bolts—
See Bolts.

Stove Polish—
See Polish, Stove.

Sweepers—
See Carpet Sweepers.

Tackle Blocks—
See Blocks.

Tacks, Brads, &c.
List Jan. 15, 1899.
American Cut Tacks .....90&25%
S. S. Cut Tacks .....90&30&5%
Carpet Tacks:
American, Blued .....90&25&5%
American, Tinned .....90&25&5%
Swedes Iron Tacks.
S. S .....90&30&10&5%
Bill Posters' and Railroad Tacks:
S. S .....90&45&5%
Common and Patent Brads...80&10&5%
Gimp Tacks:
S. S.....90&40&5%
Hungarian Nails, Steel.....80&20&5%
Lace Tacks:
S. S.....90&45&10%
Looking Glass Tacks..... ...65&5%
Trimmers' Tacks:
S. S .....90&30&10&5%
Trunk and Clout Nails:
Steel, Black.....80&10%
Steel, Tinned.....80&10%
Upholsterers's Tacks:
S. S..... .....80&40&5%

MISCELLANEOUS—
Double Point, in dozens.....90&6 tens
Shade, in dozens.....90&10&10%
Shade, in bulk.....30%

Tack Pullers
Columbia, No. 1, ₩ doz., net $5 05
Columbia, No. 2, ₩ doz., net.....1.00
Little Jack.....₩ doz 1.00

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Tapes, Measuring—
Eddy's.
American Asses' Skin.....40&10@50%
Leather Case.....25@25&10%
Star Steel.....40@10&10%
Steel.....30&5@15%
Chesterman's.....25@25&5%
Lufkin & Saxe Co.:
"Favorite" Ass Skin....40&10@50%
" Duck and Leather 25&5@15&10%
Metallic Steel... } Lower List.....35@35&5%
Pocket.....5%@35&10%
Lufkin's Steel and Metallic....30@33⅓%

Tap Borers—
See Borers, Tap.

Taps—
American Screw Co.:
Machine Screw.....70%
Holroyd & Co.'s:
Blacksmiths.....65&10%
Machine Screw.....75&10@80%
Machinists' Hand:
1-16 to 1¼ in. inc.....65&10%
1⅜ to 2.....50.10&5%
2 1-8 to 3 in. inc.....33⅓&10%
3 1-8 to 4 in. inc.....20%
Pipe, ⅛ to 1¼.....60&20%
Pipe, 2 to 3 in.....60&15%
Pipe 3½ & 4 in.....66⅔&15%

Tap Wrench—
Rollis Hdw. Co. $6.00.....50%

Thumb Latches—
See Handles.

Ties, Wall and Veneer—
The Metal Stamping Co., Niagara .....20&10%.

Tinware—
Stamped, Japanned and Pieced, Net Prices.

Tire Bolts—
See Bolts.

Tool Chests Complete with Tools
American Tool Chest Co.
Boys' Chests Nos. 55 to 0½.....55%
Youth's Chests, Nos. 2A, 1A to 4 inc. 40%
Gentlemen's Chests, Nos. 4½ to 6½ 30%
Farmers, Planters, and Carpenters Chests, Nos. 7 to 18..... } 20%
Housekeepers' Chests, Nos. 550 and 750..... } 45%
Gentlemen's Chest, No. 400 and 500..... } 45%
Boys' Eureka Chests, Nos. 112 to 215..... } 45%
Eureka Chests, Nos. 20 to 25... }

Tobacco Cutters—
National Specialty Co.....40%
Enterprise Mfg. Co.....25@30%

Toilet Clippers—
See Clippers.

Trammel Points—
C. E. Jennings & Co., "Eureka"...35%
Disston's.....70%
Sargent's.....40&10%
Stanley's.....30&10%

Transom Lifters—
Payson's Solid Grip, Nos. 643 and 644, ₩100..... net, $13.00
Payson's:
Balance, Iron List.....70&10&10%

Traps—
FLY—
Balloon.....₩ dos. $1.25, ₩ gro. $12.00
Globe.....₩ dos. 1.25, ₩ gro. 12 00
Harper.....₩ dos. 1.40, ₩ gro. 13.50
GAME—
Enterprise Mole.....15&10%
Hawley & Norton.....65%
Newhouse.....45@45&5%
Victor.....70&10@70&10&5%
HOUSE AND RAT—
Hotchkiss:
Metallic Mouse.....50%
Improved Rat.....50%
New Rat.....50%
Mouse, Round Wire, ₩ dos...$1.00, 10%
Mouse, Wood, Choker, ₩ dos. holes, 90

Marty French Rat and Mouse Traps (Genuine):
No. 1, Rat, each $1.21, ₩ dos...$13.25
No. 3, Rat, ₩ dos., $6.50; case of 50.....5.75
No. 3½, Rat, ₩ dos., $5.25; case of 75.....4.70
No. 4, Mouse, ₩ dos., $3.85; case of 150.....6.00
No. 5, Mouse, ₩ dos., $3.00; case of 150.....2.25

Smith & Eggo Mfg. Co.: ₩ dos.
Superior Rat Trap.....$15.00
Yankee Mouse Trap.....5.50
Yankee Rat Trap.....11.00

Trouser Hangers—
Pullman No. 1, ₩ gro.....$ 9.00
" " 4, ₩ gro.....24.00
" " 7.....7.50

Trowels Mechanics—
Brade's Brick.....30%
Disston's:
Brick and Pointing.....30%
Plastering.....25%
"Standard Brand" and Garden...35%
C. E. Jennings & Co.:
Brick.....30%
Plastering.....25%
Pointing.....30%
W. & McP. Plastering.....25%
"Rose" Brick, Plastering and Moulders.....25&5%

Trowels, Garden—
Kohlers:
Mal. Hdl. Jap No. 5 ₩ gross, net, $5 00
" " Tinned.....net, 6.20
Mal. Hdl Jap. No 6, gross, net, $6 00
Mal. Hdl. Tinned No. 6, gross, net, $7.20
Disstons.....35%

Vegetable Slicers—
Enterprise Mfg. Co.....25%

Vises—
Oval Slide.....60&10%
Solid Box.....60&10@60&10&10%
Columbian Hdw. Co:
Nos. 110 and over.....50%
Nos. 100 and under.....50&10%
Solid Box, Horseshoers', Nos. 60, 65 and 70.....50&10%
Armstrong's:
Combination.....50%
Plain and Hinge.....50%
Bonney's Champion.....40 & 10%
Holland's.....40%
Howard's.....40%
Little Giant Bench.....35&10%
Lowell Hand.....33⅓%
Massey:
Perfect.....20%
Clincher.....35@40%
Wood-Working.....15@20%
Planer.....15@20%
Comb. Pipe.....40%
Millers Falls:
Mechanics'.....10%
Oval Glide.....60&10%
Ball Clamp.....45&10%
Hand.....15&10%
Moore's.....20%
Prentiss.....20@40%
Sargent's.....40%
Snedliker's.....30@33⅓%
Stephens.....30@33⅓%
Trenton.....40@40&5%
Wright's Pipe.....40%
SAW FILERS—
Bonney's Nos. 1 & 3.....40%
Wentworth's.....40&10@50

Wads—
See Ammunition.

Wagon Jacks—
Auto Screw Jacks.....30&5
Covert Mfg. Co.'s, Steel.....45&2½
Lane's Steel.....30&10%

Washer Cutters—
Otis A Smith's.....20&10&10%

Weights, Hitching—
Covert Mfg. Co.....40&5%

Well Wheels—
Japanned, 8 to 14 inches.....Net

Weed Extractors—
"Pastime".....₩ dos. $1.75 net

Window Cleaners—
Barnes Mfg. Co.....40%
Bosley's Peerless.....60%
" X. L. C. R.....70%
Clayton's.....25&10%
Phœnix.....60%

Window Stop Adjusters—
Ives' New List.....35%
Taplin's "Perfection".....35%

Wire Gauges—
See Gauges.

Wire and Wire Goods—
Brass Wire.....30%@40&5%
Bright Wire Goods, New List June 24, 1903..90&10&10&10
Cast Steel Wire.....50%
Copper Wire.....15%
Annealed and Tinned on Spools 70&10&10%
Brass and Copper on Spools, 60&10@60&10&10%
Spooled Wire, ass'd for Retailing.70&5%
Market Wire, Bright or Annealed:
Nos. 6 to 9.....80&5%
Nos. 10 to 18.....80%
Nos. 19 to 26.....80&10%
Nos. 27 to 31.....80&5%
Galvanized:
Nos. 15 to 26.....75&5%
Coppered:
Nos. 6 to 14.....75&10%
Nos. 15 to 18.....75&10%
Tinned:
Nos. 6 to 14.....77½%
Nos. 15 to 18.....75&5%
Cast Steel.....55%
Charcoal Iron.....60%
Gun Screw.....65%
Picture Wire, List of Oct. 2, 1900.....85&10@85&10&10
Stub's Steel Wire.....$6.00 to $ 33⅓%

Wire Clothes Lines—
See Lines.

Wire Cloth, Netting, &c.—
Galvanized Wire Netting.80&10@80&10%
Painted Screen Cloth, good quality, ₩ 100 sq. ft. 1.20@1.35

Wire Rope—
Bright.....50&3⅓%
Iron, Galvanized.....42½&2½%

Wire Rope Clips—
Crosby.....35%

Wire Stretchers—
W. C. Heller's Grip.....₩ dos. $1.80
Wire Splicing Clamp, Cronks..60&10%

Wrenches—
Agricultural.....75&10@75&10&10%
Alligator.....70&10%
Baxter's.....70@70&10%
Conks Adj. Alligator Pat'n.....40&10%
Machinists.....50%
Solid Handle.....50%

Bemis & Call's:
Briggs Pattern.....30&10%
Improved Pipe, Bright.....60%
Patent Combination Black.....40&5%
Patent Combination Bright.....40%

Bicycle:
Club.....40%
Superior.....40%
Featherweight.....40%
Protection.....40%
Boardman's.....30@33⅓%

Coes':
Genuine.....40&10&5&5%
"Mechanics'".....40&10&10&5&5%
Coes' Pattern, Wrought Bar...60&5@ 60&10%
Donohue's Engineer.....40&10%
Eagle Pipe.....50&10%
Gem.....30%
Stillson Pipe.....60&10%
Acme.....60@60&10%
Bull Dog.....70%
Hercules.....70%

PAINTS, OILS AND COLORS.

Oils—
Linseed, City, Raw, in barrels, ₩ gal. 48c
Linseed, City, Boiled, in barrels, ₩ gal. 50c
Out of Town on Spot.....₩ gal. 47c
Calcutta, Raw, in barrels.....₩ gal. 60c
Lard, Prime City.....₩ gal.....57@62c
Lard, Extra, No. 1.....48@49c
Lard, No. 2.....36@38c

Paints and Colors—
Barytes, Foreign Floated, ₩ ton, $17.50@19.00
Barytes, American Floated, ₩ ton, $17.00@$18.50
Barytes, Crude.....₩ ton $10.00@11.00
White Lead, American, Dry, in bbls. ₩ lb. 6c
White Lead, American, in Oil, in lots of less than 500 lbs.....₩ lb. net 7c
In lots of 500 lbs. and over...₩ lb. 6¼c
White Lead, Eng., in Oil..₩ lb.....9¼c
Litharge, Kegs.....₩ lb. 6¾@7¼c
Zinc, American, Dry.....₩ lb. 4 5-8@5c

Putty—
In bulk.....$1.15
In bladders.....$1.75@2
In cans, 12½ lb to 25 lb.....$1.80@1.60

Spirits Turpentine—
In regular bbls.....56@ 56½c
In machine bbls.....56½@57c

Dry Colors—

	₩ lb	
Blue, Chinese	30 @35	c
Blue, Prussian	28 @34	c
Blue, Ultramarine	5 @15	c
Sienna, Italian, burnt & powdered	3 @ 6½	c
Sienna, Italian, raw & powdered	3 @ 6½	c
Umber, Turkey, burnt	2½@ 3½	c
Umber, Turkey, raw	2½@ 3½	c
Green, Chrome, Ordinary	5 @ 7	c
Green, Paris, in kegs	12½@14½	c
Indian Red, American	3 @ 4½	c
Indian Red, English	4½@ 8½	c

Colors in Oil—

Black Lampblack, best.	12 @14	c
Blue, Chinese	35 @46	c
Blue, Prussian	32 @35	c
Blue, Ultramarine	14 @16	c
Sienna, burnt	11 @13	c
Sienna, raw.	11 @13	c
Umber, burnt	12 @16	c
Umber, raw	11 @14	c
Brown, Vandyke	11 @14	c

A FIREPROOF ROOF IS THE ONE MADE FROM **PORTABLE ASPHALT GRAVEL ROOFING**
Made of Natural Asphalt Saturated Felt, coated with Pure Trinidad Asphalt.
ITS LASTING QUALITIES ARE UNEQUALLED.
We also make **Asbestos Roofing, Cork Roofing, Mica Slate Roofing, Genuine Asphalt Roof Paint, Elastic Rubber Cement.**
STOWELL MANUFACTURING CO.,
114-134 Culver Avenue, - - - JERSEY CITY, N. J.

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HARDWARE BUYERS' DIRECTORY.

CLASSIFIED INDEX TO ADVERTISERS.

Adjustable Stocks and Dies.
Armstrong Mfg. Co., Bridgeport, Conn.

Adjustable Wrenches.
Walworth Mfg. Co., Boston, Mass.

Agricultural Implements.
Geneva Tool Co. Geneva, Ohio.
John H Graham & Co., New York.
American Fork and Hoe Co., Cleveland, O.

Animal Pokes.
American Fork and Hoe Co., Cleveland, O.

Anti-Friction Metal.
Magnolia Metal Co., New York.

Anvils.
Alfred Field & Co., New York.
Columbian Hardware Co., Cleveland, Ohio.

Apple Parers.
Goodell Company, Antrim, N. H.

Arbor Presses.
Chandler & Farquhar, Boston.

Art Hardware.
Sargent & Co., New York.

Asphalt Gravel Roofing.
Stowell Mfg. Co., Jersey City, N. J.

Augers and Auger Bits.
John H. Graham & Co., New York.
C. E. Jennings & Co., New York.
Russell Jennings Mfg. Co., Deep River, Conn.
Sargent & Co., New York.

Automobiles.
J. Stevens Arms & Tool Co., Chicopee Falls, Mass.

Awls.
The H. H Mayhew Co,, Shelburne Falls, Mass.
Hurwood Mfg. Co., Bridgeport, Conn.

Axes and Edge Tools.
L. & I. J. White Co., Buffalo, N.Y.
Sargent & Co., New York.

Axle Grease.
Fraser Lubricator Co., New York.

Axle Oil.
The Frank Miller Co., New York.
C. L. Hathaway & Sons, Inc', Boston. Mass.

Babbitt Metal.
Magnolia Metal Co., New York.

Bait, Pflueger's Luminous
Enterprise Mfg Co., Akron, Ohio.

Balances, Sash, (Spring).
Pullman Mfg. Co., Rochester, N. Y.

Bank Railings.
The Wm. Bayley Co , Springfield, O.
J. E. Boller Iron and Wire Works, Detroit, Mich.

Barb Wire.
Fuller Bros. & Co., New York.

Barn Shovels.
Geneva Tool Co., Geneva, O.

Barn Paints.
Geo. W. Pitkin Co., Chicago, Ill.

Bath Room Fixtures.
Buffalo Mfg. Co., Buffalo, N. Y.

Barrel Bolts, Wrought.
Sargent & Co., New York.

Bearing Metal.
Magnolia Metal Co., New York.

Beef Shavers.
Enterprise Mfg. Co. of Pa., Phila.

Beet Forks.
American Fork and Hoe Co., Cleveland, O.
Geneva Tool Co., Geneva O.

Beet Hoes.
American Fork and Hoe Co., Cleveland, O.
Geneva Tool Co., Geneva, O.

Bellows, Smiths'.
C. E. Jennings & Co., New York, N. Y.

Bells and Gongs.
John H. Graham & Co., New York.
Sargent & Co., New York.

Belt Dressing.
Jos. Dixon Crucible Co., Jersey City. N. J.

Belt Shifters.
Chandler & Farquhar, Boston.

Belting.
Ames Sword Co., Chicopee, Mass.
Veerhees Rubber Mfg. Co., Jersey City, N. J.

Bench Punches.
Chandler & Farquhar, Boston.

Bench Shears.
Chandler & Farquhar, Boston.

Bicycles.
J. Stevens Arms & Tool Co., Chicopee Falls, Mass.

Bicycle Chain Lubricant
Enterprise Mfg. Co., Akron, Ohio.

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F. E. Myers & Bro., Ashland, Ohio.

Bicycle Step Ladders.
Bicycle Step Ladder Co., Chicago, Ill.

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Cushman & Denison, New York.
Harrington & Richardson Arms Co., Worcester, Mass.
Smith & Egge Mfg. Co., Bridgeport, Conn.
Edwin B Stimpson & Son, New York.

Bicycle Wrenches.
Barnes Tool Company, New Haven, Conn.

Bits.
Alfred Field & Co., New York.
C. E. Jennings & Co., New York.
Russell Jennings Mfg. Co., Deep River, Conn.
Sargent & Co., New York.
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John H Graham & Co., New York.

Blocks, Tackle.
Lane Bros., Poughkeepsie, N. Y.

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J. D. Warren Mfg. Co., Chicago.

Bolts, Bolt Ends, etc.
Columbus Bolt Works, Columbus, O

Bolts, Wrought Barrel.
Griffin Mfg Co Erie, Pa.

Boring Machines.
Ajax Manf'g Co., Pittsburgh, Pa.
C. E. Jennings & Co., New York.

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Cary Manufacturing Co., New York.
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Cary Mfg Co. New York.
Standard Metal Strap Co., New York

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Cary Mfg Co New York
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John H. Graham & Co., New York
C. E. Jennings & Co., New York.
Sargent & Co New York
The H H Mayhew Co , Shelburne Falls, Mass.

Brackets, Folding.
Griffin Mfg Co., Erie, Pa.

Brackets, Shelf.
Griffin Mfg Co., Erie, Pa.
Piqua Bracket Co , Piqua, Ohio
Sargent & Co., New York.

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Hurwood, Mfg. Co., Bridgeport, Conn.

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Schwerdtle Stamp Co., Bridgeport, Conn.

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Magnolia Metal Co., New York.

Brass Goods.
Walworth Mfg. Co., Boston, Mass.

Bridge Rods.
Columbus Bolt Works, Columbus, O.

Builders' Hardware.
Champion Safety Lock Co , Geneva, O
Columbian Hardware Co , Cleveland, Ohio
The Wm Bayley Co., Springfield O.
John H. Graham & Co . New York.
Hobart B. Ives Co., New Haven, Conn
Sargent & Co., New York
Taylor & Boggis Foundry Co., Cleveland, O.

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John Sommer's Son, Newark, N. J.

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John Chatillon & Sons, New York.
Goodell Co., Antrim N. H.
L. & I. J. White Co., Buffalo, N. Y.

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John Chatillon & Sons, New York.
Osgood Scale Co., Binghamton, N. Y.

Butchers' Tools
John Stortz & Son, Philadelphia, Pa.

Butts, Door.
Bommer Bros., Brooklyn, N. Y.
Griffin Mfg Co., Erie, Pa.
McKinney Mfg. Co , Allegheny, Pa.
Sargent & Co., New York.

Butts, Spring.
Bommer Bros , Brooklyn, N. Y.
Columbian Hardware Co., Cleveland Ohio.
Niles Mfg. Co., Chicago.
Sargent & Co., New York.

Cabinets, Bolt.
J. D. Warren Mfg. Co., Chicago, Ill.

Cabinets. Hardware.
J. D. Warren Mfg. Co., Chicago, Ill.

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Columbian Hardware Co., Cleveland, Ohio.

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Alfred Field & Co., New York.
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John H. Graham & Co., New York.
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I. E. Palmer, Middletown, Conn.

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Joseph Dixon Crucible Co., Jersey City, N J.

Carpenters' Tools.
Stanley Rule & Level Co , New York
L. & I. J. White Co., Buffalo, N. Y.

Carpet Heaters.
Holt Lyon Co., Tarrytown, N. Y.

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Bissell Carpet Sweeper Co., Grand Rapids, Mich

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R W Montross. Galion, Mich.

Carriage Bolts.
Columbus Bolt Works, Columbus, O.

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Frank Miller Co., New York.

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F E. Myers & Bro., Ashland, Ohio.

Cash Registers.
International Co., The, Columbus, O.
National Cash Register Co., Dayton, Ohio.

Casters, Bed and Plate.
Sargent & Co., New York.

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Buffalo Mfg. Co., Buffalo, N. Y.

Chains.
Covert Mfg Co., West Troy, N. Y.
Alfred Field & Co., New York.
Fuller Bros. New York
Oneida Community, Oneida, N. Y.

Chains, Cow.
Covert Mfg. Co., West Troy, N. Y

Chains, Sash.
Smith & Egge Mfg. Co., Bridgeport, Conn.

Chairs (Invalid).
I. E. Palmer, Middletown, Conn.

Checks, Brass.
Schwerdtle Stamp Co., Bridgeport, Conn.

Cherry Stoners.
Enterprise Mfg. Co of Pa., Philadelphia.
Goodell & Co., Antrim, N. H.

Chisels.
L. & I. J. White Co., Buffalo, N.Y.

Chisels, Cold.
Hurwood, Mfg. Co., Bridgeport Conn.

Chisels, Firmer.
Alfred Field & Co., New York.
C. E. Jennings & Co. New York
Sargent & Co . New York
L & I. J. White Co . Buffalo, N. Y.

Churns.
One Minute Churn Co., New York, N. Y.

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John Chatillon & Sons. New York
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American Shearer Mfg. Co., Nashua, N. H.
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L. & I. J. White Co., Buffalo, N. Y

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Enterprise Mfg. Co. of Pa., Philadelphia.
Erie Specialty Co., Erie, Pa.

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Erie Specialty Co., Erie, Pa.
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The Wm. Bayley Co., Springfield, O.

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J. D Warren Mfg. Co., Chicago, Ill

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Fanner Mfg. Co., Cleveland, O.

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Champion Safety Lock Co., Geneva, Ohio.

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Champion Safety Lock Co., Geneva, Ohio.

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Columbian Hardware Co., Cleveland, Ohio.

Door Springs
Columbian Hardware Co., Cleveland, Ohio.

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(See Twist Drills.)

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Enterprise Mfg Co., Akron, Ohio.

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Enterprise Mfg. Co., Akron, Ohio.

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Enterprise Mfg. Co., Akron, Ohio.

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Enterprise Mfg. Co. of Pa., Phila., Pa.
Sargent & Co., New York, and New Haven, Conn.
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Columbus Bolt Works, Columbus, O.
ville, Ct.

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M. S. Benedict Mfg. Co. East Syracuse, N. Y.

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Champion Safety Lock Co., Geneva, Ohio.

Fruit Presses.
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Geneva Tool Co., Geneva, Ohio.

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Geneva Tool Co., Geneva, O.

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Cronk & Carrier Mfg. Co., Elmira, N. Y.
Geneva Tool Co., Geneva, O.

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Geneva Tool Co., Geneva O.
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Gauges, Butt.
Stanley Rule and Level Co., New York.

Gimlets
The H. B. Mayhew Co., Shelburne Falls, Mass.
C. E. Jennings & Co.

Glass Cutters.
Fletcher Terry & Co., Forestville, Ct.
The W. H. Mayhew Co., Shelburne Falls Mass

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Baeder, Adamson & Co., New York, Philadelphia, Boston and Chicago.

Grain Cradles.
American Fork and Hoe Co., Cleveland. O.
Geneva Tool Co., Geneva, O.

Grain and Barley Forks.
American Fork and Hoe Co., Cleveland. O.
Geneva Tool Co., Geneva, O.

Graphite.
Joseph Dixon Crucible Co., Jersey City, N. J.

Grass Hooks.
American Fork and Hoe Co., Cleveland. O.
Geneva Tool Co., Geneva, O.

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Blacklock Foundry, South Pittsburgh, Tenn.

Grist Mills (Hand).
The Wm. Bayley Co., Springfield, O.

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Henry Disston Sons, Phila., Pa.

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Alfred Field & Co., New York.
Harrington & Richardson Co. Worcester, Mass.
Chandler & Farquhar, Boston.

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Diamond saw & Stamping Co., Buffalo, N. Y.

Hack saw Blades, Sterling.
Diamond Saw & Stamping Works, Buffalo, N. Y.

Hack Saws (Universal).
West Haven Mfg. Co., New Haven, Conn.

Hair Felting.
Baeder, Adamson & Co., New York, Philadelphia, Boston and Chicago.

Halter Chains.
Covert Mfg. Co., West Troy, N. Y.

Halters, Web and Rope
Covert Mfg. Co., West Troy, N. Y.

Hammers.
John H. Graham & Co., New York.
Sargent & Co., New York.
Stanley Rule and Level Co., New York.
Franklin Specialty Co, Reading, Pa.

Hammers, Ass-Eye
Henry Cheney Hammer Co., Little Falls, N. Y.

Hammocks.
I. E. Palmer, Middletown, Conn.

Hand Carts.
Syracuse Chilled Plow Co., Syracuse, N. Y.

Hand Elevators.
Storm Mfg. Co., Newark, N. J.

Handles, Tool.
Berger Bros Co., Philadelphia.
Geneva Tool Co., Geneva, O.

Hangers, Barn Door.
Cronk & Carrier Mfg. Co., Elmira,
John H. Graham & Co., New York.
McKinney Mfg. Co., Allegheny, Pa.

Hangers, Coat and Hat.
Cronk & Carrier Mfg. Co., Elmira, N. Y
W. H. Glenny & Co., Rochester, N. Y.

Hangers, Joist and Wall.
Columbian Hardware Co., Cleveland, Ohio.
Van Dorn Iron Works Co., Cleveland, Ohio.

Hangers, Parlor Door.
Sargent & Co., New York.
Lane Bros. Co. Poughkeepsie, N. Y.

Hangers, Pipe.
Berger Bros Co., Philadelphia.
Walworth Mfg Co., Boston, Mass.

Hardware Cabinets.
J. D. Warren Mfg. Co., Chicago, Ill.

Hardware Cases.
J. D. Warren Mfg. Co., Chicago, Ill.

Hardware Mfrs' Agents, Etc.
John H. Graham & Co, New York
Robert Murray New York.

Hardware Shelving.
J. D. Warren Mfg. Co., Chicago, Ill.

Hardware Specialties.
American Hardware Mfg. Co., Ottawa, Ill.
Alfred Field & Co., New York.
Enterprise Mfg. Co. of Pa., Philadelphia.
Robert Murray, New York.
Sargent & Co., New York.
Taylor & Boggis Foundry Co., Cleveland, O
Lane Bros Co., Poughkeepsie, N. Y.
Pullman Mfg. Co., Rochester, N. Y.
Franklin Specialty Co., Reading, Pa.

Harness Dressing.
Frank Miller Co., New York, N. Y
C. L. Hawthaway & Sons, Inc., Boston, Mass.

Harness Oil Blacking.
C. L. Hawthaway & Sons, Inc., Boston, Mass.

Harness Snaps.
Covert Mfg. Co., West Troy, N. Y.
Sargent & Co., New York.

Hatchets
Franklin Specialty Co., Reading, Pa.

Hasps and Staples.
Griffin Mfg Co, Erie, Pa
McKinney Mfg Co., Allegheny, Pa.

Hay Carrying Tools.
F. E. Myers & Bro., Ashland, Ohio.

Hay Forks.
American Fork and Hoe Co., Cleveland, O.
Geneva Tool Co., Geneva, O.

Head Forks.
Geneva Tool Co., Geneva, O.

Hinges.
Columbian Hardware Co., Cleveland, Ohio.
Griffin Mfg Co., Erie, Pa.
McKinney Mfg. Co., Allegheny, Pa.
Nisse Mfg. Co., Chicago.
Sargent & Co., New York.

Hinges, Floor Spring
Columbian Hardware Co., Cleveland, Ohio.

Hinges, Gossett's Detachable Suspension.
F. D. Kees, Beatrice, Neb.

Hinges, Spring.
Bommer Bros., Brooklyn, N. Y
Columbian Hardware Co., Cleveland, Ohio.
Nisse Mfg. Co., Chicago.
Sargent & Co., New York.

Hoisting Machinery.
Kimball Bros. Co., Council Bluffs, Ia

Hollow Ware.
Blacklock Foundry, South Pittsburgh, Pa.

Hones, Razor.
Alfred Field & Co., New York.
Pike Mfg. Co., Pike, N. H.

Hooks.
Berger Bros. Co., Philadelphia.
Columbian Hardware Co., Cleveland, Ohio.
John H. Graham & Co., New York.
Sargent & Co., New York.

Horse and Cattle Ties.
Covert Mfg. Co., West Troy, N. Y.

Horse Clipping Machines
American Shearer Mfg. Co. Nashua, N. H.

Horse Nails.
Capewell Horse Nail Co., Hartford Conn.
Putnam Nail Co., Neponset, Boston Mass.

Horse Rasps.
G. & H. Barnett Co., Phila., Pa.
Nicholson File Co., Providence, R. I.

Hose Pipe.
F. E. Myers & Bro., Ashland, Ohio

Hose, Rubber.
F. E. Myers & Bro., Ashland, Ohio.
Voorhees Rubber Mfg. Co., Jersey City, N. J.

Ice Awls.
The Ducharmes & Co., Shelburne Falls, Mass.

Ice Balances.
John Chatillon & Sons, New York.
Peloubet Scale & Mfg. Co., Chicago.

Ice Chisels.
John Chatillon & Sons, New York.

Ice Cream Freezers.
John H. Graham & Co., New York.
North Bros. Mfg. Co., Philadelphia.

Ice Creepers.
Edwin B. Stimpson & Son, New York

Ice Picks.
John Chatillon & Sons, New York.
Erie Specialty Co., Erie, Pa.
C. E. Jennings & Co., New York
The W. H. Mayhew Co., Shelburne Falls, Mass.
Harwood Mfg. Co., Bridgeport, Conn.
Franklin Specialty Co., Reading, Pa

Ice Tools.
W. H. Glenny & Co, Rochester, N. Y
John Chatillon & Sons, New York
Erie Specialty Co. Erie, Pa.
L. & I. J. White Co, Buffalo N. Y.
John Stortz & Son, Philadelphia, Pa.

Iron Enamel.
Nickel Plate Stove Polish Co., Chicago, Ill.

Iron Fences.
The Wm. Bayley Co, Springfield, O.
Enterprise Foundry & Fence Co. Indianapolis Ind
Van Dorn Iron Works Co., Cleveland, Ohio
J. E. Bolles Iron & Steel Works, Detroit, Mich.

Iron Work.
The Wm Bayley Co., Springfield, O.
J. E. Bolles Iron and Wire Works, Detroit, Mich.
Enterprise Foundry & Fence Co., Indianapolis, Ind
Van Dorn Iron Works Co., Cleveland Ohio.

Jack Chains.
Smith & Egge Mfg. Co., Bridgeport, Conn.

"Japalac."
Glidden Varnish Co., Cleveland, O.

Job Lots.
Jacob McInerny Co. New York.

Kitchen Cutlery.
Goodell Co. Antrim, N. H.

Knife Sharpeners
Pike Mfg. Co., Pike, N. H.

Knives (Electric Silver)
M. S. Benedict Mfg. Co., East Syracuse, N. Y.

Ladders.
Berger Bros. Co., Philadelphia.

Lamps, Bicycle.
John H. Graham & Co., New York.

Lanterns.
Harwood Mfg. Co., Bridgeport, Conn.

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Lard Presses.
Enterprise Mfg. Co. of Pa., Philadelphia.

Lawn Fences.
Adams Steel & Wire Works, Joliet, Ill
The Wm Bayley Co., Springfield, O.
Enterprise Foundry & Fence Co., Indianapolis, Ind.
Van Dorn Iron Works Co., Cleveland, Ohio
J. E. Bolles Iron & Steel Works, Detroit, Mich.

Lawn Rakes.
Geneva Tool Co., Geneva, O.

Lawn Mowers.
Chadborn & Coldwell Mfg. Co., Newburgh, N. Y.
Clipper Lawn Mower Co., Dixon, Ill.
Coldwell Lawn Mower Co., Newburgh, N. Y.
Philadelphia Lawn Mower Co., Philadelphia, Pa.

Lawn Tools.
Geneva Tool Co., Geneva, O.

Lead Pencils.
Joseph Dixon Crucible Co., Jersey City, N. J.

Lemon Squeezers.
Berger Bros. Co., Philadelphia.
Erie Specialty Co., Erie, Pa.
John H. Graham & Co., New York.
John Sommer's Son, Newark, N. J.
Leader Mfg. Co., Hartford, Ct.

Letter Boxes.
Taylor & Boggis Foundry Co., Cleveland, O.

Levels.
Stanley Rule & Level Co., New York.
L. S. Starrett Co., Athol, Mass.

Light Gray Iron Castings.
Taylor & Boggis Foundry Co., Cleveland, O

Liquid Fillers.
E. E. Nice, Philadelphia, Pa.

Locks and Knobs.
John H. Graham & Co., New York.
Sargent & Co., New York and New Haven, Conn.

Lubricants.
Joseph Dixon Crucible Co., New York and Jersey City, N. J.

Machinists' Tools.
Henry Disston & Sons, Inc., Philadelphia, Pa.
Walworth Mfg. Co., Boston, Mass.

Magnolia Metal.
Magnolia Metal Co., New York.

Mail Boxes.
Vermont State Co., Zanesville, Ohio.
Smith Bros. Mfg. Co., Indianapolis, Ind.
Bliss, Williams Co. Indianapolis, Ind.

Mallets.
John Sommer's Son, Newark, N. J.
Stanley Rule and Level Co., New York.

Manufacturers' Agents.
John H. Graham & Co., New York.
Robert Murray, New York.

Manure Forks.
American Fork and Hoe Co., Cleveland' O
Geneva Tool Co., Geneva, O.

Manure Hooks.
Geneva Tool Co., Geneva, O.

Mats and Matting, Rubber.
Voorhees Rubber Mfg. Co., Jersey City, N. J.

Measuring Pumps.
Enterprise Mfg. Co. of Pa., Philadelphia

Measuring Tapes.
Alfred Field & Co., New York.
John H. Graham & Co., New York.
Keuffel & Esser, New York.

Meat Choppers.
John Chatillon & Sons, New York.
Enterprise Mfg. Co. of Pa., Philadelphia.
John H. Graham & Co., New York.

Meat Cutters.
Enterprise Mfg. Co. of Pa., Philadelphia.
John H. Graham & Co., New York.
Sargent & Co., New York.

Metal Ceilings.
Northrup, Coburn & Dodge Co., New York, N. Y.

Metal Side Walls.
Northrup Coburn & Dodge Co., New York, N. Y.

Mills, Coffee and Spice.
The Wm. Bayley Co., Springfield, O.
John Chatillon & Sons, New York
Enterprise Mfg. Co. of Pa., Philadelphia.
Lane Bros. Co., Poughkeepsie, N. Y

Mills, Drug.
Enterprise Mfg. Co. of Pa., Philadelphia.

Mincing Knives.
Enterprise Mfg. Co. of Pa., Philadelphia.
John H. Graham & Co., New York.

Molasses Gates.
Taylor & Boggis Foundry Co., Cleveland, O.
Sargent & Co, New York.

Mop Wringers.
Beech Novelty Co., Mansfield, Ohio.

Mop Wringer and Bucket.
Eagle Cooperage Works, Circleville, O.

Mowing Machine Oilers.
American Tube and Stamping Co., Bridgeport, Conn.

Nails.
Fuller Bros. & Co., New York.

Nail Sets.
John H. Graham & Co., New York.
C. E. Jennings & Co., New York.
L. S. Starrett Co., Athol, Mass.
The H. H. Mayhew Co., Shelburne Falls, Mass.
Hurwood Mfg. Co., Bridgeport, Conn.

Needles.
Alfred Field & Co., New York.

Nettings.
I. E. Palmer, Middletown, Conn.

Nippers.
Alfred Field & Co., New York.
L. S Starrett Co., Athol, Mass.

Numbering Machines.
Cushman & Denison, New York.

Nuts.
Columbus Bolt Works Columbus, O.
Garland Nut & Rivet Co, Pittsburgh, Pa.

Office Railings.
J. E. Bolles Iron and Wire Works, Detroit, Mich.

Oilers.
American Tube and Stamping Co. Bridgeport, Conn.
Cushman & Denison, New York.

Oil Cans (Safety)
Vermont State Co., Zanesville, Ohio.

Oil Stones.
Pike Mfg. Co., Pike, N. H.

Oil Stoves.
Taylor & Boggis Foundry Co., Cleveland, O.

Ornamental Iron Work.
The Wm Bayley Co., Springfield, O.
Enterprise Foundry & Fence Co., Indianapolis, Ind.
J. E. Bolles Iron & Steel Works, Detroit, Mich.
Van Dorn Iron Works Co., Cleveland, Ohio.

Ox Yoke and Bows.
American Fork and Hoe Co., Cleveland O.

Packing, Rubber.
Voorhees Rubber Mfg. Co., Jersey City, N. J.

Padlocks.
Ames Sword Co., Chicopee, Mass.
Alfred Field & Co., New York.
John H. Graham & Co., New York.
Smith & Egge Mfg. Co., Bridgeport, Conn.

Paints.
Jos. Dixon Crucible Co., Jersey City, N. J.
E. E. Nice, Philadelphia, Pa.
Geo. W. Pitkin Co., Chicago, Ill.

Paint Specialties.
Adams & Elting Co., Chicago, Ill.

Paper Clips.
Cushman & Denison, New York.

Patents.
Davis & Davis, New York.

Pencils.
Joseph Dixon Crucible Co., Jersey City, N. J

Perforated Metals.
Edwin B. Stimpson & Son, New York.

Pipe Cutters.
Armstrong Mfg. Co., Bridgeport, Conn.
Barnes Tool Company, New Haven, Conn.
Alfred Field & Co., New York.
Walworth Manufacturing Co., Boston, Mass.

Pipe Fittings.
Walworth Mfg. Co., Boston, Mass.

Pipe Straps.
Berger Bros. Co., Philadelphia.
Walworth Manufacturing Co., Boston Mass.

Pipe Threading Machines.
Armstrong Mfg. Co., Bridgeport, Conn
Walworth Mfg. Co., Boston, Mass.

Pipe Vises.
Armstrong Mfg. Co., Bridgeport, Conn.
Walworth Manufacturing Co., Boston, Mass

Pipe, Wrought.
Walworth Mfg. Co., Boston, Mass.

Pistols.
Harrington & Richardson Arms Co., Worcester Mass
J. Stevens Arms & Tool Co., Chicopee Falls, Mass.

Planes.
C. E Jennings & Co., New York.
Sargent & Co., New York.
Stanley Rule and Level Co., New York.

Planters' Hoes.
Geneva Tool Co., Geneva, O.

Plated Ware.
Luther Boardman & Son, East Haddam Conn.
Alfred Field & Co., New York.

Plates, Machinery.
Schwerdtle Stamp Co., Bridgeport, Conn.

Pliers.
Hurwood Mfg. Co., Bridgeport, Conn.

Pliers, Fencing.
Cronk & Carrier Mfg. Co., Elmira, N. Y.
Alfred Field & Co., New York.

Plumbers' Supplies.
Berger Bros. Co., Philadelphia, Pa.
Smith & Egge Mfg. Co., Bridgeport, Conn.

Pocket Cutlery.
Alfred Field & Co., New York.
John Chatillon & Sons, New York.
Thomaston Knife Co. Reynolds Bridge, Ct.

Pokers (Alaska).
Troy Nickel Works, Albany, N. Y.

Polish, Stove.
Joseph Dixon Crucible Co., Jersey City, N. J.

Polishes, Liquid.
Geo W Huffman, Indianapolis, Ind and New York

Polishes, Paste.
Geo W. Huffman, Indianapolis, Ind. and New York.

Postal Scales.
Pelouze Scale & Mfg. Co,, Chicago, Ill.

Post Hole Diggers.
John H Graham & Co., New York.
F. E. Kohler & Co., Canton, Ohio.

Potato Hooks.
American Fork and Hoe Co., Cleveland, O.
Geneva Tool Co., Geneva, O.

Poultry Netting.
New Jersey Wire Cloth Co., New York, Trenton, Chicago, San Francisco.

Pressed Steel Tiling and Brick.
Northrup, Coburn & Dodge Co., New York, N. Y.

Pruning Shears.
Cronk & Carrier Mfg. Co., Elmira, N. Y.

Pulleys, Hoisting.
F. E. Myers & Bro., Ashland, Ohio.

Pulleys (self-Adjusting)
I. E. Palmer, Middletown, Conn.

Pumps.
F. E. Myers & Bro., Ashland, Ohio.

Punches.
The H. H. Mayhew Co., Shelburne Falls, Mass

Punches, Spring.
Alfred Field & Co., New York.
Smith & Egge Mfg. Co., Bridgeport, Conn.

Push Plates.
Champion Safety Lock Co., Geneva, O.

Railings, Wire and Iron.
The Wm. Bayley Co., Springfield, O.
J. E. Bolles Iron and Wire Works, Detroit, Mich.
Stewart Iron Works, Cincinnati, O.

Rail, Barn Door.
Cronk & Carrier Mfg. Co., Elmira, N. Y.
McKinney Mfg. Co., Allegheny, Pa.

Railroad Brasses.
Magnolia Metal Co., New York.

Railways.
Seaboard Air Line Railway, Portsmouth Va., J. W. White, Gen. Industrial Agt.
M. V. Richards, Land & Ind. Agt., Southern Ry., Washington, D. C.

Raisin Seeders.
Enterprise Mfg. Co. of Pa., Philadelphia.
Goodell Co., Antrim, N. H.

Rakes.
Geneva Tool Co., Geneva, O.
John H. Graham & Co., New York.

Razors.
Alfred Field & Co., New York.
Fox Cutlery Co., Canandaigua, N. Y.
Joseph Rodgers & Sons, New York and Sheffield, England.

Razor Grindstones.
Pike Mfg. Co. Pike, N. H.

Razor Guard
L. T Weiss, Brooklyn, N. Y.

Razors, Safety.
Kampfe Brothers, New York.
Gem Cutlery Co. New York.

Reamers.
C. E Jennings & Co., New York.

Reels, Wood.
John Sommer's Son, Newark N. J.

Refrigerators.
Cooper & McKee, Brooklyn, N. Y.
Gurney Refrigerator Co., Fond du Lac, Wis.

Registers, Warm Air.
Berger Bros. Co., Philadelphia

Rein Supporter.
O. B Read Mfg. Co, Troy, N. Y.

Revolvers.
Harrington & Richardson Arms Co., Worcester, Mass.

Revolving Horse Hay Rakes.
Geneva Tool Co., Geneva, O.

Rifflers.
The H H. Mayhew Co., Shelburne Falls, Mass.

Rifles.
Harrington & Richardson Arms Co., Worcester, Mass.
Savage Arms Co., Utica, N. Y.
J. Stevens Arms & Tool Co., Chicopee Falls, Mass.

Rivets.
Berger Bros. Co., Philadelphia.
Garland Nut & Rivet Co., Pittsburgh, Pa.
C. C. & E. P. Townsend, New Brighton, Pa.

Riveting Machines.
F. B. Shuster Co., New Haven, Conn.

Roasters and Bakers.
The Bronson Walton Co., Cleveland, O.

Roof Bolts.
Columbus Bolt Works, Columbus, O.

Roofing, Asbestos.
Stowell Mfg. Co, Jersey City, N. J

Roofing, Gravel.
Stowell Mfg. Co., Jersey City, N. J.

Roofing and Roofers' Supplies.
American Steel Roofing Co., Middletown, Ohio.
Berger Bros. Co., Philadelphia.
National Sheet Metal Roofing Co., Jersey City, N. J.
Stowell Mfg. Co., Jersey City, N. J.

Roofing, Metal Shingles and Tiles
National Sheet Metal Roofing Co., Jersey City, N. J.

Root Hooks.
Columbus Bolt Works, Columbus, O.

Rubber Cement, Mastic.
Stowell Mfg. Co., Jersey City, N. J.

Rubber Hose.
Voorhees Rubber Mfg. Co., Jersey City, N. J.

Rules.
Alfred Field & Co., New York.
Stanley Rule and Level Co., New York.
L. S. Starrett Co., Athol, Mass.

Rules, Steel.
Keuffel & Esser, New York, N. Y.

Sad Irons.
Blacklock Foundry, South Pittsburgh, Tenn.
Enterprise Mfg. Co. of Pa., Philadelphia.

Sad Iron Handles.
Enterprise Mfg. Co. of Pa. Phila., Pa
Fanner Mfg. Co., Cleveland, Ohio.

Sand and Emery Paper.
Beadle, Adamson & Co., New York, Philadelphia, Boston and Chicago.

Sash Balances, (Spring).
Pullman Mfg. Co, Rochester, N. Y.

Sash Chain and Attachments
Pullman Mfg. Co., Rochester, N. Y.

Sash Chains.
Smith & Egge Mfg. Co., Bridgeport, Conn.

Sash Fasteners.
Champion safety Lock Co., Geneva, Ohio.

Sash Fixtures.
Smith & Egge Mfg. Co., Bridgeport, Conn.

Sash Lifts.
Champion Safety Lock Co., Geneva, Ohio.
Columbian Hardware Co., Cleveland, Ohio.

Sash Locks.
Champion Safety Lock Co., Geneva, Ohio.
H. B. Ives Co., New Haven, Conn.

Sash Locks, (Ventilating).
Pullman Mfg. Co., Rochester, N. Y.

Sash Pulleys.
Sargent & Co., New York.

Sash Ribbon and Attachments
Pullman Mfg. Co., Rochester, N. Y.

Sausage Stuffers.
Enterprise Mfg. Co. of Pa., Philadelphia.
Sargent & Co., New York.

Saws.
Henry Disston & Sons, Philadelphia Pa.
C. E. Jennings & Co., New York.
Sargent & Co., New York.
L. S. Starrett Co., Athol, Mass.

Saws, Butchers'.
John Chatillon & Sons, New York.

Saw Gummers.
Ajax Mfg. Co., Pittsburg, Pa.

Saw Sets.
Alfred Field & Co., New York.
Charles Morrill, New York.

Saw Tools.
C. E. Jennings & Co., New York.

Scales.
American Cutlery Co., Chicago, Ill.
John Chatillon & Sons, New York.
Osgood Scale Co., Binghamton, N. Y.
Pelouze Scale & Mfg. Co., Chicago.

Scrapers, Drag and Wheel.
Syracuse Chilled Plow Co., Syracuse N. Y.

Screen Doors.
A. J. Phillips Co., Fenton, Mich.

Screen Door Catches.
American Hardware Mfg. Co., Ottawa, Ill.

Screen Door Pulls.
Champion Safety Lock Co., Geneva O.

Screws.
Robert Murray, New York.

Screw Cases.
J. D. Warren Mfg. Co., Chicago Ill.

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Screw Drivers.
The Ducharmes & Co., Shelburne Falls, Mass.
John H. Graham & Co., New York.
Hurwood Mfg. Co., Bridgeport, Conn.
C. E. Jennings & Co., New York.
H. H. Mayhew Co., Shelburne Falls, Mass.
North Bros. Mfg. Co., Philadelphia.
Sargent & Co. New York.
Stanley Rule & Level Co., New York
John Stortz & Son, Philadelphia, Pa.

Screw Plates.
Alfred Field & Co., New York.
Walworth Mfg. Co., Boston, Mass.

Scythes and Grass Hooks.
Alfred Field & Co., New York.

Scythe Rifles.
Pike Mfg. Co., Pike, N. H.

Scythe Snaths, Grass and Bush.
Geneva Tool Co., Geneva, O.

Scythe Stones.
Geneva Tool Co., Geneva, O.
Pike Mfg. Co., Pike, N. H.

Seed Sowers.
Goodell Co., Antrim, N. H

Sectional Shelving.
J. D. Warren Mfg. Co., Chicago.

Seals.
Schwerdtle Stamp Co., Bridgeport Conn.

Settees, Iron.
Stewart Iron Works, Cincinnati, O.

Sewing Machines, Hand and Foot Power
Barnes Tool Company, New Haven, Conn.

Sharpening Machines.
John Chatillon & Sons, New York.

Sharpening Stones.
Pike Mfg. Co., Pike, N. H.

Shears and Scissors.
Alfred Field & Co., New York.
R. Heinisch's Sons Co., Newark, N. J.
Joseph Rodgers & Sons, New York.

Sheep Shearing Machines,
American Shearer Mfg. Co., Nashua, N. H.

Shelf Brackets.
Sargent & Co., New York.

Shelving, Hardware.
J. D. Warren Mfg Co., Chicago, Ill.

Shingles and Tiles,
National Sheet Metal Roofing Co. Jersey City, N. J.

Ship Carpenters' Tools.
L. & I. J. White Co., Buffalo, N. Y.

Shoe Lasts and Stands.
Blacklock Foundry, South Pittsburg, Tenn.

Shoe Polishes.
C. L. Hawthaway & Sons, Inc., Boston, Mass.

Shoe Shiners.
Piqua Bracket Co., Piqua, Ohio.

Shot Guns.
J. Stevens Arms & Tool Co., Chicopee Falls, Mass.

Show Cases.
J. D. Warren Mfg. Co., Chicago. Ill

Show Case Hinges
Columbian Hardware Co, Cleveland, Ohio.

Sidewalk Chisels.
Geneva Tool Co., Geneva, O.
L. & I. J White Co., Buffalo, N. Y.

Sidewalk Cleaners.
Geneva Tool Co., Geneva, O.

Sidewalk Lights.
The Wm Bayley Co., Springfield, O.
J. E. Bolles Iron and Wire Works, Detroit, Mich.

Sidewalk Scrapers.
Geneva Tool Co., Geneva, O.

Sidewalk Shovels.
Geneva Tool Co., Geneva, O.

Silver Ware.
Luther Boardman & Son, East Haddam Conn.

Sinkers, Ringed and Adjustable.
Enterprise Mfg. Co., Akron, Ohio.

Sinks, Cast Iron.
Blacklock Foundry, South Pittsburgh, Tenn

Skewers.
John Chatillon & Sons, New York.

Slaw Cutters.
Enterprise Mfg. Co. of Pa., Philadelphia.
C. E. Jennings & Co., New York.

Skylights, Galvanized, Iron and Copper.
National Sheet Metal Roofing Co., Jersey City, N. J.

Snow Shovels.
A. J. Phillips Co., Fenton, Mich.

Soapstone Foot Warmers.
Pike Mfg. Co., Pike, N. H.

Soapstone Griddles.
Pike Mfg. Co., Pike, N. H.

Solder.
Berger Bros. Co., Philadelphia.

Spading Forks.
Geneva Tool Co., Geneva, O.

Speaking Tubes.
Berger Bros. Co., Philadelphia.

Spikes.
Fuller Bros. & Co., New York.

Spiral Screw Drivers.
North Bros. Mfg. Co., Phila., Pa.

Spoke Shaves.
Alfred Field & Co., New York.
Stanley Rule & Level Co., New York

Spoons (Electric Silver).
M. S. Benedict Mfg. Co., East Syracuse, N. Y.

Spring Balances.
John Chatillon & Sons, New York.

Spring Hinges.
Bommer Bros., Brooklyn, N. Y.
Columbian Hardware Co., Cleveland, Ohio.
Niles Mfg. Co., Chicago.
Sargent & Co., New York.

Springs, Door
Columbian Hardware Co., Cleveland, Ohio.

Springs, Wire.
John Chatillon & Sons, New York

Squares, Steel.
Sargent & Co., New York.
L. S. Starrett Co., Athol, Mass.

Stable and Foundry Pails.
Eagle Cooperage Works.

Stamps, Steel.
Schwerdtle Stamp Co., Bridgeport, Conn.

Staple Pullers.
Cronk & Carrier Mfg. Co., Elmira, N. Y.

Stay Rollers.
Cronk & Carrier Mfg. Co., Elmira, N. Y.
John H. Graham & Co., New York.
McKinney Mfg. Co., Allegheny, Pa.

Steamfitters' Supplies.
Armstrong Mfg. Co. Bridgeport, Conn.
Walworth Mfg. Co., Boston, Mass.

Steam, Water and Gas Tools.
Armstrong Mfg. Co., Bridgeport, Conn
Walworth Mfg. Co., Boston Mass.

Steel.
American Tube & Stamping Co., Bridgeport, Conn.

Steel Hinges, Spring.
Bommer Bros., Brooklyn. N. Y.

Steel Letters and Figures.
Schwerdtle Stamp Co., Bridgeport, Conn.

Steel Measuring Tapes.
Keuffel & Esser, New York.
L. S. Starrett Co., Athol. Mass.

Steel Roofing.
American Steel Roofing Co., Middletown, O.

Steel Rules.
L. S. Starrett Co., Athol, Mass.

Steel Skips.
Syracuse Chilled Plow Co., Syracuse, N. Y.

Stencils.
Schwerdtle Stamp Co., Bridgeport, Conn.

Stocks and Dies.
Armstrong Mfg. Co., Bridgeport, Conn.
Alfred Field & Co., New York.

Stone Filters.
Gate City Filter Co., New York, N.Y.

Stone Hooks.
Geneva Tool Co., Geneva, O.

Store Fixtures.
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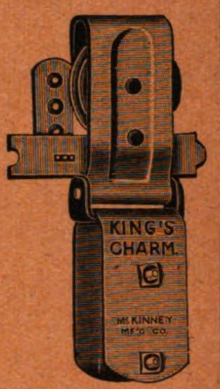
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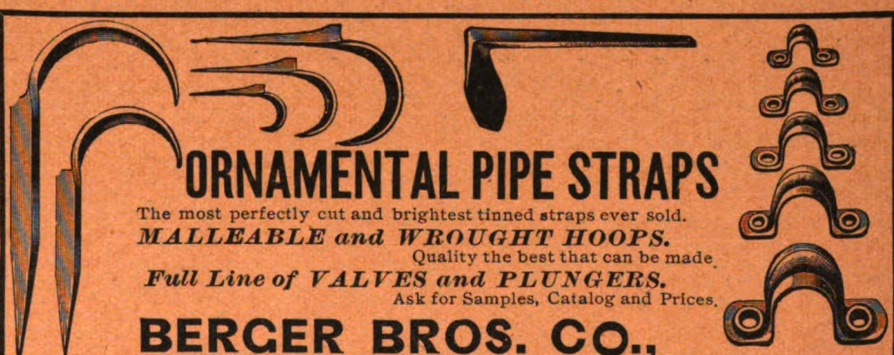


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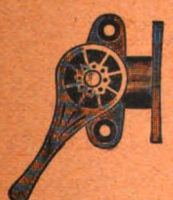
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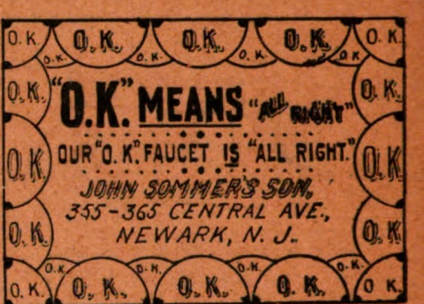


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NO. 2

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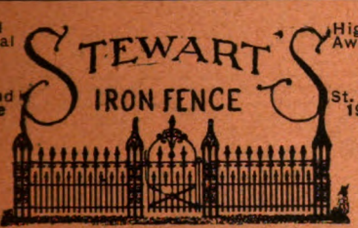
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Wiley & Russell Mfg. Co. TAPS & REAMERS. GREENFIELD, MASS., U. S. A.

When Writing to Advertisers Please Mention "HARDWARE"

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Fuller Brothers & Co.,

139 GREENWICH STREET,

NEW YORK.

STEEL WIRE NAILS.

Iron and Steel

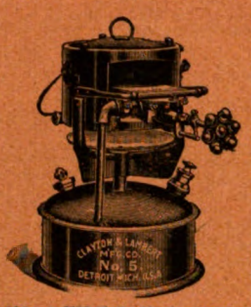
CUT NAILS.

Plain and Galvanized Wire.

BARB WIRE.

Wire Straightened and Cut to Length

A Pleased Customer



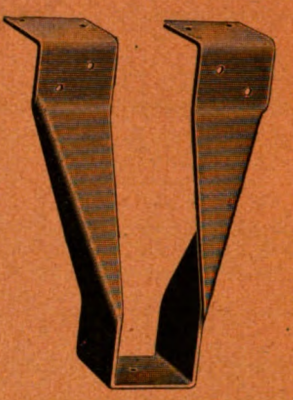
Is the best advertisement. We agree to please every buyer. Everything we make is sold under the guarantee: "*Your money back if you are not pleased.*" Are you using our fires? If so, you know they have every improvement that improves as well as advantages not found in other makes. *A No. 5 will save you its cost in the saving of gasoline alone.* Can you afford to be without it?

NO. 5 FIRE POT, $4.50 Net

Jobbers sell at factory price. Our catalog is free.

CLAYTON & LAMBERT MFG. CO.
DETROIT, MICH., U. S. A.

JOIST HANGERS



LANE BROTHERS CO., Mfr's.
429-461 Prospect St., Poughkeepsie, N. Y.



NOTHING BETTER
NILES
SPRING HINGE AND PIVOT.

WRITE FOR PRICES.

NILES MFG. CO.,
14-16 N. Canal St.,
CHICAGO.

Mechanics' Tools



No. 20
Two-inch
Micrometer
Caliper

The completeness of our line of Fine Mechanics' Tools can only be appreciated by seeing our

Catalog No. 4

It is "crammful" of the Best Tools and Prices. Get No. 4, by all means.

MASSACHUSETTS TOOL CO.
Greenfield, Mass., U. S. A.

OUR GUARANTEE

We guarantee Pitkin's Barn Paint to wear well at least

FIVE YEARS

When properly applied on a good surface. If it does not prove to be exactly as represented by us, we hereby agree to furnish paint to repaint free of charge.

On a 50-gal. Assortment
Consisting of { 20 1-gal. Cans and 6 5-gal. Cans.
we will make you a special discount and allow freight.

On a 100-gal. Assortment
Consisting of { 20 1-gal. Cans and 16 5-gal. Cans.
we will make you an extra discount and allow freight.

We make a straight price for these assortments. You do not have to buy more than these amounts n order to get the price.

If you are interested in getting the best BARN PAINT on the market, and the best advertised, at an extremely low price, write to us for our proposition.



GEO. W. PITKIN CO., PAINT AND COLOR MAKERS
CHICAGO

The Paint That Wont Come Off

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KEUFFEL & ESSER CO.

127 Fulton Street, New York.

Manufacturers of Steel, Metallic, Linen, Ass-Skin

MEASURING TAPES

Steel and Linen Pocket Tapes

OUR GUARANTY: *Best Material, Highest Grade Workmanship, Greatest Accuracy.*

HIGHEST AWARD, GRAND PRIZE, ST. LOUIS, 1904

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HOBOKEN, NEW JERSEY.

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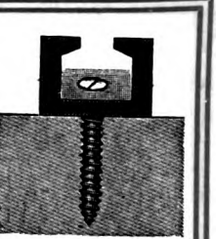
111 Madison St., Chicago.
708 Locust St., St Louis.
308 Montgomery St., San Francisco.

MORE SHELF ROOM

Easily secured without increasing the size of the store by using

BAINES SHELF BRACKETS

Adjustable or Fixed





The accompanying cuts show the entire absence of obstructions, usually found on Hardware shelves; the manner of adjustment; and the way they are attached to the walls.



Our catalogue "H," for Hardware men, tells how to estimate the number of brackets required, how to install them, etc, It will be of interest to any merchant.

PIQUA BRACKET CO. PIQUA, O.



We make a line of

Iron Fences and Gates

that cannot be equalled either for merit in the goods or variety of style. The Patent Adjustable Steel and Malleable Iron Foundation Base and the Patented Steel Rail used in **Stewart's Fence** add *durability, ease* of *adjustment*, and *freedom from breakage* not reached in any other fence.

We Want Agents

Up-to-date Hardware Dealers, who want up-to-date goods—goods that will satisfy the most particular customers.

Our Catalogue No. 26 is full of information concerning Stewart's Fence, Gates, Iron Reservoir Vases, Settees, Tree Guards, &c. Its yours for the asking.

HIGHEST AWARD ST. LOUIS WORLD'S FAIR

Office and Factory, CINCINNATI, O.

The STEWART IRON WORKS COMPANY



Are you prepared for the coming Water-Cooler Season?

It's high time you considered your purchases of these Summer Necessities.

We make Water Coolers,—a wide variety of styles and sizes,—attractively finished,--*and they keep the water cold!*

Our extensive lines of Water Filters,---just the thing for Spring Sales,---Water Coolers, Chafing Dishes, Table Kettles, Baking Dishes, Crumb Trays and Scrapers, Urns, Cuspidors and Bath Room Fixtures are illustrated and described in our interesting catalogue.

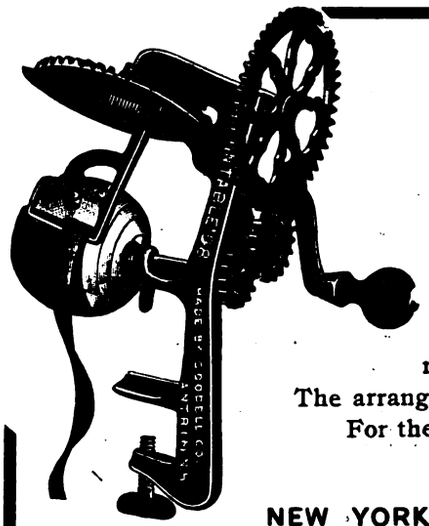
Shall we send our catalogue—and discounts?

The BUFFALO MFG. CO.

Buffalo, N. Y.

BRANCHES:
18 Warren Street, New York.
238 Arch St., Philadelphia.
40 Dearborn St., Chicago.
247 Coronado Bldg., Denver.
61 Steuart St., San Francisco.

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APPLE PARERS

Our experience of more than forty years in the manufacture and sale of Parers, has taught us that no machine, that is not durable, that is not easy of operation and does not do good work, is satisfactory to the public.

We believe the **TURN TABLE PARER** is the most durable machine of its class, is the easiest and lightest running parer made, and does as good work as any higher priced machine on earth. The arrangement for pushing off the apple is perfect.

For these substantial reasons, orders are solicited.

Goodell Company,

NEW YORK OFFICE: 10 Warren St. 106 Main St., Antrim, N. H., U. S. A.

CATALOGUES OF PARERS RETAILING FROM 75 CENTS TO 20 DOLLARS EACH, FURNISHED UPON REQUEST.

The **AJAX SELF WITHDRAWING WOOD BORING MACHINE**



does not require a special auger; will bore to any depth; strong and durable—all important parts of malleable iron. Sold by the whole sale hardware trade.

AJAX MFG. CO.,

Pittsburgh, Pa.

Manufacturers of the Ajax and Phillips Wood Boring Machines, Standard and IXL Saw Gummers, Collins Self Feed and Dudgeon Style Tube Expanders, Cutters, Swages, etc.

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78 YEARS. ESTABLISHED 1825. 78 YEARS.

CELEBRATED **HEINISCH** SHEARS,

ACKNOWLEDGED THE BEST.



Tailors' Shears, Trimmers, Scissors, Tinners' Snips, Etc.

R. HEINISCH'S SONS CO.,

F. A. VORDERMEIER, NEW YORK MANAGER.

155 CHAMBERS ST. MAIN OFFICE AND FACTORY, NEWARK, N. J.

SOLID ELECTRIC SILVER

Knives, Forks and Spoons

IF you want a line of table ware as good as solid silver and better than plated ware, and much more profitable than either, send for Free Sample and Descriptive Booklet.

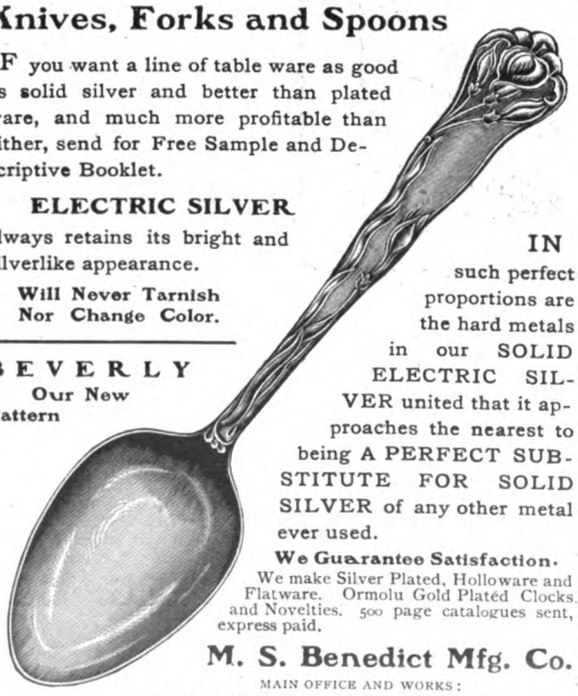
ELECTRIC SILVER

always retains its bright and silverlike appearance.

Will Never Tarnish Nor Change Color.

BEVERLY

Our New Pattern



IN such perfect proportions are the hard metals in our SOLID ELECTRIC SILVER united that it approaches the nearest to being A PERFECT SUBSTITUTE FOR SOLID SILVER of any other metal ever used.

We Guarantee Satisfaction.

We make Silver Plated, Holloware and Flatware. Ormolu Gold Plated Clocks and Novelties. 500 page catalogues sent, express paid.

M. S. Benedict Mfg. Co.

MAIN OFFICE AND WORKS:

EAST SYRACUSE, N. Y.

409 Broadway, N. Y. 109-111 Wabash Ave., Chicago.

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IMPROVED

Natural Stone Germ Proof

Water Filters

Are as represented--always.

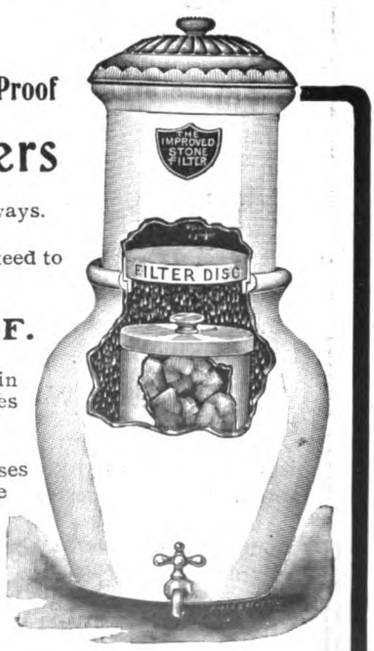
Every Filter is guaranteed to be absolutely

GERM PROOF.

Every Filter is perfect in every detail when it leaves our factory.

Prevent Zymotic diseases by pushing the sale of these goods in your locality.

A handsome display card with each shipment.



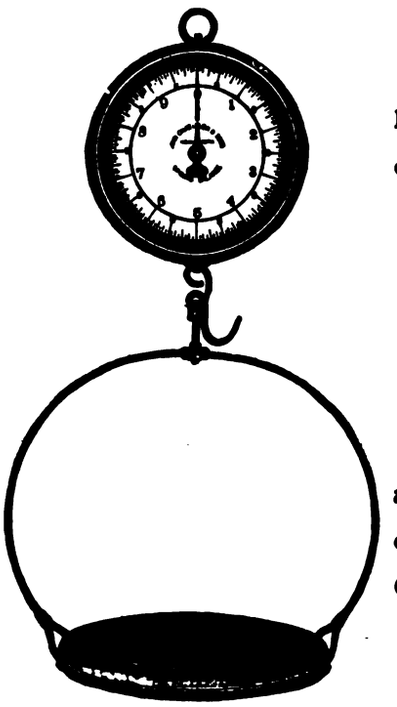
FULPER POTTERY CO.

Flemington, N. J., U. S. A.

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CHATILLON SPRING SCALES.

OUR attention having been called to the fact that inferior makes of Spring Scales are being sold to butchers as "Chattillon" Scales, we deem it due to the trade and to ourselves, in order to protect the merits of our Spring Scales, so well and favorably known for more than sixty years, to inform you that every Spring Scale manufactured by us



has our name as makers plainly on the dial, thus:

John Chatillon & Sons. Makers. New York. U.S.A.

and any scale without this name on the dial is NOT A GENUINE CHATILLON SCALE.

FOSTER BROS.' BUTCHER KNIVES, CLEAVERS, STEELS, ETC.

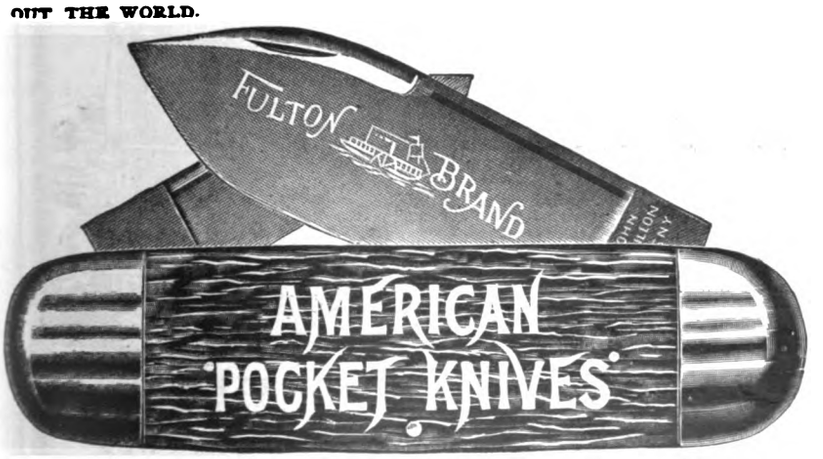


These Tools are recognized in the Markets, Packing Houses and Abattoirs throughout the United States as the standard of excellence, quality being the first consideration. We carry in stock every style and size of Knives, Cleavers and Steels used in cutting meat; also Knives for kitchen use in Hotels, Restaurants and for domestic purposes.

FRIEDERICH DICK'S MAGNET DIAMOND STEELS.



By careful workmanship and the use of a special steel in their manufacture THEY HAVE BECOME FAMOUS THROUGHOUT THE WORLD.



Finest Quality American Pocket Cutlery in large variety. Knives that are good sellers and will give satisfaction to the user.

ESTABLISHED 1835

JOHN CHATILLON & SONS, New York City.

85 to 93 CLIFF STREET and 12 JACOB STREET.

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THE OCEAN WAVE WASHER

SATISFIES

OVER

ONE HUNDRED THOUSAND IN USE

WE SELL TO ONLY

ONE DEALER IN EACH TOWN

WRITE US

Once sold it "Never" comes back

Distribution Points

Philadelphia, Pa. Albany, N. Y. Elmira, N. Y. Columbus, O.
Milwaukee, Wis. St. Louis, Mo. Sioux City Ia. St. Paul, Minn.
Council Bluffs, Iowa. Indianapolis, Ind. Kansas City, Mo.

No 10 Oplex Double Grinder



oval glass front

many other styles

get catalog c

Made in Cleveland Ohio by

The Bronson-Walton Co

New York John H Graham & Co



The High Speed of the WHITE LILY WASHER

(2¾ turns of the fly wheel to one turn and return of the dasher) makes it the fastest and cleanest washer on the market. Thi sgreat speed creates a foamy, cleansing suds and sends the water swirling through the clothes, washing out every particle of dirt.

The 20-lb. fly wheel with the weight in the rim, makes fast washing easy.

Test any Washer on Your Floor

and see if it compares in any respect to the White Lily.

Write for "To Salesmen on the Floor." Its full of talking points.

WHITE LILY WASHER COMPANY,

Davenport, Ia., Toledo, O.

Screen Doors

Window Screens, Snow Shovels, Clothes Horses, Garment Hangers, Towel Racks, Mops, Stable Scrapers, Kitchen Shelves, Door Holders, Nozzle Holders, Tack and Nail Boxes.

THE A. J. PHILLIPS CO.
FENTON, MICH.

ELEVATORS & DUMB WAITERS

We make a specialty of manufacturing them. Also appliances for same.

O'NEILL ELEVATOR CO. 628 Cherry Street, Philadelphia Pa.

AGENCY **JOSEPH RODGERS & SONS, LTD.**

FOR CENTURIES THE WORLD RENOWNED HOUSE OF

JOSEPH RODGERS & SONS, Ltd.

SHEFFIELD, ENGLAND

Has had neither equals nor superiors in the manufacture of

Carving Knives and Forks, Table Cutlery, Scissors,

CORPORATE MARK

Razors, Hunting and Bowie Knives, Pocket Cutlery, &c.

ALFRED FIELD & CO., 93 Chambers St., New York

The OLIVER Typewriter

THE STANDARD VISIBLE WRITER

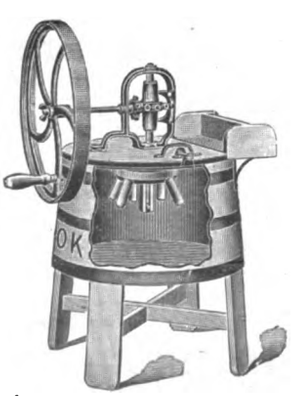


ITS RECORD HAS NEVER BEEN EQUALLED

CATALOGUE FREE

The Oliver Typewriter Company

310 Broadway, New York



If you're looking for a Washing Machine that is made for long, satisfactory service,—that has strong "talking points,"—and that can be sold at a fair price,—you should by all means, investigate

O. K. Washing Machines

They're made to please. There's nothing weak about the O. K.,—no springs to repair,—no cheap pins to rot or warp, no complicated gearing to break and cause annoyance.

O. K. Washing Machines are easy running, durable, reasonably priced, steam tight,—and there's a profit in them for the dealer.

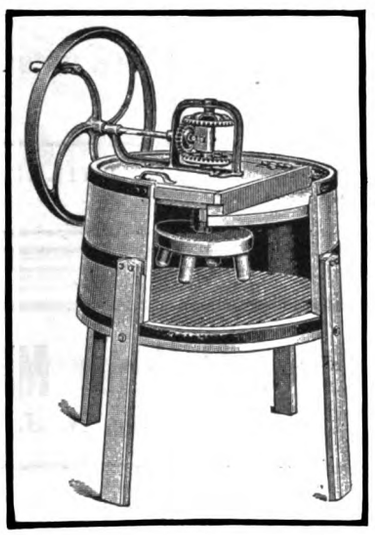
Write for our booklet and prices.

H. F. BRAMMER MFG. CO.,

Davenport, Iowa.

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The Blackstone Rotary Washer



THE Hardware dealer who wants to put money in his safe, should put a Safe Washer in his store.

The Blackstone Rotary is the safest washer to handle—the safest to use. Every dollar invested in Blackstone Rotaries earns compound interest both for you and your customer.

Prove this to yourself by displaying it in your store and—tell your customers about its excellence.

It is *The* Washer that gives all-round satisfaction.

Send for catalog and prices.

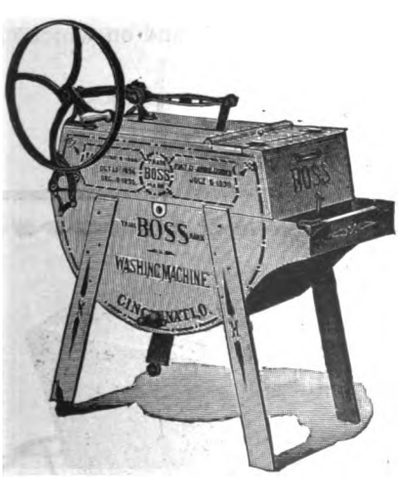
The Blackstone Mfg. Co., Jamestown, N. Y.

"BOSS" WASHING MACHINES

Illustrations represent our two best selling washers.

They are non-competition, therefore, most profitable to handle and sell.

Write at once for catalogue and price list, also our nearest distributing point to your location.

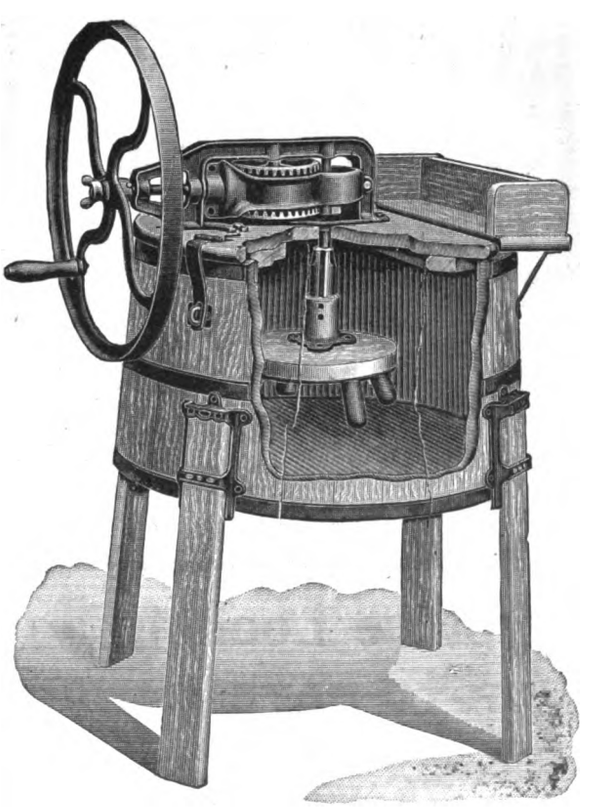


The only line of Washers not found in the catalogues of Catalogue Houses, therefore appeal to every dealer for support.

ADDRESS

Boss Washing Machine Co.

CINCINNATI, OHIO



BOSS DOUBLE ACTION

This machine is built on the true principle of rubbing clothes, similar to rubbing them on the old fashioned board, only that it just rubs a quantity at one time, and without the slightest injury to the finest of fabric including laces.

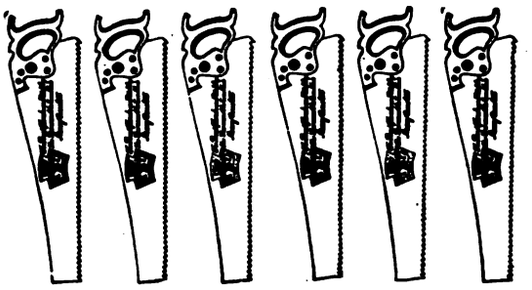
IMPROVED BOSS ROTARY

Has gears protected by shield or cover.
Has Telescopic dasher post.
Has large cypress tub and rub block.
Has either stave or detachable legs.
Has Highest Speed of any rotary.

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WE MANUFACTURE THE FINEST AND THE LARGEST LINE OF SAWS IN THE WORLD

DISSTON



THE BRAND THAT STANDS THE TEST OF TIME

HENRY DISSTON & SONS, INC., PHILADELPHIA, PA.

EAGLE MOP WRINGERS

are made right in every particular, and will give longer and better service than others less carefully made.

With no parts to stretch or break, the rolls in the EAGLE always close tightly and give the best possible results in use.

Write for descriptive circular and prices; or ask your jobber. If he is up-to-date, he has EAGLE MOP WRINGERS in stock.

Eagle Cooperage Works,
CIRCLEVILLE, O.



Voorhoos Rubbor Mfg. Co.
Jersey City, N. J.



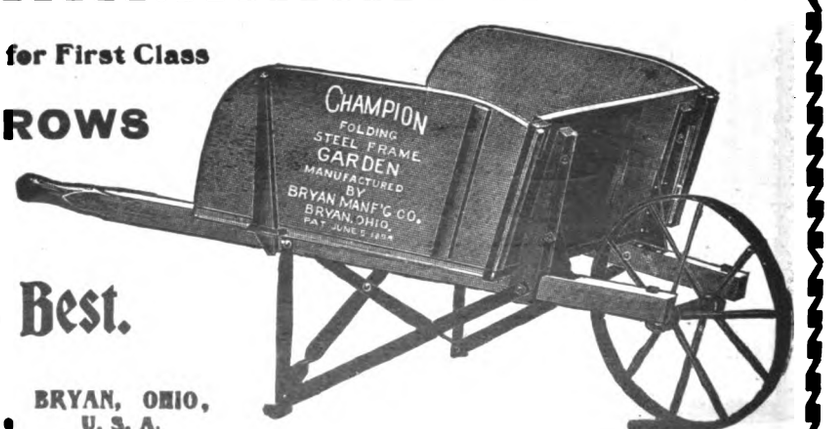
Manufacturers of
Superior Qualities of
Rubber Hose, Belting and Packing
Rubber Mats, Matting, Etc.

We have a reputation for making GARDEN HOSE that does hard service and on which claims for defect are not made.

Send for samples for season of 1905.

Catalogue and prices on application.

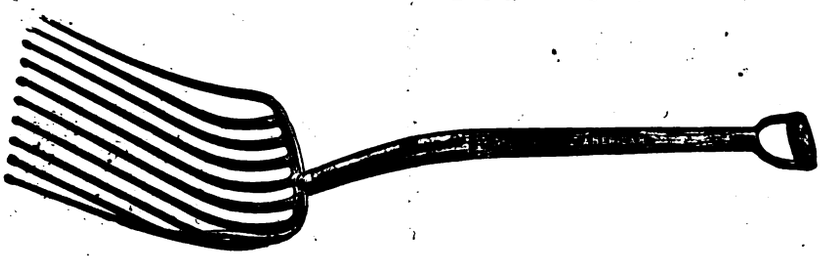
If you're Looking for First Class
UP-TO-DATE BARROWS
ORDER THE ◆ ◆ ◆
Champions, the World's Best.
All Kinds of Wood and Steel Barrows.
THE BRYAN MFG. CO., BRYAN, OHIO, U. S. A.



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VEGETABLE SCOOP FORK

FOR HANDLING



POTATOES
APPLES
BEETS
EAR CORN
& ETC.

AMERICAN FORK & HOE CO.

CLEVELAND OHIO. U. S. A.

BOYD'S REVOLVING FLOWER STAND

WITH FOUNTAIN ATTACHED



Just the thing for lovers of Flowers. Adapted for indoor and out. Holds 25 pots from 4½ to 7 inches in diameter. By connecting with hose at bottom and removing top pot, Fountain attachment can be placed on.

Floor space 36 in., height 5 ft., weight of stand without pots 35 lbs. We also can supply Pots for this Stand.

For particulars address

Eclipse Novelty Works

4th Avenue,

Pulaski, - - Pa.

TIME TO STOCK UP ON



BLACK SATIN STOVE POLISH

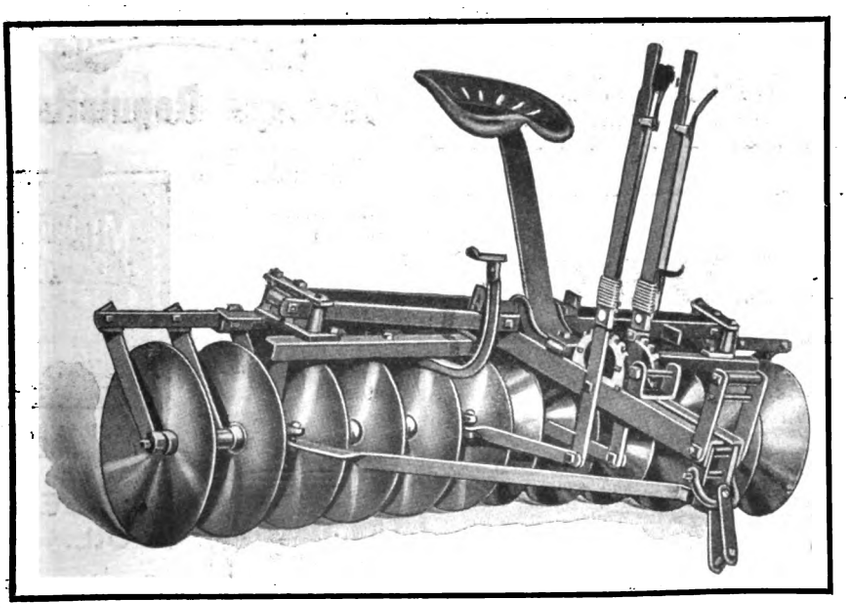
Our advertising during the coming months will reach nearly 10,000,000 women. Are you ready to supply the big demand that's coming? Do not let your customers send their money to us. Get the profits yourself. See your jobber about it without delay.

Black Satin Polish Co.

107 Chambers St., NEW YORK.

WE WANT YOUR ORDERS

We manufacture over 15,000 Disk Harrows each year—more than any two factories in the United States combined.



We have over

300,000

Sulky Cultivators

in use today,

and the demand

is increasing

each year.

Do you want our catalog and prices? Write us.

Western Union Code "Famous"

The Ohio Cultivator Co., Bellevue, O.

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The Whole World Uses Graphite

The Hardware Trade Finds Profit in These DIXON Productions

Dixon's Silica—Graphite Paint
Dixon's Lubricating Graphites
Dixon's Graphite Greases
Dixon's Automobile Lubricants
Dixon's Carpenters' Pencils, Etc.

Write For Dixon's Production Catalogue

JOSEPH DIXON CRUCIBLE CO. JERSEY CITY, N. J.

You take no risk on the quality. We make only the best.

TRADE MARK REGISTERED. BAEDER, ADAMSON & Co. MANUFACTURERS OF GLUE. SAND PAPER. EMERY PAPER. EMERY CLOTH. CURLED HAIR. FOUNDED 1846. NEW YORK. BOSTON CHICAGO. PHILADELPHIA.

Sand Papers in Reams and Rolls — Flint Paper, Garnet Paper, Emery Paper, Emery Cloth

HAIR FELTING for covering Boilers, Steam and Water Pipe, and lining Refrigerators.

BAEDER, ADAMSON & CO.

700 MARKET STREET, PHILADELPHIA.
67 BEEKMAN STREET, NEW YORK.
142 MILK STREET, BOSTON.
108 LAKE STREET, CHICAGO.

"YANKEE" TOOLS

ARE THE NEWEST, CLEVEREST AND QUICKEST SELLING

Ask Your Jobber About Them.



NO. 10 AND 11—RATCHET, RIGHT AND LEFT HAND AND RIGID



NO. 15—RATCHET, WITH FINGER TURN ON BLADE



NO 30 AND 31—SPIRAL RATCHET, RIGHT AND LEFT HAND AND RIGID



NO. 40-41-44—AUTOMATIC DRILL



NO. 60—RECIPROCATING DRILL FOR WOOD OR METALS

Send for "Yankee" Tool Book

NORTH BROS. MFG. CO.

New York Agents, John H. Graham & Co., 113 Chambers Street. PHILADELPHIA, PA.

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Prepare for success at the bar, in business or public life, by mail, in the ORIGINAL SCHOOL. Founded in 1890. Successful graduates everywhere. Approved by bar and law colleges. Regular College Law Course and Business Law Course. Liberal Terms. Special Offer Now. Catalogue Free.

Sprague Correspondence School of Law, 728 Majestic Bldg., Detroit, Mich.

ESTABLISHED 1856.

ALFRED FIELD & CO.

93 Chambers and 75 Reade Street, New York.

A STRONG COMBINATION.

We are Sole Agents in the United States for:

Joseph Rodgers & Sons, Limited, Cutlery in the World.
Joseph Gillott & Sons, Steel Pens in the World.
L. Hugoniot Tissot, Pliers, Nippers, &c., in the World.
T. U. S. Shear Co. Operative Society Ltd., Sheep Shears in the World.
The Imperial Enamel Co., Enamelled Signs in the World.
Webster & Horsfall, Steel Wire in the World.
W. K. & C. Peace, Lawn Scythes and Grass Hooks.
Edward Gem & Co., Hedge and Garden Shears.

WAX WIRE

AN ENTIRELY NEW THING.

A simple method of making perfect Vent Holes in cores for castings. Write for particulars.

MACHINE, COIL AND HALTER CHAINS, WESTON'S DIFFERENTIAL PULLEY BLOCKS, CHESTERMAN'S MEASURING TAPES, &c., &c., &c.

Anything wanted from abroad imported to order. Exporters of Hardware and all kinds of American Products. CORRESPONDENCE SOLICITED.

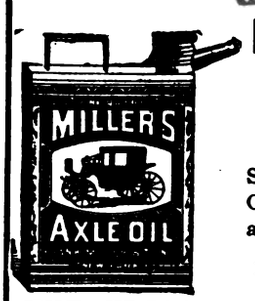
FRANK MILLER'S

Carriage Requisites

FRANK MILLER'S CARRIAGE TOP DRESSING

Gives an Elastic, Durable Waterproof Gloss, and is positively safe to use on the finest stock.





FRANK MILLER'S AXLE OIL.

Superior to Castor Oil; lasts longer, and will not gum.

Manufactured by

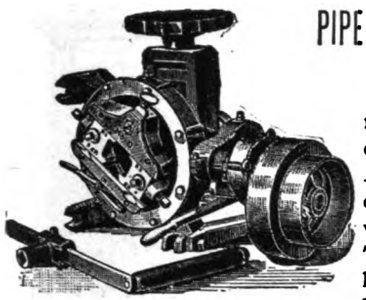
THE FRANK MILLER CO.,
349 & 351 WEST 26TH STREET,
NEW YORK.

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ARMSTRONG'S

PIPE THREADING AND CUTTING OFF MACHINE

For hand or power.



No. 6. Threading Machine, Power

This machine has many points of superiority. It is light, strong, compact and durable. Threads pipe from ⅛ to 2 inches. All gears and moving parts run in oil, in a dust and chip proof case. The Die Head will not wear loose as in other machines. The machine be can instantly changed from hand to power. Write for complete catalogue.

The ARMSTRONG MFG. CO.,

New York Office, 139 Centre St. **BRIDGEPORT, CONN**



THE SHAVEZY GUARD



May be adjusted to any blade.
Instantly changed from right to left.
Is the Best and a Cheap Guard.

Get my prices, which are right.

L. T. WEISS, Sole Manufacturer.
286-90 Graham St., Brooklyn, N. Y.



NUT WRENCH, PIPE WRENCH, THREAD CUTTER

ALL — IN — ONE

Patented in United States, Canada, France, Germany, Gt. Britain.

See This

MOST USEFUL WRENCH MADE

Will remove "Neverslip" and "Rowe" Calks.

No. 200 Regular, No. 600 Pump Wrench, No. 400 same as No. 200 only full Nickel Plated.
Made of 50-point open hearth drop forged carbon steel Jaws will take ¼ to ¾ inch pipe.

ASK FOR PRICES AND DISCOUNTS.

HAWKEYE WRENCH CO.,
Marshalltown, Iowa.

THE SCHWERDTLE STAMP CO.,
MANUFACTURERS
Fine Hand Cut STEEL LETTERS and FIGURES,
Send for Catalogue. **BRIDGEPORT, CONN.**



BUTTER IN ONE MINUTE

THE only perfect milk and cream aerator churn in the world, making the best granular butter from sour or sweet cream in a minute—which we guarantee— is

THE ONE MINUTE CHURN

PROTECTED BY 57 PATENTS

Its construction perfect in every detail. All parts interchangeable and carried in stock. Easy to run. Seven sizes, holding 1 quart to 13 gallons.

For farm and family use.

Our Catalogue tells all. Mention HARDWARE.

AGENTS WANTED

Cable Address: "Minute" or "Murphite" New York

I. M. MURPHY, PRESIDENT.

THE ONE MINUTE CHURN CO. INC., 9 OLD SLIP NEW YORK, U.S.A.

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Cash Registers

$25, $50, $65, $75, $85, $100

Sold on Easy Monthly Payments



We Guarantee

To furnish a better cash register for less money than any other concern.

National Cash Register Company

DAYTON, OHIO

Slightly used Nationals and registers of other makes at greatly reduced prices. Unions and Ideals at $30 and $60. Hallwood registers at $50, etc.

MENTION "HARDWARE."

New Jersey Wire Cloth Co.

MANUFACTURES

THE ROEBLING STANDARD WIRE LATHING,

"JERSEY" POULTRY NETTING AND FARM FENCING,

PAINTED AND GALVANIZED WINDOW SCREEN CLOTH,

and every kind of

IRON, STEEL, BRASS and COPPER WIRE CLOTH.

TRENTON, NEW JERSEY. 117 and 119 Liberty Street, NEW YORK. 171 and 173 Lake Street, CHICAGO. 25 and 27 Freemont Street, SAN FRANCISCO.









The TAYLOR & BOGGIS FOUNDRY CO.

MANUFACTURERS OF

LIGHT GRAY IRON CASTINGS,

BUILDERS' HARDWARE.

Dampers, Oil and Gas Stoves, Furnace Lamps, Molasses Gates, Letter Boxes, Hardware Specialties.

CLEVELAND, - O.







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BEECH

MOP WRINGERS

are in daily use by thousands of satisfied buyers and the demand is constantly increasing.

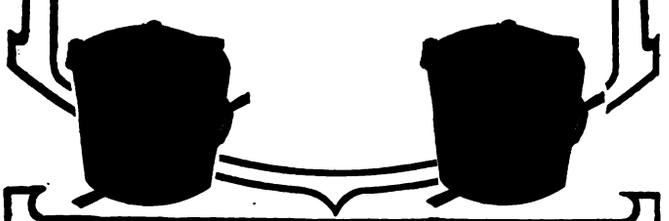
They are thoroughly good---made on the right lines and of the best materials.

"BEECH" is the name of the patentee and does not refer to material used.

They sell readily and afford a good profit to the dealer.

Carried in stock by jobbers, everywhere.

Write now for catalog and prices.



— MANUFACTURED BY —

BEECH NOVELTY CO.

— MANSFIELD, OHIO. —

ONE MILLION

Five Hundred Thousand Sold



25 Years on the Market

Need More

Be Said

to induce every Hardware dealer to handle

The Original and Only Natural Stone

"Gate City" Filter?

Everywhere leading physicians endorse it because it removes absolutely all disease germs and all other impurities, making all drinking water pure, odorless and sparkling. Most easily cleaned. Price moderate. We help you sell it.

Send for "Gate City Folder H"—it tells all about it.

GATE CITY FILTER CO.

15 E. 14th Street NEW YORK

NEW MODEL ITHACA FIELD GUN

PRICE $18.00



The FIELD GUN, a New Model nammeless gun put out by the ITHACA GUN CO. this year, is considered the cheapest, high grade, guaranteed gun in the world.

BARRELS.—Imported Smokeless Powder Steel, double thick breech, especially adapted and bored for Smokeless or Black powder.

STOCK AND FOREND.—Selected Black Walnut, half pistol grip, nicely hand checkered, with neatly designed butt plate.

FRAME, TOP LEVER, FOREND, TRIGGERS AND GUARD.—Especially prepared steel, drop forged, best obtainable for this purpose, nicely polished, blued and case hardened, with neat scroll on side of frame.

LOCKS.—Simplest, most durable and fastest locks in the world. Made of the best tool steel, carefully hardened and tempered.

Made in 10 12 and 16 gauge, and weight, length or choke

Write for Art Catalog and Special Prices on 17 grades Guns $17.75 to $300.00.

ITHACA GUN CO., ITHACA, N. Y.

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BOARDMAN'S

SPOONS, FORKS ETC.

QUALITY GUARANTEED.

MANUFACTURERS OF

FLAT TABLE WARE

SILVER PLATED, ALSO NICKEL SILVER (Without Plate)

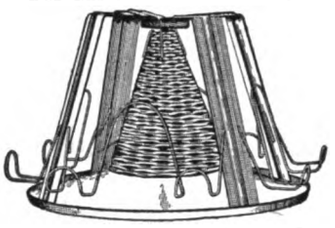
HIGHEST GRADE ONLY.

SEND FOR CATALOGUE and PRICES

LUTHER BOARDMAN & SON.
EAST HADDAM, CONN.
ESTABLISHED 1840.

Wire Cone Toaster

For Gas or Gasoline Stoves



Toasts five slices in two minutes. Open top toasts the fifth slice.
Wire Cone throws heat of bed of coals; catches the crumbs. Fits all stoves.
Will heat Plate, Tea or Coffee Pot.

Pays Dealer Large Profit. Order from your Jobber or write us direct.

Harkins & Willis, Mnfrs
Ann Arbor, Mich.

CARLAND NUT & RIVET Co. PITTSBURGH

RIVETS

FOR

TOYS
TANKS
HAMES
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PRESSED STEEL WORK
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AGRICULTURAL IMPLEMENTS
&c. &c. &c.
PACKAGE WORK A SPECIALTY

THE FANNER MFG. CO.,

CLEVELAND, OHIO.



LITTLE GIANT GAS STOVE.

Plain or Nickel Plated.

Ask for our Catalogue of Hardware Specialties, Arctic Stove Trimmings, &c.

MERCANTILE AND INDUSTRIAL.

The Territory traversed by the Southern Railway and Mobile and Ohio Railroad offers many desirable openings for locations in business of every kind—Mercantile, Manufacturing and in all pursuits relating to the production of many forms of raw material.

M. V. RICHARDS,
Land and Industrial Agent,
Washington, D. C.

W. A. MOYER, Agent,
271 Broadway,
New York City.

Greenerd Arbor Press



It Saves Marring, Upsetting, or Springing the Arbors; cleaning out the centres and taking off the dogs, etc., etc.

SEND FOR CIRCULAR.

Chandler & Farquhar Co.
131 Congress St., Boston, U. S. A

ADAM'S STEEL & WIRE WORKS.

Wire Fencing,
Ornamental Steel Fencing,
Window Guards,
Wire Signs,
Jail Work, etc.



Send for Catalogue.

ADAM'S STEEL & WIRE WORKS, JOLIET, ILLS.

"Hold up! I'll take off my hat to the MYERS."



The name **MYERS** on Pumps and Hay Tools fixes their rank, indicates their quality and "separates them from the Goats," figuratively speaking.

That's why "all Hats Come Off" when the **MYERS** come in sight and why *The Glass Valve Takes Competition Off Its Feet.*



THE MYERS PUMPS, HAY TOOLS AND STAY-ON DOOR HANGERS

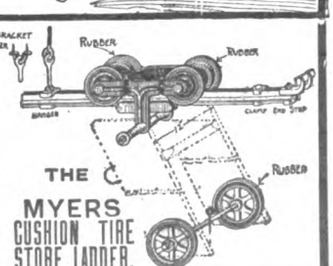
MEET ALL REQUIREMENTS.

Ask your Dealer for the Best Known Force Lift Tank and Spray Pumps.

Ask your Dealer for the Best Known Hay Carriers, Forks, Stayon Door Hangers, etc.

Write for Descriptive Circulars to

F. E. MYERS & BRO., Ashland, O.



THE MYERS CUSHION TIRE STORE LADDER.

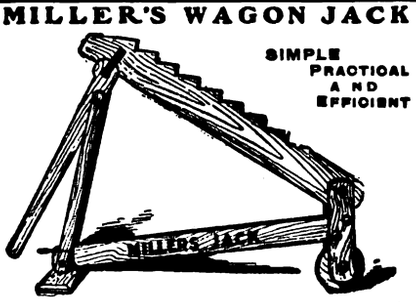
RIVETS & WIRE NAILS.



O. O. & E. P. TOWNSEND,
New Brighton, Penn.

MILLER'S WAGON JACK

SIMPLE PRACTICAL AND EFFICIENT



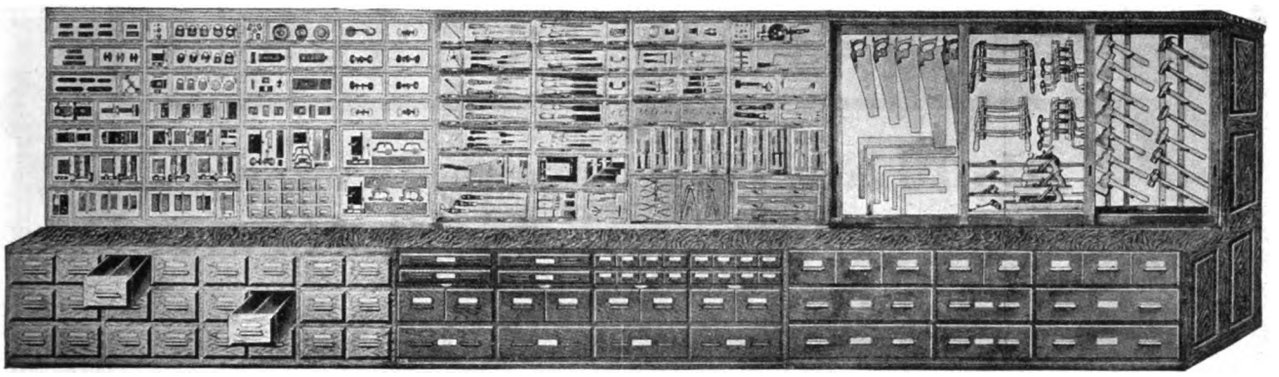
If not handled by your Jobber we will supply your order. Manufactured by

J. V. HANKINSON, FRANKLIN, O.
Successor to Thos. F. Miller, Jr.

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DO YOU WANT A NEW PARTNER?

Warren's TWELVE Silent Salesmen. Required TWELVE Years to Perfect. Will Work TWELVE Hours Every Day. For TWELVE Years to Come. After First TWELVE Months—for Nothing.



THIS IS ONE OF THEM.

No. 3042—Combination (see cut) consists of 3 Warren Cabinets and Bases forming a length of 25 ft. 6 in., height 7 ft. 1½ in., Cabinets, 15⅛ in. deep; Bases 30 in. deep from front to back. Approximate weight 3,210 lbs.

Shipped to all parts of the world as safely and at as reasonable rates as other lines.

That we might learn the opinion of customers using our fixtures, we sent a circular letter to every firm having purchased them since the beginning, reaching stores in large cities, county seats and sequestered communities, the average of all replies gave the following very gratifying results:

Increased Sales.....25 per cent. Goods Saved from being Misplaced and Lost Track of.....30 per cent. Customers Preferring it to the Old Way...99 per cent.
Less Capital Required.....25 " Time Saved in Serving Customers.....35 " Number of Months in Which Its Advantages Will Pay for Itself.....11 7-12 months.
Goods Saved From Injury.....33 "

Many firms have said "We firmly believe the actual cost of the Warren Shelving bought was only the interest on the amount of the Invoice for one year and nominal cost of freight and installing." *Write at once for No. 120-b, illustrating the twelve.*

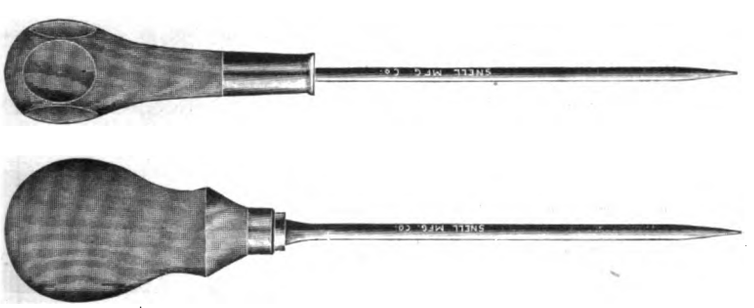
J. D. WARREN MANUFACTURING COMPANY. FIFTH FLOOR, MASONIC TEMPLE, CHICAGO, U. S. A.

THE COOPER HOSE MENDER

The Best Device Ever Invented for Mending a Hose

1st. It is simple, practical and effective.
2nd. It does not reduce the diameter of hose.
3rd. It will not rust or wear out.
4th. It can be used as many times as desired.
5th. They make your hose good as new
6th. No wires, pliers or mechanical skill to adjust them.
7th. When once used you will never be without them.





Snell's Needle Point Ice Picks

FIVE PATTERNS

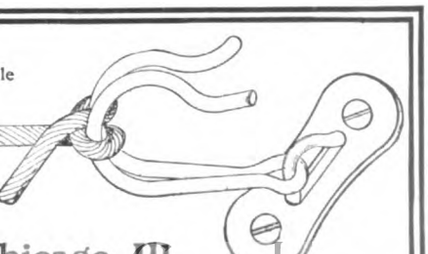
JOHN H. GRAHAM & CO., 113 CHAMBERS STREET, NEW YORK

14 Thavies Inn, Holborn Circus, London, E. C., Eng. 123 California St., San Francisco, Cal.
Copenhagen (Freeport.)

FILLS A LONGFELT NEED.

The **NEVERSLIP** Clothes Line Hanger (patented). Simple, Indestructible and Convenient.





No tying knots. No wearing out of lines. Clothes lines can be securely fastened with ONE HAND. The greater the strain, the tighter it holds. Positively cannot slip. Order through your jobber or address,

CHAS. E CULVER, 2271 North Paulina St., Chicago, Ill.

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THE BEST IN THE WORLD

Hauthaway's Harness Dressing

Gives a beautiful polish that DOES NOT CROCK OR SMUT.

And will make any new or old harness look fresh, clean and handsome

Hauthaway's Axle Oil

THE BEST WEARING AXLE OIL IN THE MARKET. It never fails to give supreme satisfaction in every resp ct to every user.

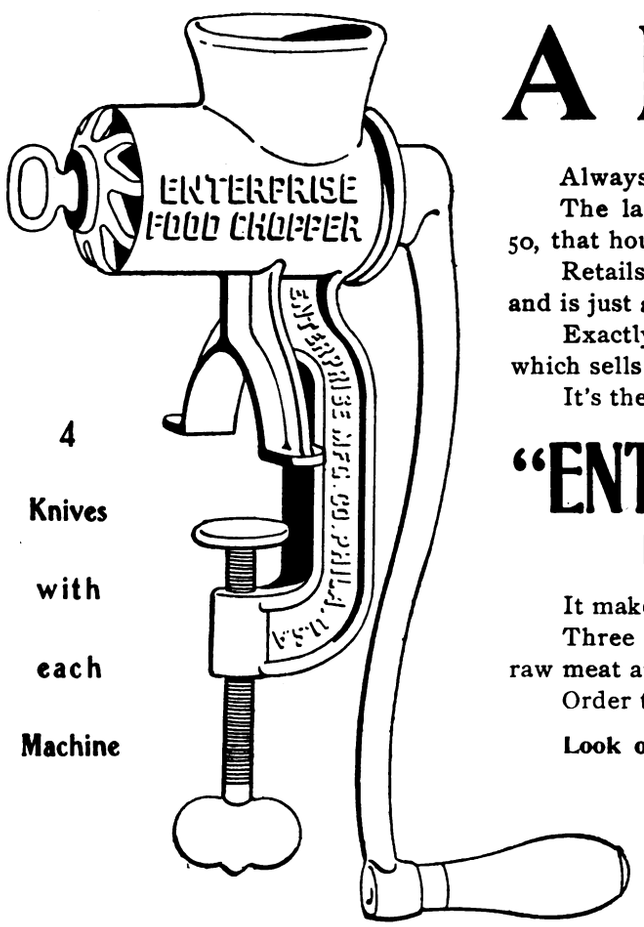
Hauthaway's Harness Oil Blacking

BLACKS AND POLISHES ALL HARNESS PERFECTLY

These three stable requisites never fail to give perfect satisfaction to every user. They have been daily sold for over 50 years in every civilized country, and are ESPECIALLY PREPARED AND PACKED FOR EXPORT TRADE. Once tried, they will always be used.

We also make a full line of unequaled Shoe Polishes of every description. These goods have been sold in South Africa for years with unfailing success. SEND FOR CATALOGUE AND PRICE LIST.

C. L. HAUTHAWAY & SONS, Inc., Boston, Mass.



4 Knives with each Machine

A New One!

Always "something doing" in "Enterprise" goods.

The latest is a new size chopper for household use, No. 50, that housekeepers are already clamoring for.

Retails at $1.25, chops 1½ pounds of meat per minute, and is just as good as all the other "Enterprise" choppers.

Exactly like No. 100, which sells at $1.50, and No. 300, which sells at $2.25, except in size.

It's the baby

"ENTERPRISE" No. 50 Food Chopper

It makes the line complete.

Three sizes of household choppers, guaranteed to chop raw meat and vegetables of all kinds. Fine or coarse.

Order today from your jobber.

Look over your line of Cherry Stoners, Lawn Sprinklers, Ice Shredders, Fruit Presses.

Fill up the gaps. Busy times ahead.

Write for complete, illustrated catalogue of "Enterprise" goods.

New York Branch, 10 Warren St.

The Enterprise Mfg. Company of Pa.,
Philadelphia, U. S. A.

San Francisco Branch, 104 Front St.

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"Right Up To The Scratch"

in every particular. No matter what you wish to duplicate letters, circulars, invoices, menus or music,—or how many, 50—150,—

"DAUS' TIP TOP DUPLICATOR"



is always ready for service.
Thousands of pleased customers testify to this fact.

HAVE YOU GOT ONE?

If not, get one. Price $5. It saves time and money on your print bill.

The Felix P. J. Daus Duplicator Co.,
111 John St, New York, U. S. A.

We Respectfully Invite



Your attention to our line of Mowers for 1905

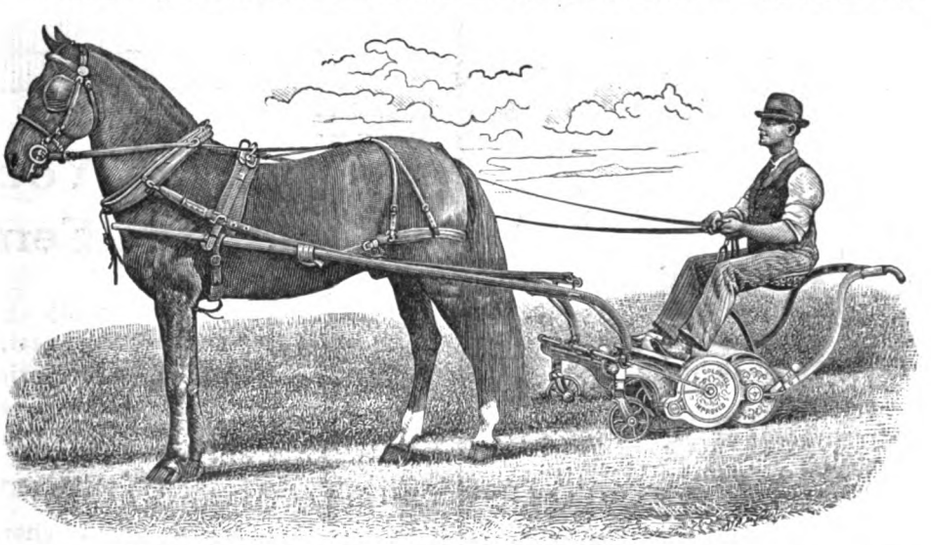
For thorough workmanship, durability, light running, and superior cutting qualities they are unsurpassed, and we are confident that our prices will interest you.

We manufacture Lawn Mowers adapted for every market, and inquiries for Export will have our special attention. Write us for catalogue.

CHADBORN & COLDWELL MFG. CO.
NEWBURGH. N. Y.

COLDWELL LAWN MOWERS

HAND, HORSE AND MOTOR POWER



Used exclusively on the Parks of New York, Brooklyn, Buffalo, and on the grounds of 90% of the leading Golf Clubs of the United States and Canada.

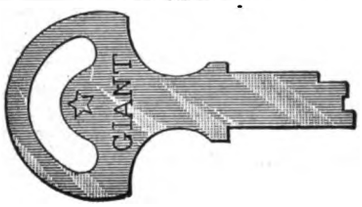
SEND FOR CATALOGUE

Coldwell Lawn Mower Co., Newburgh, N. Y.

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PADLOCKS. . .





Smooth or Government Finish.

Furnished the U. S. Post Office Department for mail bags for nearly twenty years.

ALL PADLOCKS

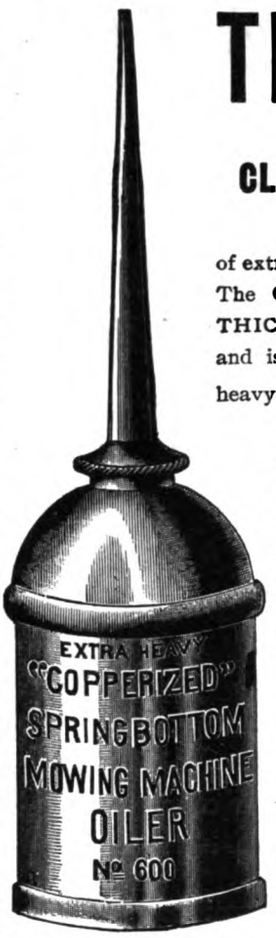
made with four tumblers each.

WRITE FOR CATALOGUE.

THE SMITH & EGGE MFG. CO.,

BRIDGEPORT, CONN.

THIS CAN



HAS A

CLOCK SPRING STEEL BOTTOM

of extreme durability and springiness. The CYLINDER is of DOUBLE THICKNESS around the lower edge, and is drawn seamless from extra heavy **"Swedoh" Steel,** Beautifully Finished. It readily commends itself to all AGRICULTURAL and HARDWARE DEALERS on account of its Elegance, Durability and Cheapness.

Special Price on Large Orders from the Jobbing Trade.

THE AMERICAN TUBE & STAMPING CO.,

SUCCESSORS TO

The Wilmot & Hobbs Mfg. Co.,

BRIDGEPORT, CONN.

STARRETT TOOLS

ARE THE STANDARD FOR ACCURACY, WORKMANSHIP, DESIGN AND FINISH.

The line of Fine Mechanical Tools shown in the Starrett Catalogue No. 17 T is the largest line made by any manufacturer.

We have just added over 20 new tools which are described in a booklet.



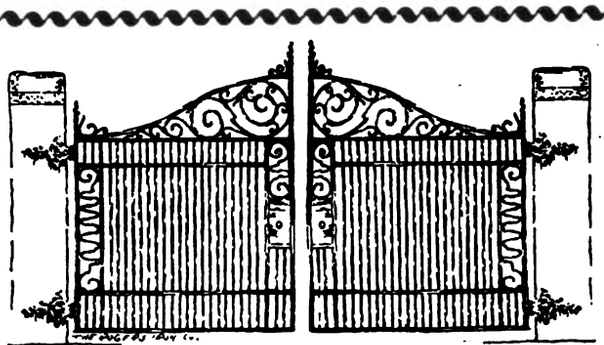
"MORE STARRETT TOOLS"

issued as a supplement to our catalogue. If you have not received a copy of this supplement send us a postal and get one. You ought to have it.

THE L. S. STARRETT CO.

ATHOL, MASS., U. S. A.

NEW YORK, 123 LIBERTY ST. CHICAGO, 15 SOUTH CANAL ST.



Are You On the Fence?

If it's quality you want — life lasting service—right prices to customers—right profits for yourself.

Bayley Fences

will be your choice. You need our catalogs for reference. Sent on request.

The William Bayley Co.

Successors to The Rogers Iron Co.

98 North St., Springfield, O.

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HARDWARE

Surpless, Dunn & Co., owing to the great increase of business with which they have been continually favored during recent years, have been compelled to secure more commodious quarters. On May 1st they removed to 74-76 Murray Street, largely increasing their facilities for doing business. Their Western branch is located at 68-70 South Canal Street, Chicago, Ill.

♣

J. C. Paul & Co., 79 Dearborn Street, Chicago, Ill., Eastern office, Paul N. Friedlander, 320 Pearl Street, New York, are the sole manufacturers of a Metal Polish Compound which is being marketed under the name of the "Auto Shine." It is a quick and lasting polish, with none of the usual faults connected with such compounds; the makers state it does not contain naphtha or gasoline, no inflammable oils or dangerous and ill-smelling ingredients. It is put up in convenient form, which includes half-pint, one pint, one quart and one gallon cans, and will be sold f.o.b. Chicago or New York.

♣

The firm of Poundstone-Refior Hardware Co., having dissolved partnership on the first day of May, 1905, by mutual consent, David Refior, who for nine years has been a member of the said firm of Poundstone-Refior Hardware Co., and Jacob Barr, Jr., have formed a partnership to carry on the business of Hardware, farm machinery, stoves, ranges, and, in general, a business similar to that heretofore conducted by Poundstone-Refior Hardware Co., under the firm name of Refior-Barr Co., at 117 W. Main Street and 116 Mill Street, Ottawa, Ill.

♣

The annual meeting of the Texas Hardware Jobbers Association adjourned April 21st after having elected the following officers for the ensuing year: James Moroney, President; R. H. Brooks, first vice-president; A. C. Goethe, second vice-president; P. F. Bell, secretary and treasurer. Executive Committee: Ed. S. Hughes, chairman; Charles Nash, F. A. Heitman, J. L. Taylor. The next place of holding the annual meeting was left with the executive committee. The meeting was well attended and considerable interest manifested by those who were present.

♣

Merchant & Evans Co., 517 Arch Street, Philadelphia, Pa., Manufacturers, Importers and Jobbers of Tin and Terne Plates and domestic and foreign metals generally, announced that it has purchased from Merchant & Company, Inc., all its property and assets, and assumed all its debts and liabilities. Powell Evans, who was vice-president for a number of years, and president for the past year of Merchant & Co., Inc., with full knowledge of its business and methods, is president of the new company, and solicits a continuation of all present associations for the new company, giving his assurance of prompt and efficient service in all future transactions. The old organization and personnel remain with the new company unchanged.

♣

Frederick Pfeifer, manufacturers' agent, 88 Chambers Street, New York, has removed to new quarters at 101 Reade Street. Mr. Pfeifer is agent for, and deals largely in the special lines of the Payson Manufacturing Company, Chicago, among which are Signal Sash Locks, Transom Lifters, Casters and Spring Hinges. He has also bought the stock and patent rights of the Johnston Pipe Wrench, formerly owned by W. B. Volger. This wrench is now used by a number of the leading trunk line railroads having terminals in New York.

♣

R. Christensen, who for over twenty years has successfully dealt in Cabinet and Upholsterers' Hardware, the greater part of the time at 88-90 Chambers Street, New York, will on or about May 1st remove from his old quarters to a new location at 54 Warren Street, where he has secured the entire store floor 25x100 feet, formerly occupied by the American Whip Export Co.

M. HARTLEY CO. DISCONTINUES DOMESTIC JOBBING.

M. Hartley Company, 313-315 Broadway, New York, announce under date of May 1, that it has discontinued the general jobbing business (domestic) in firearms, ammunition and sporting goods; confining themselves entirely to its export business in above lines. They will continue to act as the sole representatives and selling agent of the Union Metallic Cartridge Company, Bridgeport, Conn., the Remington Arms Company of Ilion, N. Y., and the Bridgeport Gun Implement Company of Bridgeport, Conn.

DIXON CRUCIBLE MEETING.

Old Board of Directors and Officers Re-elected.

At the annual meeting of the stockholders of the Joseph Dixon Crucible Company the old board, consisting of Edward F. C. Young, John A. Walker, Edward L. Young, William Murray, George T. Smith, Joseph D. Bedle and George E. Long, was unanimously re-elected. The board of directors re-elected the former officers, namely, Edward F. C. Young, president; John A. Walker, vice-president and treasurer; George E. Long, secretary. Judge Joseph D. Bedle was also re-elected as counsel. The stockholders present expressed themselves as thoroughly satisfied with the management of the company by its officers.

Of the total number, 7,345 shares, there were represented 7,145 shares.

A FERTILE INVENTOR OF PUMPS AND ACCESSORIES.

During the existence of the Patent Office, many thousands of patents have been granted to busy inventors all over the country. Many of these have been of immeasurable value to the general public, and have brought the fortunate inventors fame and riches. Pumps and kindred appliances have been a prolific field for the inventor. P. A. Myers, of F. E. Myers & Bro., Ashland, Ohio, manufacturers of the Myers pumps and hay tools, has been notified by the Patent Office of the granting of patent, No. 787,462, under date of April 18th, 1905, for an improvement in Pump Jacks. This patent covers an attachment for use in connection with the ordinary pump, such as is usually operated by hand and windmill. In most sections of the country reliance is placed upon the windmill as a motive power but at certain seasons of the year extended periods of calm occur, making this power unavailable. This invention provides for the operation of the pump during such periods by gasoline engine, horse power, etc. The Pump Jack devised by Mr. Myers is one that can readily be attached to any windmill pump and power transmitted to it by means of belt, etc. The device thus permits of the operation of the pump by hand, windmill or belt power. The Pump Jack is comparatively inexpensive and meets the requirements of the general consumer.

HELPING THE DEALER.

In the matter of assisting the retail Hardware Dealer to sell goods, the J. Stevens Arms & Tool Company, Chicopee Falls, Mass., is particularly well known. One of their latest novelties is the "Stevens Part Envelope," which are furnished free to retail dealers, imprinted with their firm name and address, and with some cleverly written "Steven's" advertising. The envelopes are made of a durable Manilla paper, good stock, open at the upper end, with gummed flaps. They are useful for sending out small parts, etc. The Stevens abridged catalogue is also of much assistance to the retail merchant. This can be ordered in lots of 250, 500 or 1,000, with the dealer's name printed on the front cover, the only cost to the Hardwareman being the transportation. This catalogue consists of 24 pages and cover, in two colors and first quality of white paper. It is in size 6x3½ inches, making them convenient for enclosing in mail, and also handy for individual distribution among customers who call at the store. The advertising department of the Stevens Company also assists the dealer with specimen advertisements, circular matter, electrotypes, signs, etc.

CAUTION TO PURCHASERS OF SAVAGE RIFLES.

We find a few Savage rifles are being offered by certain catalogue houses who are not customers of ours, at prices, which at a glance, seem cheaper than our regular schedule, but investigation shows that the rifles they are delivering have been altered since leaving the factory, including changing or obliterating the serial numbers, which are stamped on every genuine Savage rifle. As it is impossible for us to ascertain to what extent these rifles have been used or altered and probably injured, we take this opportunity of advising the public that we assume no responsibility whatsoever for any rifles on which the serial number has been obliterated or changed in any way. For your own protection refuse to accept rifles tendered you as above described. Your dealer can give you lowest prices on genuine Savage rifles which carry with them an honest guarantee. If your dealer won't accommodate you, write us direct.

SAVAGE ARMS CO.

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HARDWARE

DEVOTED TO THE AMERICAN HARDWARE TRADE

PUBLISHED ON THE 10th AND 25th OF EACH MONTH BY
HARDWARE PUBLISHING CO.
309 BROADWAY, NEW YORK

SUBSCRIPTION $1.00 PER YEAR. TO FOREIGN COUNTRIES $2 50

CHICAGO, - - - - - 1164 Monadnock Block
C. H. GREENE, Representative
DETROIT, - - - - - 61 West Congress St.
G. T. NEWKIRK, Representative

L. E. MACINTYRE, - - - - President.
A. P. MITCHELL, - - - - - - Secretary and Treasurer.

HENRY HOPKINS, - - - - Editor.
A. EUGENE BOLLES, - - - - Manager.

MAY 10, 1905.

Editorial Trade Review

Trade continues evenly promising in volume, so much so, that when comparison is made with the Spring of 1904, when the high tide of business was especially memorable, it does not suffer at all by the comparison, but shows the most encouraging results. There are few lines in which this trend in trade is not developed, and a wide assortment is everywhere apparent in the wants of the dealers, showing the presence of enterprise in the general extension of the business interests to be catered to.

Especially is this true of Builders' Hardware. Business prospects in this line are largely on the increase, as are shown by the statistics regarding the amount of building already planned and promoted; with a promise that will make this year, with ordinary attention, show as great an element of prosperity in this respect as would naturally raise the sanguine hopes of the projectors.

The conditions surrounding this branch of the business do not suffer in the least by apprehension of labor troubles retarding the successful movement, such as we have had in the few years back when strikes and misunderstandings affected the whole industry, and for months the largest buildings in course of construction stood at a standstill, and ruffled the serenity of the immediate future, so that one could not figure a month ahead. Any general disturbance of sufficient magnitude is not anticipated, as it would require too much of an effort to get it up. The workmen are fortunately blessed with vivid recollections of past disturbances, that were hopelessly filled with bitter experience.

Manufacturers' raw materials have been held at a stiff market, with quotations ruling at prices firm and unyielding; this, with a labor market that has held up firmly for promised advances which, in many lines, have been made, has had a general effect upon other forms of manufacturing. Advances in prices would have taken place more generally were it not the manufacturers have heaped up more of a surplus stock, and are able to supply their goods more promptly than has been customary during the last year or two. They would rather suffer from a slightly diminished scale of profits than unsettle the markets on some staple line of goods, that would serve only to cut down the orders, which have been excellent. Values on the average, as affecting a general stock, are suffering no deterioration by comparison. Price cutting for the present season has so far had no necessity confronting the trade, and is less frequently resorted to than usual. The month of April will stand out for the year 1905 as having been a record breaker for the volume of goods disposed of.

The collections are reported as not having been quite up to standard so far as heard from this season; but, as that is noticeable only after the long Winter we had, in which the activity of a collecting movement was not paid particular attention to, greater hopefulness prevails, especially as the retail trade is now realizing on the proceeds of a Spring production, which promises generous proportions.

GOING TO HOT SPRINGS?

Applications for space in HARDWARE'S Special Train to Hot Springs are coming in at a rate that indicates the party will be a large one and made up of congenial people.

Those who intend making the trip and who have not asked for space in the train should get on the list as early as possible, as, of course, reservations will be made in the order of their arrival at this office.

The manager of HARDWARE will be glad to furnish any information desired concerning the trip of the convention.

THE NIMBLE PENNY.

Quite a common error with the small retailer, particularly the young retailer, is taking too liberal advantage of quantity prices. The extra discount on a big order in one line is a big temptation, but it is the nimble penny that catches the money. Many a store and many a business is loaded down with these same large orders, bought at a big discount and kept at a great expense of tied-up capital while they are being unloaded. It costs less freight, but the interest on the money invested is more than enough to cover the extra freight. Freight only has to be paid once, while interest is a constant expense, whether it applies to tied-up or to borrowed capital. How many men have seen opportunities of some special nature escape that they would most gladly have embraced if they had felt able to afford it; opportunities that only required perhaps a small part of the idle capital represented by many an unwise purchase!

One fact, like the beggars, we have always with us; that some unwise purchases will surely be made. The best of buyers have often to regret their liberality in some direction; seldom is any buyer worthy of the name called on to seriously regret his parsimony. Big discounts are a fine thing for those who can afford them, but let the little fellow rather aim to keep his capital rolling over so actively that it will earn him greater interest than the discounts represent. It can be done. Why not do it?

DEATH OF VIRGIL P. HUMASON.

Virgil P. Humason, treasurer of the Humason & Beckley Manufacturing Co., New Britain, Conn., died at Yonkers, N. Y., Saturday, May 6th, of heart failure. He was born on February 14th, 1847, at Simsbury, Conn. He was the son of William L. Humason, Sr., the founder of the business, which through several changes was incorporated in 1863 as the Humason & Beckley Manufacturing Co., their product consisting of Builders' and Miscellaneous Hardware, such as hammers, wrought iron and bright wire goods, bolts, corkscrews and the balance of pocket cutlery, the manufacture of which was commenced soon after the formation of the company in 1863. The reputation of these goods has long been established, and is well known. In 1866 Virgil P. Humason was made treasurer of the company, and on January 1st, 1871, took charge of the New York office. He was a graduate from the New Britain High school in 1863, and from the Eagleswood Military Academy in 1866, where he was the valedictorian of his class. In 1875 while still in business he commenced the study of law, devoting his leisure time to it, and in 1878 graduated with honors at the Law School of the University of the City of New York, and was admitted to the bar as attorney and counsellor-at-law on May 15th, 1878. Mr. Humason was well and favorably known to the Hardware trade from his long connection with the company. He was a man of generous impulses and steadfast convictions which endeared him to his many friends, who will mourn his loss while yet apparently in his robust manhood.

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TALKS WITH RETAILERS

By AMOS

The old adage to the effect that what is food for one man is poison for another seems to be true in the handling of Catalogue House Competition in the Hardware trade. In the following are given the plans of two firms, one in Indiana, the other in Wisconsin; both are within easy reach of the two largest Catalogue Houses, and it would seem that in both cases the same conditions would obtain. However, experience seems to prove the opposite, as both concerns have succeeded in materially reducing the business of Catalogue Houses in their localities by working entirely different plans. One concern goes on a still hunt with special brands, the other goes at it hammer and tongs style with plenty of printers ink.

The Indiana firm writes:

"We have your favor in regard to what we are doing to counteract Catalogue House Competition in our section. We thank you for an opportunity to express ourselves along this line and if we say anything that will be of benefit to a brother dealer who wants to care for his interests along this line we will certainly be glad of it.

"The Catalogue House Competition in our particular section and in the particular locality from which we draw our trade is very strong. We hear from the Catalogue House almost daily and have many times wondered what we could do to stop the business they were getting from us. We read the trade papers carefully and did not find a plan that would do us much good. The ones suggested by other dealers in different parts of the country may have suited their needs and may have been successful, but they would not work for us. We are now glad to say that the Catalogue House Competition is growing weaker and we feel that we are coming out on top and we believe that our victory is the result of a 'still fight.'

"Early in the game we saw that it did no good to fight these fellows too hard and that every time we spoke of the Mail Order Houses it only served to increase their business and advertise them that much. It would give the customer the idea that the Mail Order people had us on the run and that we were fearful of them.

"After studying over the different plans we decided to try one that we had never heard of and one that we thought would do some good. Whenever we got out of goods that were listed in the catalogues of the mail order houses we never rebought, but got a substitute under a special brand. We talked these goods, advertised them, guaranteed them and in every way talked our goods and let the Catalogue House blow their own horns for we had concluded that if 'you would give the calf plenty of rope that it would break it's own neck.' To-day we do not have on our shelves many of the old time brands of cutlery and mechanic's tools, but we are handling a special brand of tools and cutlery and with them we are meeting success.

WE HAVE BUILT UP A GOOD TRADE.—

even better than we had before—and we do not have the prices put on them by our customers or by the Catalogue Houses.

"We feel that a good many dealers have a wrong idea about the Catalogue House question. We feel that it is not a question for the dealers to decide, but it is a question for the manufacturers and jobbers to handle and settle for the dealers. So long as the manufacturers and jobbers supply these houses, and at a lower price than they do the retailers, just that long will they harrass the Hardware dealer. If the dealers will positively refuse to handle lines that are handled by the Catalogue Houses it will not be long until we will see the various lines of dependable goods which can be obtained from them begin to disappear from their catalogues. This may not be true of any other locality or of any other dealers, but as we said in the beginning we are giving our experience and we are telling what we have done and what has been good for us. Different localities like different individuals need different medicine and different directions for taking it. About the only thing we can say to the Hardware trade as a whole is to keep cool, use good judgment and let local conditions govern actions."

* * *

The Wisconsin firm states its case in the following:

"Replying to yours of the 14th ult. would say that in order to compete successfully with the Catalogue Houses, the dealer must advertise. It will not suffice for a dealer to rely on sympathy or harping on his wrongs to his customers who as a rule lend him but an unwilling ear, and really have a better opinion of the price making power of the Catalogue House. We have in our ads. always laid great stress on our claim of being able to meet Catalogue House prices. We enclose a copy of one of our ads., which speaks for itself. Another thing very important is for the dealer to keep his stock up and well assorted, when as a rule with prices right and a good assortment, he has the 'long suit' over a store in a distant city. In many small towns the consumer is compelled to send away for a great many articles which ought to be found on the local dealers shelves, who loses the chance to earn many a profit that is otherwise lost and relies for his living on the profit—derived from selling grindstones, nails, etc., goods that the catalogue houses are not anxious to sell."

We reproduce herewith a portion of one of this firm's newspaper advertisements. It speaks right out from the shoulder and while it no doubt advertises the competition in a certain measure it does it in a way that should bring the business into the local store.

LESSON NO. 1.

MONTGOMERY WARD'S PRICE.

Page 218, Windsor Six-Hole Steel Range.
No. 8-64, 18x22 oven, price of range only.....$25.83
Extra charge for high closet..... 6.05
Extra charge for wood grate..... 1.00

Weight 440 lbs. Total.....$32.88

OUR PRICE.

Our Acme Steel Range No. 8, 18x22 oven, complete with reservoir, high closet and wood grate—weight 450 lbs. Price $30.00

We save you nearly three dollars beside the freight, and you see exactly what you buy. If anything is wrong we are here to make it right.

LESSON NO. 2.

MONTGOMERY WARD'S PRICE.

Page 86, Imperial Forge, No. 880. Weight 80 lbs. Price...$8.44

OUR PRICE.

Our Leader Forge No. 12. Weight 85 lbs. Price.....$9.00

They beat us a little on this article but the difference in our price would hardly pay the freight and our forge is a little the heaviest.

LESSON NO. 3.

MONTGOMERY WARD'S PRICE.

Page 63. No. 32636. Nine gallon Barrel Churn. Price..$2.60

OUR PRICE.

Our No. 1 Ten-gallon Barrell Churn. Price.....$3.00

LESSON NO. 4.

MONTGOMERY WARD'S PRICE.

Page 67. No. B3136. Western Star Washing Machine.
Price $2.95

OUR PRICE.

Our price on exactly the same machine.....$2.75

We save you twenty cents, besides the freight. We will sell you a Rotary Washer for $6.00 that they ask you $6.50 for.

LESSON NO. 5.

Page 77.

MONTGOMERY WARD'S PRICE.	OUR PRICE.
Windows.	*Windows.*
12x24, 4—light—$1.36	12x24, 4—light—$1.50
12x28, 4 " 1.52	12x28, 4 " 1.65
24x28, 2 " 1.59	24x28, 2 " 1.70
24x30, 2 " 1.67	24x30, 2 " 1.80
Doors.	*Doors.*
2—6x6—6, 1⅛ B..2.15	2—6x6—6, 1⅛ B..2.00
2—8x6—8, 1⅜ B..2.34	2—8x6—8, 1⅜ B..2.25

They undersell us a trifle on windows but we beat them on doors. The difference in price of the windows would not pay the freight.

LESSON NO. 6.

MONTGOMERY WARD'S PRICE.

Page 254—Loaded Shot Shells.....43c.

OUR PRICE.

Our price .....45c. box.

You would save 2 cents a box and pay your freight. You would have to buy a whole bunch of them to play even.

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In the following letter from a Michigan Hardwareman, is a suggestion that manufacturers give more attention to supplying the retail dealers with good advertising matter for distribution among customers. The Michigan letter reads as follows:

"You ask 'What are we doing to counteract catalogue house competition.' We will put up our hands and plead guilty. We have read many good arguments brought out in trade papers concerning this subject and feel that those interested are doing a lot of good work.

"We have kept the latest catalogues of the two leading catalogue houses, and have always endeavored not to let any business go to them if in our power to prevent. Otherwise we have remained silent.

"Through a very liberal offer from the Michigan Stove Co., we are placed in a position to get a little magazine, "Home Enterprise." Its arguments cannot help but convince most of people that it is greatly for their interest to confine their purchases with their home dealers.

"We are taking the matter up with the Retail Grocers' Association, of this place, and expect to place one of these magazines in every home in this vicinity. The expense to each dealer will be nominal, and if dealers in every town and city in the United States would take up the same work, the results would be wonderful."

* * *

The writer of the following (a manufacturer) desires his name withheld, to our regret:

"We were requested by some of the large jobbing trade and a great many of the retailers to place ourselves on record as to

OUR ATTITUDE TO THE CATALOGUE HOUSES.

We had been selling them some goods. However we decided to discontinue selling them any goods whatever and advised not only the jobbers but the retailers to this effect. From the agitation that was raised on this question by both the jobber and retailer we took it for granted that the agitation was in good faith and that these jobbers and retailers would act with the manufacturers to act with them, but we have been very much disappointed in this. We supposed of course that if these dealers expected the manufacturers to discontinue the sale of their goods to the catalogue houses that they must of course expect themselves to discontinue handling those goods which were openly sold by the manufacturer to the catalogue houses, but we find that this is not the case. We find that some of the jobbers and retailers who made the biggest fuss regarding the manufacturer selling catalogue houses are themselves purchasing goods from the manufacturers, which goods are being sold openly to the catalogue houses without any attempt at deception of the trade whatever, without any stipulation regarding the price at which the catalogue house shall sell the goods, and goods which are sold to the catalogue houses probably to a larger extent than to any other users.

"This certainly seems inconsistent to us and we must believe from this that these jobbers and retailers who talked the loudest regarding selling the goods to the catalogue houses by the manufacturers were not talking in good faith. We do not know what can be done regarding this, but there should be some way of exposing these jobbers and retailers who have acted with the manufacturers in such poor faith."

* * *

According to the following the troubles of the Hardwareman are not solely from mail order competition. It seems to me that the jobber mentioned in this St. Paul, Minn., letter was a little too anxious to get the business. The letter reads as follows:

"In reply to your letter of March 22nd will say that I have read the article on Maintaining Prices with much interest. It appears to me that something must be done to protect the retail dealer. The manufacturer must sell his goods only to legitimate dealers and the jobbers must stop selling at retail and to those that are not regular Hardware dealers. Not long ago it came to my observation that a jobbing house in our territory sold a lot of milk cans, cream separators, fence wire, to a farmer through a sash and door factory, and at a lower price than he would sell them to a regular Hardware dealer. One New York State dealer says we must hustle while we wait. I think the Hardware dealer would have to wait a long while until business came to him under these conditions."

* * *

An Iowa manufacturer gives it as his opinion that:

"Catalogue Houses are in fact retail dealers. If all jobbers and factories declined to sell to them at better prices than to the rest of the retail trade the question would be solved. Would they start a great factory? Doubtful, because the output of the factory would have to be limited to the demand of trade, and maintained at great expense, where they now buy of 1,000 jobbers and factories employing thousands of men who can keep pushing their products in all lines of trade and are thus enabled to continue. Organize and decline to treat one retail dealer any better than another giving all a fair deal."

* * *

The following, under the heading "How to Gain the Farmers' Confidence" appeared recently in *Judicious Advertising*, and was intended as advice to mail order houses. However, it fits the retail Hardwareman exactly and for this reason we reprint it.

"There has been a notable advance in the methods of conducting mail order business on the part of concerns selling to the farmers. Although the business is carried on at long range, mail order houses are learning to be just as careful to make these transactions satisfactory, and are just as anxious to please the customer as though he came direct to the store or factory to make the purchase.

One of the important questions for the advertiser to solve is how best to establish a basis of confidence, so that the consumer's chief concern will be adaptability of the goods to his requirements.

Some of the most successful advertisers have overcome the objections to long distance merchandising by the adoption of lines of business policy that give the buyer every opportunity to

PROTECT HIMSELF FROM IMPOSITION,

the most liberal proposition being shipment of the goods "on trial," for a certain definite period.

In many cases this guaranty of good faith is supplemented by an actual written guaranty for a given length of time.

Although the advertiser generally calls for a deposit on the goods shipped on a free trial proposition, yet this deposit is made with the bank or express company, and the buyer has the assurance of its return if the goods are unsatisfactory.

The offer of some measure of protection to the buyer is having wholesome effect on advertising results. The advertiser of a "free trial" proposition is much more careful not to misrepresent his wares, for over-statement simply acts as a boomerang, causing him no end of trouble.

It seldom occurs that goods ordered "on trial" are returned if they are found to be as advertised.

In selling an article that runs into a considerable sum of money, the offer to sell on deferred payments has been found a means of largely increasing sales.

Make your selling plan as attractive as possible. It happens in a great many cases that a farmer who was influenced to answer an advertisement because the goods were sold on time, will be quick to take advantage of the discount for cash when he learns that such reduction is allowed.

There are many advantages in selling by mail to farmers. They are a stationary class, generally responsible and risks may be taken in dealing with them that would be disastrous with a transient class.

In advertising for farmers' trade it pays to be frank and fair. Adequate presentation of the "reason why" your goods are best, pays far better than indulgence in high sounding phrases and extravagant claims."

How much easier it is for the dealer "on the spot" to carry out the suggestions given above. He has the advantage, first of, in most cases, being acquainted with the prospective purchaser; second, of having a local reputation for reliability, and third, of being able to show the goods and explain their points of merit.

PRICE MAINTENANCE.

By C. F. M.

It seems strange, but is nevertheless true, that jobbers are unable to obtain a profit on well known factory brands, unless the manufacturers establish a fixed selling price thereon and maintain the same.

Furthermore, if a manufacturer requests that the jobber sell at a certain price, the jobber's salesmen will immediately report it is necessary to cut the price, or give rebates in order to get the business, and the old threadbare excuse is offered, "had to do it to meet competition," hence to keep the jobbers interested in goods that are demanded under factory brands, it is necessary for the manufacturer to name the selling price and demand the maintenance of the same; even then some headstrong salesman will cut the price and the jobber will try to defend him by stating it was a mistake, etc., etc.

Manufacturers often get thoroughly disgusted trying

TO HELP THE JOBBERS OBTAIN A LEGITIMATE PROFIT

on goods and feel like writing the jobber, who states it is necessary to cut prices to sell goods, that he evidently has no salesmen, simply order-takers, as A. D. T. boys can take orders for staple goods at cut prices.

The jobber, thinking he can more easily hold his salesmen in line, begins to add private brands, on which his salesmen can offer no excuse for cutting prices, and in order to under sell high grade

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factory brands and make a satisfactory profit, begins to "shop" for prices and must necessarily settle on goods of an inferior quality. It would be much easier for jobbers and less expensive to handle factory brands, if they would assist and co-operate with the manufacturer in price maintenance, and how much more satisfactory it would be, not only for manufacturer and jobber, but retailer and consumer as well.

After years of experience in naming a selling price for the jobber, I can but conclude, if manufacturers having a distinctive production, would establish fixed prices at which their goods should be sold, allowing the jobber a satisfactory profit thereon, possibly holding their entire profits three or six months, and if prices had not been violated during the period, send a draft for the amount earned, the manufacturers would sell more trademark goods, and have less demand made upon them for lower prices.

WHEN GOODS ARE SOLD "OPEN"

many jobbers will sell at flat factory cost and others who aim to sell everything at a profit demand a lower price to meet this competition at a profit to themselves, and cannot be convinced their competitors are selling at cost, but feel positive a lower factory price is made that they do not enjoy.

Price maintenance means eternal vigilance on the part of the manufacturer and positive letters to some jobbers and the cutting off of the supply of others, but if they find you mean absolutely no deviation, they will soon fall in line, but before all acquiesce they will adopt methods that "try men's souls."

Recently a line more generally handled by the retailer than any other in the Hardware line, was cut in price quite generally by the jobber, each jobber who cut prices claiming "the other fellow" started it and it was for him to meet the cut or lose volumes of business on other lines.

At the close of the season many rebates were forfeited and an inquiry was sent out to all jobbers, requesting an immediate reply, as to their pleasure for the coming year, if they preferred "open' or restricted prices, stating if restricted prices were continued absolutely no deviation would be permitted and ninety-nine per cent. of the replies favored price maintenance.

If more manufacturers would adopt restricted selling prices, it would be decidedly easier for those selling under this plan to maintain the same for the "cutter" would soon find his source of supply cut off, not only on one line but several and jobbers in general would get accustomed to selling "no deviation" goods and pay more attention to the same. Of course some would object, as they would to any plan, even gold dollars at ninety cents, some would ask for a freight allowance and an extra 5 per cent.

If I read the signs of the times aright, unless some decided step is taken the jobbers will increase their lines of private brands and force the manufacturers of trademark goods or well-known factory brands to solicit the trade of the retail merchant and even go direct to the consumer. The manufacturer cannot afford to and will not lose his identity. Some have expressed themselves most positively in regard to their hard earned reputation for high grade factory brands, calling them their birthright, which they do not propose to trade, as did Esau for a mess of pottage.

THE TRADE PAPER.

If the Hardware dealer could only flirt from store to store among his fellow-dealers how many valuable hints and suggestions he would get in the course of the day's travels. There is where his Hardware trade paper comes in, twice a month, loaded with the suggestions gleaned by an experienced traveler from the brightest minds connected with the trade. It's like a big convention, in which the paper gathering has some advantages over the real thing, though, of course, not all of them.

But if the modern trade paper represents a trade convention in its text, it is nothing short of an exposition in its advertising pages. Here may be found illustrated models of the newest goods. Here claim may be compared with claim and use with use. Here frequently price may also be compared with price, and, in any event, one has a much fuller understanding of the commercial side of his own trade than he will ever get in any other way. It is the cheapest and, in some respects, one of the most valuable expositions one can possibly attend; and then we have the value of those semi-monthly convention talks thrown in for good measure.

THE ASSOCIATION SPIRIT IN CHICAGO.

From Frank A. Bare, the secretary of the Ohio Hardware Association, we receive the following encouraging bit of news; it is a good thing to know that the secretary does not relax his efforts with the adjournment of the convention, but follows it up to good purpose:

"The association spirit is developing and spreading rapidly in the great State of Ohio. Members are taking an active interest in the work. A large number of new members have been secured since the Dayton Convention. This splendid increase in membership comes not only from the energetic work of our own members, but also from the persistent and intelligent support of the traveling man. All over the State traveling men are telling non-members about associations in general, and the advantages of membership in our organization. Another practical and attractive feature is our insurance company. Ohio Hardware merchants realize that our Mutual Insurance Co., under its splendid management, is rapidly developing into a strong organization, and that it not only saves money for members to-day, but will save them more money as our association grows. As a special offer, we are giving a receipt in full for dues to new members to February, 1907, for the payment of only $4.00. The convention in Canton, in 1906, will be the biggest and best in all our history."

INCANDESCENT GAS AND ELECTRICITY.

Mr. Newbigging, chief engineer of the Manchester municipally owned gas works, in a paper read recently before an association of students of civil engineering, said that the introduction of the incandescent gas burner had given a new lease of life to gas undertakings, and had placed gas in the front position as the cheapest illuminant, says United States Consul Halstead of Birmingham, Eng. While he did not deny that, for decorative effects, electricity had advantages over gas, he thought the recent introduction of the inverted incandescent gas burner bade fair to rival the present incandescent electric light.

At this meeting of the Gas Light and Coke Company the governor performed an experiment to show how gas burners can now be manipulated as easily as electric lights. The *Gas World* reports that "he pressed a button on his desk and two incandescent gas burners high up on the wall of the room were lighted up, he pressed the button again and the lights were extinguished. Sir William liked the experiment so much that he repeated it, and his audience emitted a dignified murmur of approval."

I saw this device in use here in Birmingham the other day. It is a Swiss invention, and a Birmingham firm, manufacturing chandeliers, electroliers, and gas and electric fittings generally, received an order from the English owner of the patent for 10,000 of them, deliveries to begin this week. It is a simple device. With an incandescent burner there is a "pilot light," that is a tiny light through a bypath, so that when the gas is turned full it will be lighted. Where the key on a gas burner would ordinarily be a little piston is placed, this piston having an opening corresponding to the openings in the fixture and the burner. When the piston is forward the gas has communication with the burner and is lighted by the pilot light, and when the piston is in the other position the gas is shut off, with the exception of a small quantity for the pilot light. The piston is operated pneumatically, a small copper tube about the size of a telegraph wire running from the gas fixture, say, to a point near the door of a room, so a person entering the room can press in the plunger, which is at the end of the tube, thus compressing the air and driving the piston at the fixture into the gas-opening position.

WOOD MEASURING MACHINE.

A description of a machine for accurately registering the cubic contents and linear measure of lumber or logs at the saw will be, I think, of interest to those connected with the lumber industries in the United States, says United States Consul Creevey, of Glauchau, Germany. It can be applied to either circular or gang saws, and a test I witnessed last Saturday proved the machine to be more accurate than the recognized standard tables for computing the cubic contents of lumber in a log. The mechanical principles involved are so simple that all present could not but wonder that it had not been thought out before.

The machine was attached to the side and upper part of the gang saw frame, was operated by a chain belt from the feed roller gear, and so geared that the length of the log is registered as it is drawn into the saws. By the attachment of a small roller placed between the feed roller and the saws and fastened to the feed roller, the irregularities of the log's surface, by the rising and lowering of the feed roller, are communicated to the indicator, which in turn controls the numerators registering the cubic contents.

After the log has passed through, the feed roller, carrying with it the roller, lowers, thereby disengaging a small ratchet, throwing the indicating machine out of action.

The indicator is first set at a point indicating the average diameter of the logs to be sawed, and the supplementary roller, which is attached to and working in harmony with the feed roller, causes the pointer to indicate the exact diameter of the log, which in turn regulates the speed of the gear wheel operating the cubic numerals.

The machine is compact, strongly made with interchangeable parts, and should wear indefinitely. A millwright or machinist would readily understand the principles involved and be able to attach the apparatus without difficulty. The American rights are for sale, and at the desire of the inventor interested parties are requested to address all communications to this consulate.

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ANTIQUE WARMERS.

By F. A. G.

"Aint much afraid of Jack Frost even though he is going to be mighty powerful this Winter, be ye" said the retired salesman as he nestled his four score old bones close by the steam heater of the Hardwareman's office. "I calculate that you're a little more comfortable than I used to be in my day, but you don't seem to be much livelier, or much happier."

"Well, human nature is hard to satisfy, Uncle Joe," returned the Hardwareman, "I suppose you've seen some mighty cold weather in your times."

"Just a little! Just a little," returned the old man. "About fifty years ago I was traveling in Maine one winter and the sample shears got frozen in my grip, and if we didn't have a fast pacer in the shafts our runners would have frozen to the snow. About all the mercury thermometers went out of business during that cold spell, and trade in them was mighty brisk for a while afterwards."

"That was out-of-doors cold," went on the old man, cautiously eyeing the busy Hardwareman to see how his yarn was taken, "and, as for indoor cold, why I've seen many a man sitting at his desk as you are now, and he would have to stop casting up figures so as to melt the ice on his pen. It's an actual fact, my friend, and if you don't believe me why you may look at Cotton Mather's diary, or Judge Sewell's autobiography, and these two were pillars of honesty in old Massachusetts."

"You know, in my day steam heaters wasn't known much more than radium is to-day. We got the heat right from the wood, burned it in the open fire place, and thought we was getting all the caloric there was in it except what went up chimney. We burned peat, too, and a nice hot fire it made. Those of us who had a coal stove thought we were mighty comfortable and well off in the world, and wondered how our grandaddies got along.

"I can't say as I understand myself how they got along, unless they had cast iron lungs, and brass noses. I've been looking into heating history a bit, and I tell you the old timers were much ahead of Father Adam on keeping the thermometers at sixty-eight degrees. Why the first houses in New England were built of wood and mud, and had fireplaces and chimneys plastered up with mud. The children could crawl into the corner of the fireplaces and watch the sparks shoot up chimney towards the stars. My goodness, it is a wonder that the infant country didn't get frozen up. But wood was plenty in those days.

"The first stoves were invented in this country in 1652 by John Clark, and he was regarded as such a public benefactor that the General Court of Massachusetts awarded him ten shillings for every family who used his stove for a period of three years, and his invention proving satisfactory, this grant was continued for his life time. Cash was mighty scarce in those days, and treating Clark in that way was as good as a general's pension is to-day.

"But the Puritans were stern and hard people, as I suppose they had to be to stand the cold. They wouldn't have stoves in churches. Stoves were 'Sinful lures of ye wily Satan,' according to the proprietors of the first church of Salem, Mass., and they cast out stoves as a wicked and ennervating luxury, and breated in God's words and air in frigid unadulterated draughts.

"The men kicked their heels against the pews to keep warm, and sometimes so great was the clamor that the minister patiently paused until the circulation in benumbed toes had been stirred up to warming point. But the women—well, it was the daughters of Eve who ensnared the sons of Adam into accepting the 'Sinful lure of ye wily Satan,' and 'Ennervating luxury,' just as the first lady of Eden caused its master to fall. The women folks took their stoves to church, or had their lusty sons take them.

"These portable stoves consisted of heavy tin boxes, about a foot square, and the sizes and tops were punctured with many holes. These boxes rested in a wooden framework. Just before church time, the good dame filled her stove with glowing embers from the hearth, and sent her son running ahead with it to the family pew. She followed more sedately, and when she arrived she toasted her toes on her little stove. These stoves were also used for keeping the feet warm during carriage drives. Of course, a few of the stern Puritans yielded to the temptation of borrowing their wife's stove for a few minutes, and then they fell from grace, and quietly voted to have stoves put into the meeting house, though not until after many years of suffering from the cold.

"Andirons were popular before stoves came in. Of course, you know the history of these. They were used long before my day," continued the old man, slyly laughing at his own thoughts." They spitted the fatted calf over the andirons, and Ulysses probably used a form of andirons when he built his funeral pyre. "Andirons got to be a work of art during the middle ages, and Shakespeare describes the andirons in the Hampton court of King Henry VIII., as "two winking Cupids of silver each on one foot standing nicely, depending upon their brands."

"Andirons were made of iron, copper and brass in olden times, and there is a tradition in Boston that a pair of gold ones, taken from the court of Louis XVI., of France, was smuggled into that town by one of its rich traders. The old time Yankees had a humorous streak in them, and during the Revolutionary War they made andirons in the form of Hessian soldiers, and had the pleasure of roasting the hated troopers in effigy.

"Fine antique andirons are in use to-day, and if you have a pair or two up in the attic, I advise you to mark them up to $50 or a $100 and sell them as genuine colonial to some individual who is trying to unload his burden of money for culture.

"The ancients had stoves, as we do know, for it was just as cold before the days of thermometers as it is now. In your Bible you will read in Exodus. "His firepans and all the vessels thereof thou shalt make of brass." And if you visit the ruins of Pompeii, or other cities of ancient Rome or Greece, you'll find relics of little braziers of brass or other metal, with which these first exponents of European civilization burned charcoal and kept their brains and muscles active. The Japanese to-day use such braziers."

The old timer paused a moment to get a little closer to the heater, and to collect his thoughts.

"I suppose," he went on, "that you admire the statesmanship of Ben Franklin, but there's one thing for which we Hardwaremen ought to doubly bless him, and that is for inventing the Franklin stove, in which both coal and wood could be burned and a great deal of heat was saved. Coal, or 'iron stone' was known in this country as early as 1637, but no good way of burning it was brought about until Ben Franklin devoted his genius to the problem. The German Dutch of Pennsylvania had a sort of a stove, a big box of sheet iron, whose door was outside the house, possibly with the idea that it was easier to toss the wood directly from the woodpile into the stove, than to bring it into the house. Some of these stoves had a hot air drum which extended to the upper second story, and it was probably this method of circulating heat that gave Franklin his idea of his stove. These Franklin stoves were first cast by James Byres & Co., in Springfield, Mass., in 1787.

"So we Hardwaremen may bless Franklin for the fact that to-day we are dealing in coal saving, heat producing stoves and ranges, and not in andirons, fire backs, warming pans, and other primitive heat producers. And also that we are able to reckon up our profits in warm and comfortable offices, without having the ink freeze on our pens. Oh, yes, young man, times have changed and if I should make another trip down in Maine this Winter I don't think I need take a gas stove along to melt out my stock.

"Yes, I must be going now. Folks will be wondering where I am at. Oh! yes. Surely, I'll come around some other time and tell you more about those early days.

CAN WE AFFORD IT?

In the midst of all this talk about the catalogue house evil, we are sometimes led to wonder just how much one can afford to attack the methods of others; how much time we may devote to our competitors.

As a matter of fact, the greater part of all this outcry ends exactly where it begins—in talk. Does it pay? Isn't there room enough for all, or, rather, so long as the Hardware man leaves so much of his own territory still unworked himself, isn't an occasional intruder about what he can expect?

We are inclined to think if all the energy wasted in these fruitless criticisms were expended in working our own field a little more thoroughly, if all the gray matter expended in working out ingenious methods to circumvent the ways of certain other people, were used in the improvement of our own, it would be better for us, even if it did not restrain our enemies. One thing is certain, no one can be in two entirely different fights at once and devote his whole energies to either one. These trade wars look first rate in print, but it is awful hard to growl and bite at the same time, and it is well for us to be sure that while we are doing our little act of working the growler some other dog may not be chewing up the bone.

Exchanging Confidences.

First Stenographer—My employer is in financial trouble of some sort. He says he doesn't know which way to turn.

Second Stenographer—Mine hasn't that to bother him. He's a crank.—*Detroit Free Press.*

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THE NEW TRADE-MARK ACT.

By Davis & Davis, Patent Lawyers, New York and Washington.

So large a proportion of the goods handled by the trades are protected by trade-mark that it is highly important that manufacturers should keep informed concerning the legal aspects of trade-marks. The basis of trade-mark rights is found in common law, under which a certain degree of protection is accorded to the owners of trade-marks in common with other kinds of personal property. The protection afforded under the common law, however, seems hardly adequate, and for that reason laws have been passed from time to time by the United States and the several States providing that when duly registered, by the owner, trade-marks will be given a greater degree of protection than is afforded under common law usage. The United States Trade-mark Act of 1881, amended in 1882, which has been in force up to the present time, has been defective in several particulars. An effort to amend these defects has been made in the act approved February 20, and which went into effect on April 1.

In the first place it must be borne in mind that this act does not in any respect abrogate or diminish the protection afforded trade-marks under the common law, or those registered under the act of 1881. It merely accords to trade-marks registered under the new act some additional right and privileges which could not be extended to trade-marks registered under the act of 1881, unless those trade-marks are re-registered under the new act. Holders of trade-marks have been unnecessarily alarmed by designing persons who have endeavored to convey the impression that a general re-registration is required by the act of 1905. As a matter of fact, this is far from being the case. On the other hand, however, the advantages offered by the new act are so marked as to make it well worth while for the owners of valuable trade-marks to re-register them under the new act. The principal changes effected by the act of 1905 may be summarized as follows:

The new act permits the registration of trade-marks used in domestic commerce between the States; the act of 1881 afforded protection only where trade-marks were used in commerce with foreign countries or with the Indian Tribes. Formerly applicants were required to specify certain features as being the essential features of their trade-marks, and to file drawings in accordance with these specifications, the drawings rarely resembling the trade-marks as actually used; now the trade-mark as actually used is filed. Formerly final decisions as to trade-mark matters rested with the Commissioner of Patents; now a right of appeal to the Court of Appeals of the District of Columbia is given.

The new fee is $10; the old fee was $25. Damages may now be collected from infringers to three times the amount of actual damage proved, in addition to costs. Formerly, under the common law, or the act of 1881, only the amount of damages proven could be recovered. The new act provides for the destruction of infringing labels, cartoons, etc. The new act provides for service of suit anywhere in the United States. The new act provides that even geographical and descriptive names may be registered as they have been in use for ten years immediately preceding February 20, 1905. It further provides that pending applications may be amended so as to come within the act, and certificates of registration are issued without the imposition of an additional fee. This clause is a very important one, as it will permit all applicants who have at any time applied for registration and been refused to again apply without the payment of additional fee. Finally, the life of the registration is put at 20 years instead of 30 years as under the present act, but owners of trade-marks are permitted to re-register for another 20 years on payment of another registration fee of $10.

Besides these main features of the bill, there are a number of minor changes from the act of 1881, bearing upon the methods of court procedure, which tend to simplify the bringing of suits and the recovery of damages.

On the whole, the measure is an excellent one, affording increased protection to trade-mark owners without being unduly harsh. A synopsis of the leading features of the Law.

1. Requires that the mark used in foreign or interstate commerce.

2. Term, 20 years; renewable indefinitely.

3. Fee, $10 for each 20-year term.

4. Registration throws burden of proof upon others to disprove title.

5. By publication in *Official Gazette*, provides for notification to the world of adoption. This avoids subsequent litigation with others who might otherwise innocently adopt the mark.

6. Empowers the court to destroy all infringing labels. This penalty is in addition to whatever damages are awarded complaintants.

7. Provides for enforcing injunctions in all parts of the United States and Territories, and thereby prevents an infringer escaping the consequence of an infringement by moving into another circuit. This is probably the only instance of an injunction being enforced outside of the circuit in which it is granted.

8. Empowers court to award three times the actual damage the complaintant proves.

9. Gives jurisdiction to the United States Courts irrespective of residence of parties and the amount in controversy, thus making it possible to avoid the necessity of suing in local or State courts which are often prejudiced.

10. Marks are not registerable which are merely descriptive or geographical or which contain immoral matter or flags or other insigna of nations, States and municipalities.

11. Even descriptive and geographical marks are registerable if they have been in use since February 20, 1895.

12. Requires that notice of registration be on each mark in following words: Reg. U. S. Patent Office.

STUDY YOUR OPPORTUNITIES.

There are certain principles which work in the same manner in all branches of business. A business prospers, trade is increased, the field is widened or the business is at a standstill, then becomes smaller and finally dies or rots out. In order to make a business go it must grow. Large concerns are becoming larger, true in Hardware as in dry goods, and just as true in the wholesale as in retail business.

Now, if this is true, the merchant who is in business to stay must realize that it becomes necessary to enlarge his trade. He realizes also that each year sees his profits cut down in some lines—competition from catalogue houses—from department stores—and from other sources—constantly are encroaching upon his field. New lines must therefore be looked into and added to the Hardware stock. Those lines should be most carefully considered that come the nearest to Hardware. Dry goods stores may successfully sell some kinds of Hardware, but it would be a difficult matter for any Hardware store to successfully handle dry goods.

Sporting goods is one of the lines which would come most easily to the Hardware store—the business can be obtained by the Hardwareman with very little effort.

There is a town in central New York of about 1,800 population, where two Hardware stores have the trade, about evenly divided. Both these merchants are constantly kicking about outside competition—the catalogue houses are shipping goods to that town every day—one jewelry store and a drug store handle fishing tackle. A bicycle shop is doing a successful business in bicycle goods and sporting goods. Why? Because neither Hardware merchant is alive to the opportunities of his business. One of these merchants is extremely unpopular—does not cater to his customers—and both dealers have joined together as to prices, which are considerably higher than the prices at which the same goods are retailed in neighboring towns, and, of course, on many items much above catalogue house prices. Thus much of the business goes out of town. Both of these dealers are in a rut—new goods are seldom stocked, are ordered from catalogue—and this much business is lost entirely. The town is in the midst of a good fishing country, but the only complete stock in this line is carried by the druggist. The Baseball and Sporting Goods trade goes to the bicycle shop and to the book store—again because the Hardware stores carry only a very limited line of these goods. A small, exclusive plumbing and furnace dealer has built up a good business in these lines, in five years, although both Hardware stores make some pretense of carrying plumbing and heating goods.

Now, this well illustrates the trouble with many Hardware merchants; if these two dealers looked more closely after the trade they, between them, could handle all the business in sporting goods, and do the plumbing and heating trade of this village. Having this business, which pays a good profit, would enable them to handle some of the other business on a closer margin and thus shut out the competition from catalogue houses. By so doing each of these dealers would be enabled to almost double their trade, and, by increasing the volume of business, they would be able to buy at lower prices, and would soon be drawing business from the surrounding country that would still more add to the profits.

All these lines come naturally in the Hardware store, and many Hardware dealers are making the same mistake as are these dealers above noted by carrying too small a variety and not making more of a bid for the business. By pursuing this policy they are not only losing good profits to be made on the lines in question, but also gradually letting other trade in Hardware get away from them.

HAMMERNAIL.

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POPULAR TALKS ON LAW.

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THE LAW RELATING TO LANDLORD AND TENANT.

Few landlords, and, perhaps, fewer tenants, realize the extent of their rights and obligations, even where they have agreed to the terms of a lease and affixed their signature thereto. Perhaps a still smaller number of tenants who occupy leased premises on verbal terms, or upon practically no expressed conditions, understand the law governing the relation existing between them and their landlords.

Nearly every one is either a landlord or a tenant; this, together with the fact that the questions arising between the two are many and various, makes some plain talk on the subject desirable.

There are two terms usually found in leases that perhaps need simple definitions before proceeding to use them. These terms are "appurtenance" and "easement." An appurtenance is that which belongs to something else; something accessory to something else. It is always something of less importance than that to which it appertains or belongs, as, trees are appurtenant to the soil. An easement is a right or privilege which one has in the estate of another, distinct from the ownership of the soil, as where one owns a right of way over land of another, or where one has the right of fishing in another man's stream.

Now, we will be understood when we say that whatever is appurtenant to leased land goes with it; so that, if one rents a piece of ground, and nothing is stated to the contrary in the lease, everything appertaining to the soil goes with the soil, as houses, barns, fences, trees, shrubbery, etc.; but not things of a temporary nature, not belonging to the soil, as agricultural implements, domestic animals, etc. Then, too, this is so in the case of a sale or a lease, whether the lease or deed so states or not. A mere verbal lease, not specifying the appurtenances, will be sufficient to entitle the lessee to their possession and use. Under no circumstances may the lessor, after the lessee has taken possession, enter to remove appurtenances, and his attempt to do so makes him a trespasser and lays him liable to an action for trespass. Where one has leased premises to another and fails to give him possession of all the premises leased, including the appurtenances, the lessee is under no obligation to accept a part, but may abandon all without liability for damages.

The cases that have arisen have grown out of the difficulty in determining what is appurtenant and what is not appurtenant to the soil. For instance: A man leased a mill. There was no approach to it from the highway, excepting over other property belonging to the lessor. The courts held that an approach to the mill from the highway being necessary to the use of the mill, such right of way, or easement, passed with the mill. In another case, where a mill was leased and the lessor owned other property adjoining through which the water passed by which the mill was run, it was held that the lessee of the mill had, as an appurtenance to the mill, the right to a sufficient head of water in the dam upon the adjoining land belonging to his lessor.

The tenant is entitled to natural accretions to the premises as where, by a change in the course of a river, ground was added to leased premises which fronted on a river.

Where one leases a house, he is entitled to the lot, outhouses, fences, trees and things of a like nature, appurtenant thereto. Where one leased a portion of a tenement house, it was held that he was entitled, unless he had cut himself off by an agreement from claiming them, to the conveniences of the house, such as the use of the front door and doorbell, the customary place for drying clothes, the water closets, etc.

The question has arisen as to the right of one renting premises in a business block to use the outer walls for signs, and the cases have held that where he has not restricted his right by agreement, he is entitled to such use of the walls.

Many landlords are not aware that, unless the provisions of the lease be broken by the tenant, they have no more right to enter the premises of their tenants than have strangers. A landlord who enters and attempts to remove a plant or make alterations, even though the alterations are to his mind beneficial to the premises, or to put up signs, is guilty of a trespass where under like circumstances a stranger would be guilty.

If the tenant abandons the premises before the expiration of his term the landlord has a right to re-enter it. But where the landlord claims there has been forfeiture for the non-payment of rent, he must, before a re-entry, be sure to comply with all the formalities of the law, as, by making a demand for the amount of rent due, on the last day, on the premises, and at a convenient time before sunset. If the tenant has agreed to pay taxes and has not done so, before the landlord can re-enter he must demand the payment of the taxes within the period required by law. In other words, the landlord, before re-entry for a breach of contract, must be careful to comply with the statutory and common law requirements in his State. The landlord may enter to make repairs when he has agreed in his lease to make them, or he may enter to demand rent that is due. In a Kansas case it was held that if after the tenant had refused to pay the rent and had begun to move, the landlord moved out the rest of the tenant's things and took possession, the tenant had no cause for action.

Where one has given a lease to another without excepting any rights or privileges to himself other than the payment of the rent, he has practically sold and conveyed the premises to the tenant for the time stated in the lease, and he has no more right to interfere during the term of the lease with the tenant's peaceable enjoyment of the premises than he would have to enter the premises of one to whom he has given a deed.

In our next we shall discuss the tenant's right to make alterations, and the matter of his use of the premises for purposes other than those agreed upon.

(To be Continued.)

LEGAL CORRESPONDENCE.

Any subscriber to "HARDWARE" is privileged to ask any legal question he pleases in this Department and it will be answered free of charge. Address all communications to Law Editor "HARDWARE," No. 309 Broadway, New York City.

Subpoena Compelling Attendance of Witnesses in Another State.

QUESTION: Is there any way in which a witness who is at present in the State of New York can be compelled to go to another State for the purpose of giving evidence in a criminal proceeding?

ANSWER: Section 618a of our Code of Criminal Procedure provides for the issuance of a subpoena directing a witness found in the State of New York to appear and testify in criminal actions pending in the courts of other States. This section was intended to provide a means of compelling the attendance of material witnesses in other States. But it is void because unconstitutional. The Legislature and courts of this State have no jurisdiction to compel one of its citizens to go into a locality over which they have no authority and thus in effect banish him under form of law. It follows that there is no way in which the attendance of such a witness can be procured, except by his voluntary act.

Goods Guaranteed by Vendor—Purchaser's Remedies.

QUESTION: I entered into a contract with a manufacturer whereby he was to construct a refrigerator. He guaranteed that this refrigerator would do certain work prescribed and agreed that if it would not do so he would remove it and refund my money. The refrigerator is unsatisfactory, but the manufacturer refuses to remove it. What can I do?

REPLY: We think that for a breach of the guaranty and contract you have two remedies. First, you can require the manufacturer to remove the refrigerator and refund the money, as he has agreed to do by the express terms of his contract. Upon his refusal to comply with this request you can remove the refrigerator yourself and sue for the money which has been paid. Or, second, you can retain the refrigerator as your own property and sue for damages for the breach of the guaranty and contract.

Mortgage Foreclosure.

QUESTION: Suppose a real estate mortgage is foreclosed and when the property is sold at foreclosure the sum realized does not reach the full amount of the mortgage, is the mortgagor liable for the additional amount necessary to satisfy the mortgagee's full claim, that is, can any other property of the mortgagor be attached to satisfy such claim?

REPLY: Yes, he is personally liable for the debt evidenced by the bond or note which the mortgage is given to secure. This is the rule so far as concerns the original mortgagor or one who has assumed the mortgage. But one who simply purchases the premises subject to the mortgage incurs no personal liability beyond their value.

G. & H. BARNETT CO., (Black Diamond File Works), Philadelphia, Pa., have just completed a second revised 1905 edition of their catalogue of which they have forwarded us a copy. The book is entirely devoted to files and rasps and will be sent free to any interested file user upon application. They illustrate such a variety of shape and cut as would seem to make the book a requisite in the store of a Hardwareman; while to the mechanic, often in search of some special shape or cut of file for his particular purpose, these illustrations will prove of no less value. Their brand, they state, is the highest priced in the market, due to the extra cost of manufacture with regard to the superiority of their goods. They have just made additions to their plant which enables them to increase their output to 1500 dozen files a day. Send for their catalogue.

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RECENT TRADE PUBLICATIONS.

Joseph Dixon Crucible Co., Jersey City, N. J., have recently sent to us a group of circulars which they have also sent to a large number of those interested in matters of Marine Engineering, and to all dealers in ship chandlery and supplies. The circulars cover the following subjects: Pipe Joint Compound for steam and gas pipes, flanges, gaskets, and equally useful for bolts, screws, etc.; Flake Graphite for Pipe Fitting; Flake Graphite as a Lubricant for Steam Cylinders; The Value of Flake Graphite as a General Lubricant; the Value of the Flake Form, and Grease Lubrication. Each of the above topics is treated scientifically and explanation in detail is given just why these products are best for the specified use. A set of the circulars may be obtained by writing to the Dixon Company.

The Elmore Manufacturing Co., Inc., Southington, Conn., have distributed to the trade a neat pamphlet catalogue embracing their line of tools for 1905. They are the manufacturers of the "Indestructible" Screw Driver, and they claim no amount of hammering on the head can injure the handle. A special brand of steel is used, the quality of which is unsurpassed for strength and durability. The steel extends from point of blade through the handle and forms a top for rough work. It is impossible to turn the handle on the steel. They make screw drivers of best quality for Machinists, carpenters, plumbers, electricians, cabinet-makers and all others who require a first-class tool. One of their catalogues will be sent upon request.

A. F. Meisselbach & Brother, 22-28 Prospect Street, Newark, N. J., are placing in the hands of the trade an attractive envelope-size pamphlet catalogue of fishing reels, net rings, rod holders, gaff hooks, etc. They call attention to the following merits of their reels: The perforated spool, allowing the line to dry on reel and preventing decay; the greater power obtainable combined with speed, the handle being fastened at the furtherest possible point from center of reel. They state "It is an acknowledged fact in all gearing that what is gained in speed is lost in power." These reels, being direct acting and having a large diameter of spool, overcome this fault of multiplying reels, while retaining their speed. Lightness, consistent with strength, is another merit claimed. All their reels are finely polished, heavy nickel plated, and well made. Very free running. A copy of their catalogue may be had upon application.

Gibford Manufacturing Company, Adrian, Mich., sole makers of the Red-E-For-Use Razor Strops, have issued an illustrated pamphlet catalogue exploiting the same. The book is a high-grade production, being finely printed on excellent paper. The illustrations are particularly good. In manufacture they state they use only the highest grade of horse hide and calf skin, which is tanned to specially suit their own process of producing a "Red-E-For-Use" strop. They use the horse hide strop for the coarse or sharpening strop because the animal is older, therefore the grain of the leather is much coarser and will cut faster. On the other hand, the calf skin is from a younger animal, the grain is much finer, and, after going through their process, the nice, even draw or pull, and soft, kind surface that puts the smooth, keen shaving side on the blade, so much desired. The Gibford Company also make a razor guard from German silver finely polished and nickel plated. It is adjustable to any width razor, or any thickness of back, can be adjusted to shave close or otherwise, as desired, also allows the draw cut same as Barbers use. They claim it is the neatest, lightest and most practical guard on the market, and particularly adapted to the use of the nervous man, the man in a hurry, and the youth just beginning to shave. Write for a catalogue.

The Grand Rapids Fixtures Company, Grand Rapids, Mich., are the authors of a catalogue which they designate "E," and which, in a very handsome manner, illustrates and describes the combination show cases which they manufacture. They state all of their cases are regularly made of white oak, thoroughly kiln-dried, the best cabinet construction being used. The bottoms of all cases are of three-ply veneer stock, which will not swell nor warp. They can furnish cases made in mahogany, birch, cherry, walnut or maple if sufficient time is given to get them out. They carry only oak in stock. Especial pride is taken in the finish of their cases and they are finished equally as well as high-grade furniture. All sundries, ribbon, notion and cigar cases are regularly glazed with ½-inch steep beveled polished plate glass tops, inlaid on felt. All counters with glass tops have plain plate tops (not beveled), inlaid on felt, the glass being flush with the top rail. All cases are regularly glazed with double strength "A" sheet glass in fronts, ends and doors. Their book gives explicit information regarding all of their products and may be had for the asking.

The Starr Brothers Bell Co., East Hampton, Conn., have sent us a copy of their catalogue of Starr Bicycle Bells. It is a neat book of envelope size in pamphlet form, and contains twenty-five pages. This firm confines its sales to manufacturers and jobbers, and refers all inquiries from retailers to the nearest jobber of their goods. Send for a copy of their catalogue which describes, illustrates and prices all of their bicycle bells.

S. P. Townsend & Co., Orange, N. J., have issued a little booklet containing a description of some of the principal Lawn Mowers which they make. This is the eighth season they have manufactured lawn mowers. In those eight years they have risen from the smallest concern in the business to one of the very largest, and they claim they now make more high grade mowers than any firm in the world. Their entire output is high grade. They make nothing but ball-bearing mowers and they believe that this healthy growth is attributable to the quality of their mowers. They make both hand and horse power mowers. Their little book is well gotten up, and their goods are explicitly described and graphically illustrated. Send at once for a copy.

Tobin Arms Manufacturing Co., Inc., Norwich, Conn., have issued an attractive pamphlet catalogue No. 104, exploiting the "Simplex" Hammerless Shot Guns, of which they are the manufacturers. They claim that the Simplex action contains fewer parts than are usually found in hammerless guns. The main spring performs the double function of spring and cocking lever, and is operated with a cam link at the fore-end connection when opening the gun in such a way that there is little or no friction at point of contact. With a gun of medium weight, the leverage of the barrels is sufficient to open the gun and cock the hammers. By a special process they are furnishing a machine "file-cut" flat rib that has an absolutely dead surface in line of sight. This new departure they draw particular attention to; it removes completely the glare that is noticed on the ordinary matted rib. All parts are interchangeable; are few and simple; can be removed from the gun with an ordinary screw driver. For illustrations, prices, and further details address manufacturers as above.

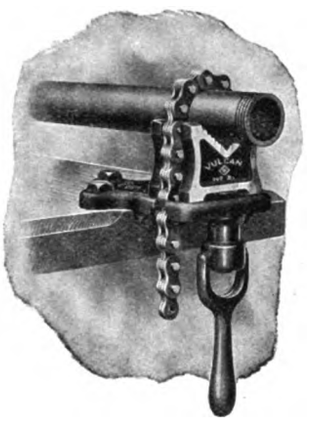
John Stortz & Son, 210-212 Vine Street, Philadelphia, Pa., have issued and sent us copies of five pamphlets. One is an illustrated catalogue and price list of Painters' and Paper Hangers' Tools which are first quality and fully guaranteed. The line embraces the most salable goods, and some new and very practical inventions. A second book exploits their line of Cement Workers', Paviors' and Contractors' Tools. They state the steel used in the Concrete Cutters and Knives is a shear steel of a very tough nature, made for the purpose. The bronze tools are made of fine phosphor bronze of a composition insuring the best wearing qualities and greatest toughness. The iron tools are made of the best quality of clear, hard grey iron. The catalogue devoted to Plumbers', Tinsmiths', Roofers' and Mechanics' Tools embraces in a comprehensive list the most salable and desirable articles in this line. To avoid confusion, they request that all former catalogues be discarded and that goods be ordered by numbers given in this one. Another book illustrates and describes their extensive line of ice tools for ice men, storage houses, confectioners, ice cream makers, hotel and household use. The last catalogue of the series of five is devoted to Oyster Knives and Oystermen's Tools, also box hooks, box and ship scrapers, crate hammers, tack claws, etc. They state they present this catalogue with the firm conviction that they submit the most complete and satisfactory line of oyster knives and tools on the market. Any of the above catalogues and price lists will be sent to those requesting same.

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NEW GOODS AND SPECIALTIES.

VULCAN CHAIN PIPE VISE.

J. H. Williams & Co., 150 Hamilton Avenue, Brooklyn, N. Y., have recently added to their line the new Vulcan chain pipe vise, of which we give an illustration, which has a number of improved patented features. It will rigidly grip pipe or tubing from ⅛ to 2½-inch sizes, inclusive, without risk of crushing the pipe, the chain, which is of great strength, hugging the pipe or other material half-way round. The parts are fine examples of drop forging from wrought steel. If the teeth in the lower jaws be-



METHOD OF USING THE VULCAN CHAIN PIPE.

come dulled by constant use they can be quickly and easily renewed by filing. All parts are interchangeable and fully warranted. The vise base has three 11-16 inch holes for bolting it to the work bench. If needed away from the shop on a job it can be conveniently carried in a tool kit, as its extreme dimensions folded are but 6x8x8 inches, and its weight is but 10 pounds. At the right is a quick pitch screw ⅞ inch in diameter, with square, deep threads finely cut, to which is riveted a strong link chain with projecting pinions ¼x⅞ inch as far as usable. The swinging handle, or wrench, is 6½ inches long over all, increasing to 1 inch in diameter at the widest part of the grip. In operation the chain is thrown over the pipe, and by means of the projecting pivots is caught securely in the chain pockets, when a turn of the handle draws downward the threaded bolt, thus instantly and evenly gripping the tube. This feature of the vise readily accommodates itself to any diameter through the use of a hardened and tempered ball-and-socket-like joint on the under side of the vise base, thus providing a novel, reliable and speedy adjustment. Both jaws are ⅝ inch thick and saw tempered. Attention is drawn by the manufacturers to the following advantages: A ¼ inch of the chain drop, or a quarter turn of the screw, with but slight exercise of strength is all that is required to hold securely any article within limits. It is unbreakable, compact, quick in action, of positive grip, a great time saver and so simple as to give no trouble.

THE LEADER GLASS CUTTER.

Fletcher, Terry & Co., Forestville, Conn., are placing before the Hardware trade the "Leader" Glass Cutter which we illustrate.. It is nickel plated, highly finished, with either Rosewood or Cocobola handles. It is made with a perfect holding device

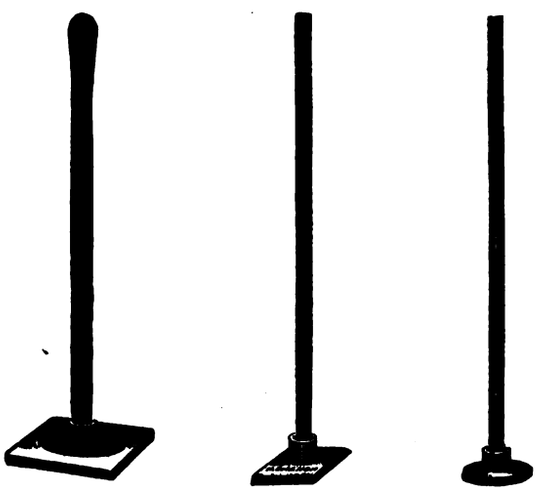


THE LEADER GLASS CUTTER.

and magazine that enables it to hold twelve extra cutters. To operate, take cutter and place it on a pivot; hold between thumb and finger and drop pivot into slot; push end of pivot flush with straight edge side of holder, and fasten down screw. When cutter is dull or worn out, insert new cutter. It is claimed that with care the holder should last indefinitely and would prove a money saver, as cutters can be bought at a trifling cost. The cutters run on hardened pins or axles, and the extra cutters in magazine are kept separated on the axle and not dumped in promiscuously, which is a common fault of magazine cutters. They are put up in four ways, from the style without extra cutters, to those put up respectively with 3, 6 or 12 cutters, and if not specified, those with 12 cutters are sent.

SAND RAMMERS OR TAMPERS.

The Union Elevator & Machine Company, 144 Ontario Street, Chicago, Ill., are the manufacturers of the line of Sand Rammers or Tampers which we illustrate. The Tampers are made from a superior quality of gray iron and steel and are fitted with



STYLE 1. STYLE 2. STYLE 3.

SAND RAMMERS OR TAMPERS.

handles made of hickory or of wrought piping. They are referred to as being of correct design and made with extreme care. Style 1 comes in three sizes, the smallest of which has a base

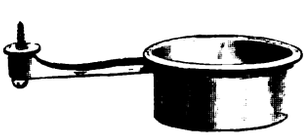


COMBINATION CURB.

8 by 8 inches and weighs 13 pounds, with wood handle, and 15 pounds with pipe handle. Style 2 is made in six sizes and Style 3 in one size. The Combination Curb is made in four sizes.

SEARLS CIGAR ASH RECEIVER.

The Searls Manufacturing Co., Newark, N. J., are placing upon the market something new in a Cigar Ash Receiver, which is made to go under the side of a card table or broad chair arm. We illustrate it by a cut. It is made in copper finish, which is



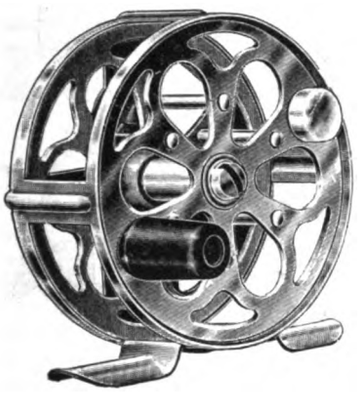
SEARLS CIGAR ASH RECEIVER.

generally the most suitable to look in harmony with all furniture, but if wanted nickled on brass or polished brass, they will be furnished at same price. Inside diameter of cup is 2¾ inches with a depth of 1¼ inches. The cup sets loosely in the ring, so that it may be removed for emptying. When in use the ash receiver should be screwed to table or chair arm with the metal washer next the wood. The cup or tray may be swung out to receive ashes and then conveniently backed out of sight.

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THE "FEATHERLIGHT" REEL.

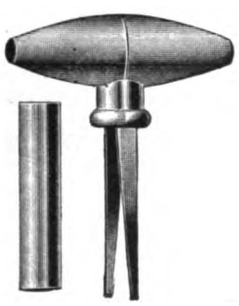
A. F. Meisselbach & Brother, Newark, N. J., are the manufacturers of the Featherlight Reel, recently patented, which possesses many meritorious features which are useful in facilitating its sale. The reel weighs less than three ounces. The frame and reel seat are made in one piece, having absolutely no screws to jar loose and become lost. It has a removable spool, and back sliding double pointed steel click and steel spindle. The click is made of hardened steel and is claimed by the maker to be equalled only in the most expensive reels. It is finely finished in nickel or bronze.



THE "FEATHERLIGHT" REEL.

"QUICK AS A WINK" CORK PULLER.

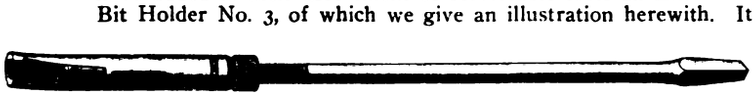
C. D. Hawley, 11 Chambers Street, New York, is placing upon the market a novelty in the way of a cork puller, which is designed to supercede the corkscrew in the pulling of corks, which it does in a way that saves the corks and doesn't damage them in the least. Will pull large or small corks with equal facility. It doesn't have to be used like the old-style corkscrew, but in a manner where main strength is not a prerequisite. It takes a motion of rocking to you, and from you, rocking the tines alternately. In opening a bottle of Guiness' Stout, rock the puller down the entire length of the tines, so as to be sure the bottle is vented; then take all friction off the cork by turning puller, cork and all around and around, and the cork will ride up and out, and drop from the puller. A number of positive advantages are connected with this puller, among which may be mentioned: A tight cork can as readily be drawn as any other. There is no unscrewing the cork from the corkscrew; it drops from the puller. No matter how poor the cork is, it comes out whole. The contents of the bottle is not shaken, lessening the danger. It doesn't push the cork into the bottle, but pulls it out every time. It can also be used as a corker, which it will do easily. It makes no damaging hole in the cork, which can be used over and over again. With a shield it can be carried in the pocket as easily as a jackknife.



"QUICK AS A WINK" CORK PULLER.

EXTENSION BIT HOLDER.

The Millers Falls Company, 28 Warren Street, New York, have added to their assortment of serviceable tools an Extension Bit Holder No. 3, of which we give an illustration herewith. It is composed of four parts, or separate pieces. First, a shell with an inside shoulder so shaped as to adjust itself to the shoulders of Auger Bits of varying sizes and shapes. Second, a socket with a square taper hole into which the square shanks of bits are to be inserted. Third, a knurled nut attached to the shell in such a manner as to draw its shoulders down against the shoulder of the bit, holding it very securely in the socket. Fourth, a shank or rod to which the square socket is soldered and pinned. The extreme outside diameter of the shell is something under ⅝ of an inch, so the entire tool will follow a ⅝ or larger bit into a hole. The tool is strong and durable and will be found very useful for plumbers, electricians and others. They are made in 12, 15, 18, 21 and 24 inch lengths, polished and nickel plated and packed snugly in a paper box.



EXTENSION BIT HOLDER.

THE HAYDEN HOUSEHOLD SPECIALTIES.

The Hayden Implement Company, 46 Duane Street, New York, are placing on the market through the Hardware and House Furnishing Goods trades several specialties of a household character which deserve a wide distribution. Fig. 1 represents the Hayden Easy Floor Cleaner, the cleansing part of which is formed from compressed sponge, which is securely attached to a sheet rubber backing about ⅛ of an inch thick, which in turn is firmly attached to a wood block as indicated in illustration. The cleaner has a handle 52 inches long, detachable, which the company recommends for use in the kitchen, bath room and hall floors. Fig. 2 represents the Hayden Felt Brush and Duster, which is designed for sweeping polished, stained, painted or marble floors; the cleansing material is on a 7x1½-inch block, and the felt, cut in strips, is 4¾-inch, extreme length. The brush has a 5-foot handle, with socket and wing nut, the handle being easily detached if needed for dusting furniture. By the aid of this useful appliance, which is recommended for physicians, hospitals and health department work generally, surfaces under chairs, beds and tables are conveniently reached, an important feature in this work being, the dust and germs are not scattered, but are held until shaken out by hand or otherwise. It will remove dust on walls and ceilings, cornices, picture mouldings and frames and similar surfaces. Fig. 3 represents the Hayden B. B. Brush, suitable for polishing shoes, stoves, furniture, metals and silverware. It may also be used for effectually cleaning a blackboard. The bottom consists of six thicknesses of polishing felt, securely fastened to a neat block of wood, varnished over a natural finish. It is soft and does not scratch.



FIG. 1.



FIG. 2.

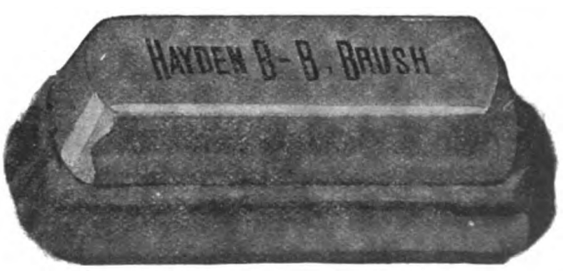


FIG. 3.

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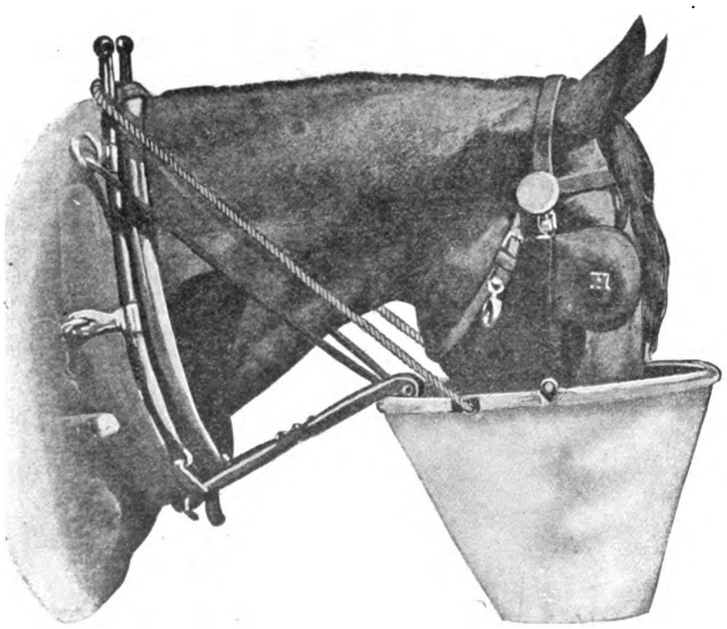
WALSH'S PORTABLE MANGER.

Walsh Sons & Co., 264 Washington Street, Newark, N. J., are the inventors and manufacturers of a Portable Manger—which is the name they give to a meritorious article in the way of horse feeding supplies—which is possessed of a number of advantages over the ordinary article of nose bags to warrant a



WALSH'S PORTABLE MANGER.

rapid substitution wherever introduced. We present herewith an illustration of the same. It is made with a light steel frame and canvas body, which is open so as to admit air freely, not clogging up the nostrils of the horse, for the feed can be reached whether the bag is full or nearly empty; cannot be upset by a tossing of the head, and is free from the mass of decomposed



THE PORTABLE MANGER IN USE.

matter that gathers in the bottom of an ordinary feed bag. It is claimed by the manufacturers to be a humane, sanitary, economical and durable article and one that will outwear three feed bags of any other kind, and in the way of feeding a horse properly is a step in the right direction.

RICHARDS CYCLE BEARING STEEL FRAME GRINDSTONE.

The Richards Manufacturing Co., Aurora, Ill., are placing upon the market the Ball-bearing Steel Frame Grindstone No. 300, represented in the accompanying illustration, a patent on which is already pending. It is a mounted grindstone built on up-to-date mechanical principles. The front legs are formed from one piece of heavy angle steel, matching in construction



STEEL FRAME MOUNTED GRINDSTONE.

the rear legs, which are made of the same material; the upper frame is constructed to form a complete brace for the legs, making it the most rigid frame for the purpose imaginable. The stone is of superior Berea grit, 19 to 22 inches in diameter, and 2 to 2½ inches thick. The entire outfit weighs 85 pounds.

"DOUBLE" SCREW DRIVER BITS.

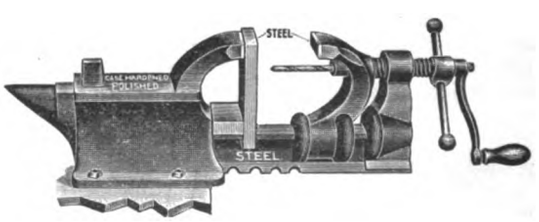
The H. D. Smith & Co., Plantsville, Conn., are introducing to the Hardware trade one of their original ideas in the way of a tool, which they have denominated the "Double" Screw Driver Bit, and of which they make two sizes: No. 1, small end, ¼ inch wide, for Nos. 6 to 8 screws; large end, 5-16 inch wide, for



Nos. 8 to 12 screws; No. 2, 5-16 inch wide, for No. 8 to 12 screws; ⅜ inch wide, for Nos. 12 to 16 screws. The idea being that while other screw driver bits have a blank square end to go into the brace chuck, and one screw driver end, this "double" screw driver bit is so arranged that either end can be put in the brace and either end used as a screw driver. We present a cut showing full size of No. 2.

CHAMPION VISE ANVIL DRILL AND HARDY.

The Bloomfield Manufacturing Co., Bloomfield, Ind., are the manufacturers of the latest idea in the way of a combination of Vise, Anvil Drill and Hardy, which the company calls the New Banner Tool Combination. Its dimensions are 8½ inches in height, width of jaw 3½ inches, jaws open 6 inches and the depth of throat 5½ inches. The jaws are faced with steel and polished. The top of anvil is case hardened and polished; anvil is



COMBINED VISE, ANVIL, DRILL AND HARDY.

provided with a good steel cut off or hardy; the drill stock will take any common sized square shank drill bits; drills ½-inch holes readily and is capable of drilling both larger and smaller holes. It is easily and quickly manipulated and can be converted from vise to drill instantly and by merely removing the drill bit. The draw bar is made of steel 5-rail and there are no screws or bolts to take out. The draw bar can be taken out and by sliding the loose jaw off and reversing it, it can be used as a portable drill. The tool is guaranteed for one year.

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STEVENS CRACKSHOT SHOTGUN.

J. Stevens Arms & Tool Co., Chicopee Falls, Mass., call attention to the fact that they will have ready for the market shortly their new "Crackshot Shotgun" No. 16½, which we show in the accompanying illustration. This is similar to the "Crackshot Rifle" except that it is smooth bore for shot cartridges, and the price will be the same as the rifle. They will make this gun



STEVENS CRACKSHOT SHOTGUN.

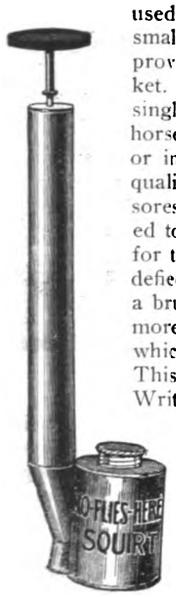
in .32 calibre only. This is referred to as forming an excellent addition to their line of small bore shot guns for shot cartridges, especially as there is a much heavier demand for shotguns of this kind in the Spring and early Summer than at any other season of the year because of birds that destroy fruit and annoy gardeners, as well as rats and squirrels for which these guns are especially designed and which has stimulated the demand for this new gun.

NO-FLIES-HERE.

Under the above name which has been adopted as a trade-mark, the Preservaline Manufacturing Company, No. 41 & 43 Warren Street, New York, are manufacturing a Fly Repeller which is,



"NO-FLIES-HERE."



under any and all circumstances, unsurpassed. It is used to great advantage on horses, mules, cattle and smaller live stock; is absolutely harmless, and has proved itself to be the best fly repellent on the market. Fly nets on horses may be discarded, for a single application, sprayed on, instantly relieves horses or mules of all annoyances from flies, gnats or insects of every description. Its great antiseptic qualities make it a soothing and healing remedy for sores caused by the chafing of harness. It is claimed to be the only successful repellent ever introduced for the dreaded horn fly, a pest which has heretofore defied all efforts to eradicate. It can be applied with a brush, sponge or piece of cloth, but it is easier and more economical to use the Squirt Can or Sprayer, which the company supply with "No-Flies-Here." This gives a uniform coating and obviates all waste. Write to the company for their illustrated booklet giving full information and directions for use. It is an article which should be in every Hardware store and on every farm, in every blacksmith's and livery stable. The great boon "No-Flies-Here" is to high bred horses, makes it alone a necessary adjunct in a livery stable.

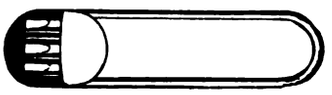
KENYON'S HARDWARE NOVELTIES.

J. C. Kenyon, Owego, N. Y., are making for advertising novelties for druggists and others, a number of useful and handy articles which will meet with a ready sale among the side lines



MANICURE FILE.

of a Hardware stock at a good profit. They consist of a Nail File, Fig. 1, which is a bright, finely cut steel nail file in metal



TOOTH PICK.

bound leather case, which, sold in quantities as an advertising souvenir, admit of an advertisement being placed upon it. Fig. 2 is a Tooth Pick Case, with a case similar to No. 1, protects some turned maple tooth picks and keeps them clean for use.



FOUNTAIN PEN HOLDER.

Fig. 3 is a leather Pencil or Fountain Pen Holder for the vest pocket, where it may be fastened for use. These novelties are all susceptible to the advertising feature and should prove attractive.

STEWART IRON WORKS.

We present herewith an illustration of one of the popular styles of Iron Fence manufactured by the Stewart Iron Works Company of Cincinnati, Ohio, and accompany it with a cut



FIG. 1.

showing their new style of Channel Fence Rail, see Fig. 2, with which they have entirely superceded the old style. The new style, which is a three ribbed channel rail in its use retains full strength of picket and rail, with the increased metal holding



FIG. 2.



FIG. 3.

the picket more securely, as well as making a more substantial fence without costing any more than for the old style. We also present in Fig. 3 an illustration showing the Stewart "R" Line Post, which has all the necessary adjustments in setting a fence and making a substantial line post, and has the additional advantage of being largely made up in advance for orders that if specified, enable it to be shipped promptly on receipt of order.

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HARDWARE PATENTS.

The following list of Patents, Trade Marks and Designs of interest to the Hardware trade are furnished by Davis & Davis, Solicitors of American and Foreign Patents, Washington, D. C.,

PATENTS EXPIRED APRIL 24, 1905.

381,533. Soldering Iron. C. R. Danielson, Rockford, Ill.
381,544. Soldering Pliers. O. F. Garvey, Pawtucket, R. I.
381,572. Sad Iron. W. H. Hull, Lawrence Kan.

PATENTS ISSUED APRIL 25, 1905.

787,890. Combined Mop Head and Wringer. C. R. Carpenter, Racine, Wis.
787,996. Combination Door Knob, Door Bell and Burglar Alarm. E. Stewart, Kansas City, Mo.
788,141. Wrench. H. J. Pawling, New Columbia, Pa.
786,157. Broom. F. R. Lay, Indianapolis, Ind.
788,156. Pipe Wrench. J. W. King, Galesburg, Ill.
788,300. Adjustable Wrench. M. C. Wilson, Oil City, Pa.
788,383. Wrench. P. C. Thayer, Oroville, Cal.

PATENTS EXPIRED MAY 1, 1905.

382,025. Machine for Setting Staples. W. J. Brown, Jr., Philadelphia, Pa.
382,027. Device for Sharpening Razors. P. J. Ceasar, Rothsay, Minn.
382,034. Bolt Cutter.—W. L. Dutcher, Paterson, N. J.
382,060. Fork Guard. C. H. Steigleder, Northampton, Mass.
382,090. Fire Pot for Stoves. W. J. Keep, Detroit, Mich.
382,099. Hose Nozzle. I. W. McCaffey, Chicago, Ill.
382,138. Wrench. J. H. Coes and F. L. Coes, Worcester, Mass.
382,194. Lifting Jack. S. Z. Schwenk, Pottstown, Pa.
382,283. Door Check. C. Thomas, Baltimore, Md.

PATENTS ISSUED MAY 2, 1905.

788,575. Nippers, Pliers or Similar Tool. William A. Bernard, New Haven, Conn.
788,599. Nut Cracker. D. L. R. Rochlitz, Hamburg, Germany.
788,600. Hose Coupling. T. C. Rogers, Sistersville, W. Va.
788,603. Shut Off and Carrying Device for Hose. G. D. Rowell, Appleton, Wis.
788,604. Bench Vise. R. J. Schlosser, Warren, Pa.
788,642. Cover for Tea Kettles. H. L. Happer, Minneapolis Minn.
788,680. Popcorn Popper. J. Spray, Bloomingdale, Ind.
788,697. Shield for Sad Irons. C. A. Barrow, Chicago, Ill.

IDOL FACTORY IN NEW YORK.

Though idols are not generally used in this country, New York City is yet the principal manufacturing centre of the world of these curiously wrought and fashioned gods. The supply is amazingly large and varied.

The largest idol factory has its main office in East Ninety-sixth Street, but the manufacture of idols is carried on in several different parts of the city. The plaster department is in East Twenty-third Street, near the ferry slip; the aluminum department is in the metal-spinners' district in Grand Street, and the papier mache work is done in Eighth Avenue. An artist is employed in the house to supply new and attractive designs for idols.

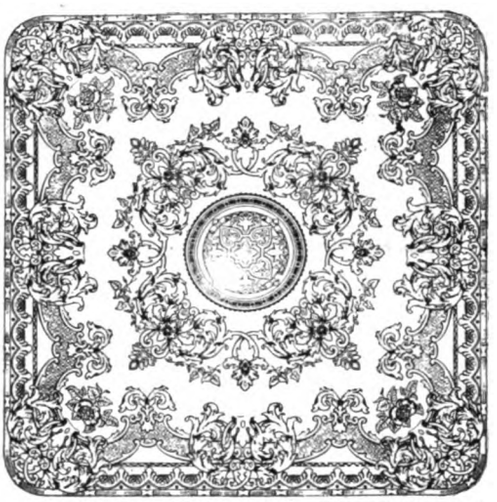
Every idol sent to India, China and Japan, for instance, is made strictly in accord with the figures that belong to the religions of these people. When an aluminum idol, for example, has been completed and is placed beside a bronze and bejeweled Buddha original it requires an expert in metals to discern the difference between the original and the copy. At one time a firm in Glasgow, Scotland, had some small traffic in idols, but it has been found that the American manufacturer of idols can supply the god at a price so much lower that it is not worth the Scotchman's while to make images.

There are more idols shipped to India than to any other country, because in India to-day there is a greater demand for gods than in Japan and China. In every home there is a favorite god; if the family is one of moderate circumstances each member of the family has his little god, and when the god is made of plaster there are many broken and these are immediately replaced. Thus the trade in idols is ever flourishing.

However, no matter how many idols are turned out at the factory per day, there are three figures that are never made there. These are the figures belonging to the Trinity. Never are these figures made in other metal than bronze, and that in India, for so sacred are they to the people that foreign workmanship defiles and insults each. But without these three figures there are so many wonderful, big, queer-looking dolls in this factory's different departments that one believes himself to be in a waxworks rather than an idol factory. That such a vast number of idols as line the shelves around the rooms can be made, shipped and sold to foreign countries is almost beyond belief. The average shipment of idols to various countries is from three to nine hundred figures a month.—*China, Glass & Pottery Review.*

COOPER & McKEE'S STOVE BOARDS.

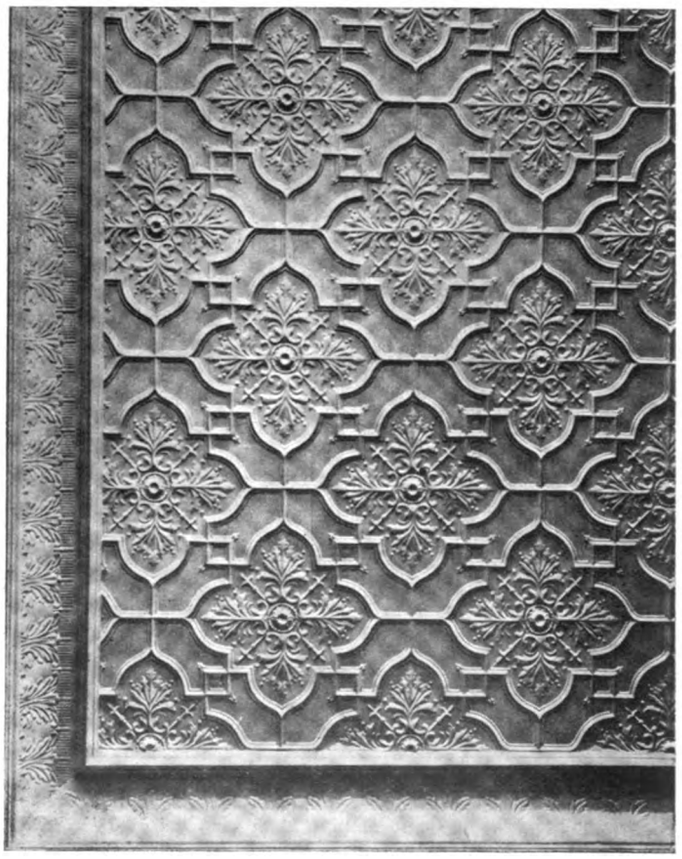
Cooper & McKee, 113 to 119 Lorimer Street, Brooklyn, N. Y., are preparing for next Winter's trade already by taking time by the forelock and making up a stock of stoveboards in ample season for early deliveries. They are manufacturing for 1905 a



full assortment of Zinc embossed, paper lined: Tin embossed or crystalized, wood lined or paper lined in all their handsome patterns, one of which is illustrated herewith. Send for their new catalogue for 1905.

ARTISTIC METAL CEILING AND WALLS.

Northrop, Coburn & Dodge Co., 40 Cherry Street, New York, are the manufacturers of the fine, artistic, high-grade Metal Ceilings and Walls suitable for all classes of buildings, and indicated by the design which is shown herewith from their new Catalogue No. 8. They state in this connection that "they would be pleased to advise you regarding the pattern best adapted for your ceilings or the cost of the same when a diagram of the room is



ARTISTIC METAL CEILING.

sent, showing its size at ceiling line, mentioning its use, height and size of cornice desired, also size and location of girders, if any. When these particulars are received, a blue print copy of the ceiling plan will be sent the customer, showing the arrangement of the pattern, the spacing of furring strips, sections of cornice and list of items for each room." The ceilings have all the improvements in construction and refinement of design that long experience has proven desirable. The design we illustrate is their No. 233,

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THE HOT SPRINGS CONVENTIONS

Arrangements are being rapidly perfected for the joint conventions of the Southern Hardware Jobbers' Association and the American Hardware Manufacturers' Association, which will be held at Hot Springs, Va., on the 6th to 9th of June. Secretary-Treasurer C. B. Carter of Knoxville, Tenn., advises that hotel reservations have already been made for upwards of 500 and that he estimates the additional reservations—including those who will go without making reservations in advance—will bring the total attendance up to at least 700, this of course including the jobbers, manufacturers, their traveling men and the ladies. There will be a larger representation of the fair sex than at any previous convention. When one considers the attractions and beauties of Hot Springs, Va., the comfort and conveniences of the Homestead Hotel and the unexcelled cuisine arrangements and elaborate variety of table fare, is it to be wondered why so many are going to the convention this year? The most hospitable reception and treatment accorded the manufacturers, their traveling men and their ladies, by the members of the Southern Hardware Jobbers' Association, would almost insure the attendance of as many as do now attend, were the convention called to meet in some uninhabited island in mid-ocean or even in some of our native or foreign deserts. Therefore, how very much more attractive is an attendance at the conventions when they are held in such ideal locations and under such favorable auspices as Hot Springs, Va., and the Homestead Hotel.

A partial outline of the programme of the convention has been announced, a copy of which is given herewith. Inasmuch as the jobbers' part of the programme could not be completed until the manufacturers had made their arrangements, there will be a little longer delay than usual in getting the official programme printed, however, they will be issued in ample time.

The railroads have granted a rate of one fare for the round trip from all points south of the Ohio and east of the Mississippi Rivers. From all other sections, the rate will be one and one-third fare for the round trip upon the certificate plan reduction.

Those who are going to attend the conventions and who have not already notified Secretary C. B. Carter, should do so at once, in order that their names may be placed in the Attendance Book and proper badges provided. This date is also desired in order that special Pullman cars may be provided at convenient points.

PROGRAMME.

Morning Session.

TUESDAY, JUNE 6, 1905, 9.30 A. M.

Executive—for Jobbers only, in the Breakfast Room of the New Homestead Hotel.
Reading of Minutes of 1904 Convention.
Annual report of the President.
Report of the Secretary-Treasurer.
Report of Transportation Committee.
Report of Press Committee.
Report of Grievance Committee.
Report of Manufacturers' Committee.
Report of Membership Committee.
Report of Supply Committee.
Report of Metal Committee.
Report of Special Committee.
Report of Executive Committee.
Read by O. B. Barker, Lynchburg, Va.
Appointment of Special Committees.
Communications.
Miscellaneous Business.
Discussion of Executive Committee's report. Each speaker limited to five minutes.
Opening of Question Box.
General Discussion.

10.00 A. M.

Meeting of the Executive Committee of the American Hardware Manufacturers' Association.

TUESDAY AFTERNOON SESSION.

Convention Hall—New Homestead Ball Room.

Delegates and visitors will please assemble promptly at 2:30 P. M. The manufacturers, their representatives and the ladies are cordially invited to this session. Meeting called to order by the President of the American Hardware Manufacturers' Association.
Prayer—Rev. Dr. J. S. Scott, Hot Springs, Va.
Roll Call.
Chorus—"America."
Address of Welcome by the President—W. M. Crumley.
"Welcome to Hot Springs"—J. T. McAllister, Hot Springs.
Response—By a member of the American Hardware Manufacturers' Association.
Address of Welcome to the Manufacturers—By a member of the Southern Hardware Jobbers' Association.
Response—By a member of the American Hardware Manufacturers' Association.
Report of Reception Committee, Irby Bennett, Chairman.
Introduction of New Members, Visitors and Guests.
Impromptu Addresses.
Informal Reception of Manufacturers, Jobbers and their Representatives. (During this reception each person is requested to register in the Association's Official Register, at which time the Sergeant-at-Arms will distribute, one to each person, the badge for those in attendance at the Convention.)

TUESDAY EVENING.

Entertainment Features to be supplied by Reception Committee.

WEDNESDAY MORNING SESSION.

Executive—For Jobbers Only.

Breakfast Room of the New Homestead, 9:30 A. M.
Restricted Prices—W. W. Webber, Webber-Ayers Hardware Company, Fort Smith, Ark.
Open Discussion. Each speaker limited to five minutes.
"Increasing Expenses vs. Decreasing Profits."—R. M. Dudley.
Open Discussion. Each speaker limited to five minutes.
Opening of Question Box.
General Discussion.

EXECUTIVE SESSION MANUFACTURERS.

10.00 A. M.

(Strictly executive, and open only to members of the American Hardware Manufacturers' Association and their accredited representatives.)
Reports of Committees and Discussions.

WEDNESDAY AFTERNOON SESSION.

Joint Session of Jobbers, Manufacturers and their Representatives, the Southern Hardware Jobbers' Association being the guests of the American Hardware Manufacturers' Association.
Convention Hall, New Homestead, Ball Room, at 2:30 P. M.
"Freight Matters of Interest to Manufacturers and Jobbers."—E. B. Pike, Pike Manufacturing Co., Pike, N. H.
Open Discussion. Each speaker limited to five minutes.
"Restricted Prices."
General Discussion—By both Manufacturers and Jobbers.

WEDNESDAY EVENING.

Entertainment Features to be supplied by Reception Committee.

THURSDAY MORNING SESSION.

Executive—For Jobbers Only.

Breakfast Room of the New Homestead Hotel, 9:30 A. M.
Discussion on Committee Reports.
"How to Enforce Uniform Terms."
Discussion opened by a member of the Southern Hardware Jobbers' Association.
Open Discussion. Each speaker limited to five minutes.
Mutual Fire Insurance in the Southern Hardware Jobbers' Association.
Open Discussion. Each speaker limited to five minutes.
Opening of Question Box.
General Discussion.

EXECUTIVE SESSION MANUFACTURERS.

10.00 A. M.

(Strictly executive, and open only to accredited members of the American Hardware Manufacturers' Association and their direct representatives.)
Communications.
Unfinished Business.
New Business.
Adjournment.

THURSDAY AFTERNOON SESSION.

General Session.

Convention Hall, Ball Room, New Homestead Hotel, at 2:30 P. M.
"Where Are We At?"—W. P. Smith, of Mead & Smith, Rogersville, Tenn.
"Advantages and Opportunities Afforded by the South for Manufacturing."
Discussion opened by Harry Wise, "Tradesman," Chattanooga, Tenn.

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"Observation of a Traveling Salesman."—By a representative.
Opening of Question Box.
General Discussion.

THURSDAY EVENING.

Entertainment Features to be supplied by Reception Committee.

FRIDAY MORNING SESSION.

EXECUTIVE—For Jobbers Only.

Breakfast Room of the New Homestead Hotel, 9:30 A. M.
Miscellaneous Business.
General Discussion.
Report of Special Committees.
Election of Officers.

FRIDAY AFTERNOON AND EVENING.

Entertainment Features to be supplied by Reception Committee.

THEY DID IT IN ONE DAY.

Quite a novelty in stock taking was introduced by the King Hardware Company, at Atlanta, Ga.—the parent house. This is the only house in the South carrying the immense stock that the King people do that have ever adopted this feature. They call in all traveling men, close the doors and everybody gets down to toil, and in one day's work a perfect inventory has been made of the entire stock. Just twelve months ago the King people inaugurated this system, and it proved so satisfactory that they again used it this year, only adding a few extras, such as having a regular banquet dinner served right in the store for over fifty employees.

This is quite an original feature introduced by an "up-to-date," progressive business house, and is but one of the many things that plainly demonstrate progression and business strides fairly up, and even ahead, of twentieth century methods, but that is the only way the King Hardware Company are now content to do business. They are determined to be thoroughly metropolitan every day in the year. That is what the public wants, and that is just what the public will get if they do business with these people.

BUILDING BOOMS IN MANY CITIES.

Tabulated statistics in the American *Contractor* reveal that despite the fact that last year was considered exceptional in the increase of building operations in the United States, official reports for March, 1905, show an enormous volume of business in nearly every section of the country.

In comparative figures the following table shows the value of building operations for the same period of this and last year:

	March, 1905, Cost,	March, 1904, Cost,	P. C. Gain	P. C. Loss
Buffalo, N. Y.	$ 422,683	$ 564,271	—	25
Chicago	6,116,655	2,037,830	200	—
Cleveland, Ohio	858,065	501,365	71	—
Cincinnati, Ohio	1,274,225	752,340	69	—
Columbus, Ohio	484,010	242,835	99	—
Dallas, Texas	400,812	172,810	132	—
Denver, Col.	737,070	382,445	92	—
Harrisburg, Pa.	419,160	143,790	191	—
Hartford, Conn.	256,700	139,745	83	—
Indianapolis, Ind.	737,446	433,913	70	—
Milwaukee, Wis.	917,530	353,480	159	—
New Haven, Conn.	92,175	64,145	43	—
Newark, N. J.	711,446	622,556	14	—
New Orleans, La.	418,612	373,000	12	—
New York:				
Manhattan	12,374,425	8,180,330	51	—
Alterations	1,653,865	1,040,557	—	—
Brooklyn	5,841,245	3,772,265	55	—
Bronx	3,090,450	1,578,230	96	—
Alterations	61,875	71,000	—	—
Omaha, Neb.	419,840	159,785	270	—
Philadelphia, Pa.	6,147,750	3,704,300	66	—
Pittsburgh, Pa.	1,429,258	468,238	205	—
Rochester, N. Y.	706,612	95,460	640	—
San Antonio, Texas	68,130	81,175	—	19
St. Louis, Mo.	3,912,416	1,617,809	58	—
St. Paul, Minn.	332,820	230,360	49	—
Scranton, Pa.	109,118	94,737	15	—
Seattle, Wash.	771,184	712,374	4	—
Salt Lake, Utah	99,160	130,075	—	34
Superior, Wis.	15,550	2,000	667	—
Topeka, Kan.	98,930	61,138	62	—
Toledo, Ohio	1,207,101	107,313	1,252	—
Terre Haute, Ind.	136,040	92,250	217	—
Tacoma, Wash.	214,700	92,950	163	—
Washington, D. C.	1,879,799	978,048	92	—

BUILDING PROSPECTS OF 1905.

All signs have favored the expectation that the present year will witness great if not record-breaking activity in building construction. Special reports to Bradstreet's from 108 cities and towns of varying size in the United States point to an expenditure for new buildings, whether State, municipal or private, during the year 1905, aggregating $455,000,000, a gain of 15.7 per cent. over the, as near as can be ascertained, actual value of the buildings erected, repaired or enlarged during 1904 at the identical cities.

It might be observed that the greatest expansion shown is that reported in the West. The gain there indicated is 24 per cent., as against a gain of 17 per cent. in the Southern States, 11 per cent. in the Middle Atlantic States and 9 per cent. in New England. The immense expenditure here indicated may be variously regarded. If, for instance, the grand aggregate at 108 cities is to be taken to indicate a country-wide development, some interesting reflections on the total probable expenditure this year for building are possible. If the aggregate of $455,000,000 is taken to cover, say, three-fourths of the country's total expenditure, a grand aggregate of about $600,000,000 for building is here foreshadowed. A fair estimate of the cost of an average building is probably 40 per cent. for material and 60 per cent. for labor; but if half is allowed to each of these items, a total of $300,000,000 for material, such as lumber, brick, stone, iron, Hardware and paint, is possible, and a like sum must be credited to labor.—*Bradstreet's.*

VENTILATION.

Ventilation, says Robert Bennett in the *Canadian Architect,* is a term applied to the method by which a due supply of fresh air is maintained in buildings and other confined places. The word was invented about 200 years ago by Dr. Desaguliers, a well-known scientific man of that time, who devoted a great deal of time and money and skill toward improving the sanitary conditions of buildings, which at that time were considered very bad. He invented a "fanning wheel," or, in other words, an "air propellor," which was worked by manual power, and the man who worked it was called the "ventilator." The word has since been divorced from its original meaning, and is now used to signify an opening in a building through which air may, or may not, pass, according to circumstances.

Everybody knows that a fresh supply of air is necessary for all living things, even for plants and vegetation. To cover the head with a cloth for a short time produces a sense of oppression, and on its removal a feeling of relief is experienced. The heat of the person's breath causes oppression. People often say of a crowded building "it is too hot," whereas the discomfort is caused chiefly from the impurity of the atmosphere.

Dwelling houses, too, suffer from lack of proper ventilation. It has often been remarked that we are apt to prize but lightly what we possess in abundance, and it is a fact that cannot be denied that the two most important foods on which human life depends—viz., pure air and pure water, are by the great majority of us least esteemed. These two foods, more especially the former, are so abundant that we need pay very little attention to obtain them. We should recognize the importance then of supplying every building and habitual dwelling with proper ventilation. In thousands of houses in our great cities the most elementary principles of ventilation are systematically ignored.

People who would take the greatest care not to drink polluted water are yet careless of breathing impure air, and seem to forget that one may be quite as dangerous as the other—personally I am of the opinion that impure air is really more dangerous than impure water, since the air is taken directly into the lungs and comes in contact with the blood more speedily than water which enters the stomach. I do not propose to write with medical authority at all, but simply from a little observation of my own. I believe that ventilation is an exact science, admitting of exact results, and everybody should be induced to believe the fact that bad air is detrimental to health.

Negligence—Accident—Machinery.

The Supreme Court of Indiana held, in the recent case of The Buchner Chair Company vs. Feulner, that the mere fact that the plaintiff, a boy fifteen years old, continued to operate an ungarded piece of machinery in the manner he had been instructed to use it, and that such use obviously threatened an injury which could yet be avoided by care, and finally resulted in injury to him from his sleeve catching in the machinery, did not establish contributory negligence on his part as matter of law.

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SAFETY RAZOR DISPLAY CASES FREE.

Kampfe Bros., 8 Reade Street, New York, by their recent proposition give a fine opportunity to their customers to obtain one of these following beautiful Show Cases, free of all charge for the same, by following the plan of ordering a limited assortment of Kampfe's "Star" Safety Razors and Supplies. The first assortment, "A," is comprised in the following:

6 only—No. 1 Star Safety Razors, complete.
3 " No. 2 Star Safety Razor Blades.
2 " No. 3 Stropping Machines.
2 " No. 25 Star Stroppers.
2 " No. 26B Diagonal Strops.
1 " No. 4 Jewel Case, one blade.
1 " No. 5 Star Case, two blades.
1 " No. 6 Star Case, three blades.
1 " No. 7 Star Case, four blades.
1 " No. 9 Traveling Case, two blades.
1 " No. 24 Combination Outfit.
2 Tin Signs, 1 Counter Mat and Catalogues.



DISPLAY CASE, ASSORTMENT "A."

and Show Case free. The second assortment, "B," gives a much more elaborate display, and a much larger case. The assortment of goods displayed gives an idea of the entire line and fa



DISPLAY CASE, ASSORTMENT "B."

cilitates sales immensely. This display assortment consists of the following items:

12 only No. 1 Star Safety Razors.
6 " " 2 Star Safety Razor Blades.
6 " " 3 Stropping Machines.
2 " " 4 Jewel Case.
3 " " 5 Star Case, two blades.
2 " " 6 Star Case, three blades.
1 " " 7 Star Case, four blades.
1 " " 9 Traveling Case.
1 " " 10 Dandy Case, three blades.
1 " " 12 Favorite Case.
1 " " 15 Small Outfit, two blades.
1 " " 17 Small Outfit, seven blades.
1 " " 21 Army Outfit, four blades.
2 " " 24 Combination Sets.
3 " " 25 Star Stroppers.
6 " " 26B Diagonal Strops.
2 " " 40/2 Tourist Case.
2 " Signs.
2 " Mats.
50 " Catalogues, and Show Case, free.

GINGER TALKS OF A SALES MANAGER TO HIS MEN.

The chief quality of a successful salesman is earnestness. The reason you are not selling more goods to merchants is that you haven't all sold yourselves yet. You've got to believe in your product yourself before you can make anyone else believe in it. It's no use to try to start a flame of enthusiasm in somebody else if your own mind is full of icy doubts.

Why did that man over on the avenue turn you down yesterday morning? Because he could tell by the look in your eye that you half expected him to do so. And the fellow you called on in the afternoon sized you up in the same way. You didn't get anywhere near him. He listened to what you said—but it was with a cold and fishy eye. True, he nodded his head in assent as you talked—but two minutes after you started his mind was wandering. And when you came to put your finger on him at the end to get the order signed, he was like the Dutchman's famous flea—he wasn't there.

You had lost him. You hadn't impressed him. Why? Because you hadn't been impressed yourself. And he knew it. You couldn't fool him. He didn't feel any electric sparks of enthusiasm jumping the space from your mind to his. Nothing but a live wire could give him a sensation, and you were trying to magnetize him with words of wood.

You put up a smooth-enough line of talk, yes—but there wasn't any conviction back of it. It takes belief, earnestness, enthusiasm, warm human personality, to sell goods. If it didn't we'd discharge all our salesmen and enlist a force of phonographs, or a troop of wooden Indians.

Now here's our word to you: Don't you try to sell any more goods to business men. You go off around a corner somewhere, where you can be alone, and sell yourself a line of the article we make. Think over it's value; realize it; burn it into your mind. Enumerate it's good qualities, one after the other; get a realizing sense of each one. Consider what our product will do for a business man, the money it will make for him, the saving it will effect. Sweep out of your mind, like so many cobwebs, any apologetic feeling regarding it. You are not trying to persuade the business man to waste money. You are not trying to trick or cajole him into doing something that he cannot afford to do. You are selling him something that he needs. You are helping him to increase his profits. You are doing him as great a favor as he does you. Say these things over to yourself. Think them in your heart; realize them—they're all true. Light the flame of your enthusiasm and fan it into a good brisk blaze. Then, when you've sold yourself—when you believe in your own proposition, heart and soul—go back and tackle that same man a second time. Greet him quietly and courteously. Tell him that you don't believe you made your proposition quite clear when you saw him before—and begin again. You are in earnest this time. He'll feel the change. There'll be an atmosphere about you that will carry respect. He'll listen to you. His mind won't wander any more than the mariner's needle wanders from the pole.

Make your arguments actual and personal. Bring them home to him. Stab every point into his mind so that he can't miss it or forget it. Make him feel each one.

There's as much difference between understanding a thing theoretically and having a practical sense of it as there is between a boxer's love-tap and a prize fighter's deadly punch in the solar plexus. And it takes solar plexus punches to sell goods these days. Merchants are hard-headed and thick-skinned, and they're all in training against you salesmen. You can hit as smilingly and as gracefully as you please, but you've got to hit hard to get inside an up-to-date business man's guard.

You haven't half made your point with your man if when you get through he looks upon our product merely as something he would do well to use in his business. Make him feel that he can't get along without it. Make him see that he's losing valuable time and labor in his place of business—that real dollars are slipping through his fingers every day he is without it. Many a man who won't reach out very hard for an extra dollar will grab hold mighty hard of the dollar he already has, and holler murder if anyone tries to take it away from him.

If you can once show a man that he is actually losing money, and that you can stop the loss, you won't need to supply him with any enthusiasm—he will take fire himself like a lace curtain in a gas jet. But you will have to be in earnest in making these facts plain to him. Enthusiasm—conviction—earnestness—these are the qualities that sell goods, and do everything else worth doing. "Nothing great was ever done without enthusiasm."—Worthington C. Holman in System.

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THE STERLING CARPET SWEEPER.

The Streator Metal Stamping Co., Streator, Ill., are placing upon the market an entirely new line of Carpet Sweepers, which are a complete novelty in the line of sweeper construction. Owing to the method of construction, they claim to be able to correct many of the faults contained in sweepers now on the market, and to give many advantages over every other sweeper made. The Sterling Carpet Sweeper here illustrated is made entirely of cold drawn sheet metal which is so formed under dies as to produce the lightest, stiffest and neatest possible form for a carpet sweeper case. The entire top of the case is made of one piece of sheet steel, riveted solid and covered with handsome nickel plated trimmings, displaying no joints. The case is so formed and reinforced as to make it very rigid so that it will withstand any service. The wheels are drawn out of one piece of metal and made so as to run perfectly true. They have a solid center which is heavily nickel plated. It is therefore always clean, having no place for dust or dirt to lodge as in the ordinary cast wheels with arms of other sweepers. The bearings are of the roller type constructed of a sheet steel drawn



FIG. 1. "STERLING" CARPET SWEEPER, MODEL "A."

case enclosing a bronze tube into which are inserted the steel roller pins, is perfectly dust proof and need never be oiled. The broom action is constructed so as to do away entirely with axles passing through the case. The wheels are carried on short studs, which are riveted solid into a flat place which is connected directly to a steel wire spring which gives the spring to the broom action and which also gives the closing spring to the dust pans. Among the improvements is the anti-raveler. This consists of a sheet steel drawn cap which entirely covers the end of the Brush Roller and bearing, completely enclosing all movement of the brush roll at the bearing point, thereby entirely doing away with any motion which will pick up threads and wind them about the axle or bearing. The cap snaps, with light ac-

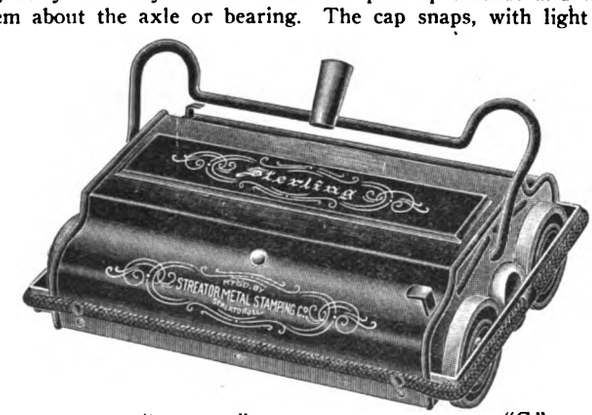


FIG. 2. "STERLING" CARPET SWEEPER, MODEL "C."

tion, between the case and the end band, and is locked securely into the brush opening in end of case, allowing the easy removal of brush, if desired. The Anti-Tipping device prevents all tipping of the sweeper when drawn back quickly, or when sweeper comes in contact with a wrinkle in the carpet. It is constructed by embossing the ends of the case so that when the bail of the sweeper is in sweeping position it frictions against the embossed portion of ends. The protecting band which encircles the sweeper, lies in a groove formed in the side of the case (on which has been granted letters patent), and is held firmly by projections formed in the end band, which insures against its displacement at any time. The band is attached securely to the case, but can be easily removed. It fully protects the furniture from being marred by the sweeper. Figure 1 shows the Sterling, Model "A" which is beautifully finished in high-class colored enamels, handsomely decorated in gold with heavily nickel-plated trimmings, including wheels. It contains all improvements, such as roller bearing, broom action (doing away with axles through case), anti-raveler, anti-tipping device, and other improvements. Figure 2 shows the Sterling, Model "C" which is claimed to be the very best that can be produced for the price asked, the sweeping qualities being equal to the very best sweepers made. It is nicely finished in colored enamels and decorated in gold, with fine nickel-plated bail and trimmings. It contains the special features such as anti-tipping device, solid steel wheels with parallel bearings and several other important

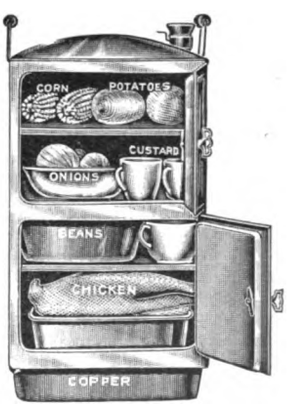


FIG. 3. DISPLAY STAND, NO. 4.

improvements new in sweeper construction. Figure 3 shows the display stand No. 4. This stand is made entirely of steel nicely finished in black Japan, with a handsome nickel-plated sign hanging in a frame over sweepers. It will hold four sweepers, is self-supporting and requires but little space. When requested, the manufacturers will include this stand gratis with the first order for one dozen Sterling Sweepers assorted, but to be shipped at one time.

IDEAL SQUARE STEAM COOKER.

The Toledo Cooker Co., Toledo, Ohio, is introducing to the Hardware and House Furnishing Goods trades the Ideal Square Steam Cooker, of which we present an illustration. Economy



IDEAL SQUARE STEAM COOKER.

of space is important in all flats and these difficulties warrant the use of an Ideal Cooker. All kinds of cooking can be accomplished at the same time. It cooks a whole meal over one burner on gasoline, oil, gas or ordinary cook stove, or the partitions can all be removed and used as one large vessel which is a great advantage when a large turkey or ham is to be cooked. The cooker is made of the finest grade of one and two cross charcoal tin plate, with drawn seamless copper bottom. It is provided with a whistle which obviates entirely the necessity of watching it to see that the water does not run low. It has a pressed seamless dome top so constructed that the condensed steam will immediately run to the sides and down the bottom into the water. By sending for their latest catalogue you will find a large variety is made in shapes and sizes to supply every want.

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AMERICAN WOMEN INVENTORS.

The American woman has done much in the way of invention and has shown her ingenuity in a thousand ways, as the records of the United States Patent Office show. The hospital bed and the reaping machine are the better for her work, and the question of irrigation, as applied to the great plains of the West, is of no less interest to her than the hygienic feeding bottle. Up to ten years ago it was the exception to find a woman's name in the patent books, and previous to that time the few patents applied for by women were, in some degree, expressions of vanity.

The first patent granted to a woman in America was dated in 1809 and was for a process of weaving straw. It was issued in the name of Mary Keis, but whether it was ever put upon the market or was otherwise used is not known. Six years later came Mary Brush with an application for a patent for a corset, and the application was granted. It may be added that there has been no one article so often patented by women as the corset, although the number has been somewhat lessened since the "straight front" came in.

After these first small efforts the American woman developed a wider interest in life and matters of fashion gave way to diet, and patents were issued to women for baking powders, ice-cream freezers and cooking utensils. With the success of these first patents women were encouraged and patents were taken out for rocking chairs, hospital bandages, for reaping and mowing machines, for conveyors of smoke and cinders, for dam and reservoir construction, for safety pins and hammocks.

The most important and profitable patents that have been issued to women were not intended to reform the human race or make either great fortune or fame, but were the outgrowth of need and experience and ability to cope with it. The woman clerk in the New York store who invented a profitable delivery system had felt the need of one, and knew all the practical details. That is why the invention was a success and why she made a fortune. The same is true of the woman who invented the flat-bottomed paper bag that is now used almost exclusively in American stores.

Most of the patents haven't cost overmuch capital, brain or time. They just make one little detail in life run smoother and are consequently of value. Of such conveniences may be mentioned glove buttoners, waist supporters and perforated hat-bands. But it is not only the housewife and the clerk in the store who has shown inventive ability. In many factories, if a woman has an idea in the way of an invention that will improve the work or lessen the cost of production, she will receive royalties for the use of her patent.

A large number of the most profitable inventions that have been put on the market in recent years have been patented by women, not women of great genius and wide scientific knowledge, but mainly clever working girls or women who are employed in stores or shops or are interested in agriculture. Each profession in which women have succeeded has brought to light a score of inventions to lessen labor and increase profits. Women school teachers have invented blackboards, erasers, desks, chairs, book-rests, school-bags and the like; women nurses and physicians have patented folding tents, hospital beds, facilities for improved sanitation and all manner of conveniences for invalids, and busy housewives have designed washing and ironing conveniences, fire-kindling compositions, butter workers and knives and forks and spoons for swift, easy work, besides measuring cups, churns and apple parers.

It is easy to discover the reason why an American woman should invent dress systems, improved methods of cutting patterns, helps in housefurnishings, novelties in the finishing of gowns and the dressing of hair, but it is likely to astonish even those who know her well to learn that the American woman has patented a complicated combination lock, a hammer-guard for firearms, a system of barrel-topping, a street-cleaning truck and various machines used in mining. But all these things have been invented by her and the story is found in the records of the American Patent Office where it may be read of all men.—*American Exporter.*

SIMMONS HARDWARE COMPANY.

Organizes Loan Association for Operatives From Which They May Borrow When in Need.

To protect its employes from money lenders, the Simmons Hardware Company has established a loan association through which the employes, who are members, may borrow funds at a low rate of interest. They also may deposit their savings with the association and receive 6 per cent. interest.

After the association was started by George W. Simmons, general manager of the company, it was turned over to the employes who elected officers and a Board of Directors. None of the officers of the Hardware company is now connected with the organization, except that the company stands responsible for the association.

"Because our company has shown itself ready at all times to protect its employes from money lenders," said Mr. Simmons, "they refuse to make loans to those employed by our company.

"By our action we have saved many of our men from financial, and, in some cases, consequent moral ruin. The association as now conducted by the employes was organized under the direction of Mr. Haslam, our counsel.

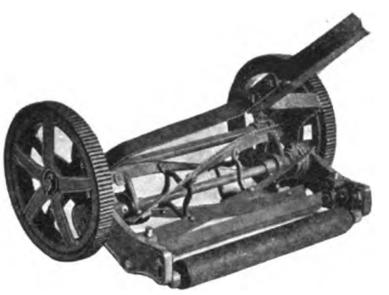
"Employes may become members by depositing a small amount each month. The money deposited will draw 6 per cent. interest, with the company's guarantee. Members have the privilege of borrowing from the association at a low rate of interest. Members may withdraw their savings at any time with due notice.

"While the company is ready to do what it can to promote interest in the organization, it lets the employes act entirely free in the matter and manage the association in their own way."

At present the association has more than 100 members and a considerable amount in its treasury.

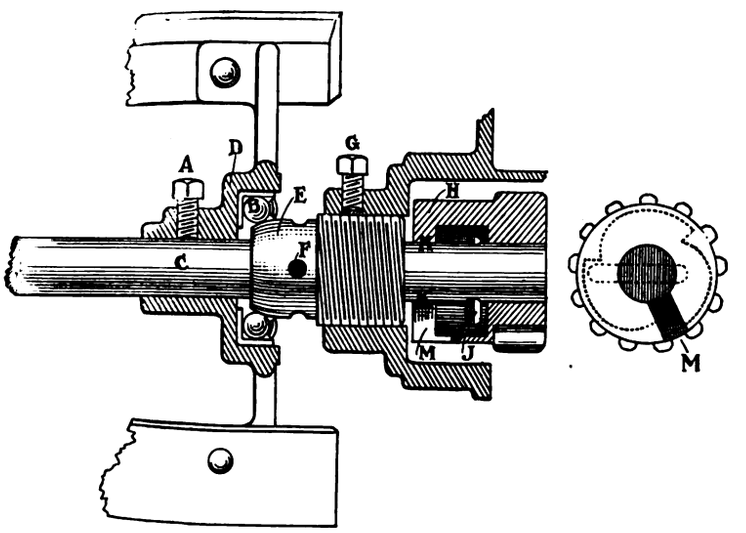
GLOBE LAWN MOWER & MFG. CO.

The Globe Lawn Mower & Mfg. Co., of Reading, Pa., are manufacturing an improved lawn mower having certain distinctive improvements not to be found in any other lawn mower on



GLOBE LAWN MOWER.

the market. Among these is an improved pinion clutch, cone and handle bar fastening, for which patents are pending. A patented improved cutter bar adjustment is the main feature in their lawn mower, whereby the cutter bar can be adjusted to the reel blades by a differential screw device, so simple that any person can adjust the same with very little trouble. The pinion is acknowledged by experts as being another great improvement. The cut above shows a double bearing pinion clutch H, and the adjustable case hardened ball point steel cones (E) and the steel balls (B). By the use of the ball point cones in the Globe machines, whether the side frames be in perfect align or not, the cones will always have a perfect bearing, because the ball point gives a perfect bearing to the balls, as they must ride in a circle as on a sphere, while on a flat or concave surface the cones not being in perfect alignment the balls would naturally ride on an ellipse instead of a true circle, and thus cause increased friction. The handle bar cross piece fastener of this machine is certainly a great improvement over the old-style tenon, which is generally inserted in cross piece. The fasteners are so arranged that the cross piece and handle bar are rigidly held in position and can be very easily tightened in the event of their becoming loose. This fastening arrangement is very simple, ornamental and durable.



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JAP-A-LAC

REGISTERED TRADE MARK

"WEARS LIKE IRON"

"THE JAP-A-LAC HUSBAND

WILL HAVE A STRING AROUND HIS FINGER THIS SPRING—YOU TAKE IT OFF."

A FEW POINTS WORTH REMEMBERING

We have told you a good many things about JAP-A-LAC, and trust you have very carefully digested what we have said.

We want particularly to impress upon you the profit producing possibilities of this commodity, and wish to point out in a few words why JAP-A-LAC is a more profitable article than any other similar commodity on the market.

JAP-A-LAC is the original advertised colored varnish. It made its appearance about five years ago, and, realizing its merit, we commenced advertising it at once. We know there is nothing equal to it in merit, and the advertising we have given JAP-A-LAC during the last five years has placed it before the American people in the strongest possible way.

Millions of people throughout the country use JAP-A-LAC, and there are a great many more who would use it, if they could get it in their local stores. We have new calls direct from consumers every day, and they are constantly increasing in number.

JAP-A-LAC has back of it over $100,000 in advertising, and we are spending $60,000 during the Spring months. This amount of money, taken in connection with what has already been spent, is sure to put JAP-A-LAC on a different plane from anything else.

If you are handling some other colored varnish, don't hesitate to put in JAP-A-LAC. You will sell JAP-A-LAC anyway, and also sell more of your other goods. Every customer who comes into your store for JAP-A-LAC is a possible buyer of something you handle, and customers are the life of your business.

If you take hold of JAP-A-LAC in the proper way, you can use it for obtaining new customers. The JAP-A-LAC dealers look upon it as a customer getter; it is. Every customer we send into your store for JAP-A-LAC may pay you a great many dollars in profit during the term of his business relation with you.

It is up to you to use our advertising if you want its benefits. Don't forget JAP-A-LAC *spells profit.*

The money which we spend in advertising is spent for the dealer. Did you ever think of it in this light?

THE GLIDDEN VARNISH COMPANY,

MAKERS OF HIGH-GRADE VARNISHES FOR ALL PURPOSES

ADDRESS: 641 WILLIAMSON BUILDING,

CLEVELAND, OHIO

JOSEPH BRECK & SONS NEW CATALOGUE.

Joseph Breck & Sons, 47 to 54 North Market Street, Boston, Mass., have recently issued the fourth edition of their illustrated catalogue of Agricultural Implements, Machines, Hardware and Wooden Ware. The catalogue is a pretentious one, covering 368 pages 8x11 inches, and embracing a wide assortment of goods suitable to the complete stock carried by them, and with which they are thoroughly identified. The index alone fills 28 columns. The business has been established ever since 1822 with warerooms and store houses which cover at this time nearly four acres of floor space. The seed part of their business is described in a separate catalogue.

TRADE SCHOOLS THE POOR BOY'S COLLEGE.

No one will deny the importance, says the Gloucester (Mass.) *Times,* of properly conducted trade schools, schools that will take their raw material of greenhorns of sufficient natural intelligence and turn out as a finished product capable, skilled workmen. It is the crying need of the industrial world everywhere to-day. The practical education gained in a trade school is an asset that will show tangible results as long as its possessor has his allotted years of active usefulness. The average college graduate, unless he has fitted for some special line of educational endeavor, is hardly more than a $5 a week man during the period of his novitiate in the commercial or industrial world. His fellow worker, to whom a college education is a closed book, is his equal, if not superior, as a wage earner. Could the college man also go to a trade school, he would speedily find himself splendidly equipped to take up his life work in the ranks of skilled labor. The trade school is the poor boy's college.

✤

Instead of tightening a belt by cutting out a piece certain up to date shops now apply a belt which is originally a foot or 15 inches too short and insert in the gap a short section of the same width. In the toolroom are kept a variety of lengths of each width of belt used in the shop, and when a belt becomes slack a shorter fill-in piece is substituted, this being repeated as often as may be necessary. The removed sections may be used in other belts.

WOMEN IN INDUSTRY HERE AND IN ENGLAND; MAKING CORES AND CHAINS AND WORKING AT THE LATHE.

In addition to the lighter forms of industrial work in which the employment of women is an established custom, they are now becoming associated with more exacting occupations. At a brass factory in Detroit they are reported to have made a success of the lighter kinds of drilling, the adjusting of washers and screws on various devices. The shaping from loose sand of cores for hollow brass tubes and other processes requiring quickness rather than strength. Their regularity of attendance as compared with that of young men formerly engaged on the same work has led to their receiving in some cases higher wages.

At Cradley Heath, near Birmingham, England, women make the lighter descriptions of chains, working in some instances by the day and in others by the piece. Some are even independent makers, renting their workshops and selling the chains to dealers, who in some cases have provided the stock. The labor involved has been described as not as much as an old-fashioned washing board involves.

According to the Hardwareman, of Birmingham, the increased use of automatic machinery and the standardization of patterns, have simplified the details of bicycle making to such an extent that much of the skilled labor formerly employed is dispensed with by Coventry makers. Girls earning 15 shillings ($3.75) a week are working at small capstan lathes and doing quite as good work as men at double the wages. Price cutting in the manufactured article has necessitated economies in the cost of production.

✤

Under date of February 9, 1905, United States Consul-General W. R. Holloway, Halifax, Nova Scotia, reports: It is stated that Mr. Church and Charles Cleveland of Chester, Nova Scotia, have discovered the long lost and much sought for process of hardening copper. A sample of their hardened copper has been received here which seems to be as hard as steel, a penknife failing to make any impression on it.

Suspicious.

The Friend—So this is one of your jokes. Ha! ha! ha!

The Humorist—Well, what are you laughing at? Isn't it a good one?—*Brooklyn Life.*

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REVIEW OF THE MARKETS.

WIRE NAILS: There is only a moderate demand on the mills from business for immediate wants, the jobbers having been largely supplied for this season of the year, by orders already on the books that are being drawn upon. If trade were less active we should hear of a greater degree of price cutting than now prevails. The official quotations are as follows: f.o.b. Pittsburgh, 60 days or 2 per cent. discount for cash in ten days:

Carload lots to jobbers.....$1.80
Carload lots to retailers..... 1.85

New York. There is a fair demand from the outlying territory, who get their supplies of the city. The market is firm, and quotations are as follows:

Single carloads $1.99
Small lots from store..... 2.05

CUT NAILS: At the last meeting of the Cut Nail Association, the prices were reaffirmed for the month of May, although the irregular prices that obtained during the past month it was hoped, would be eliminated when the fullness of the demand was reached. Quotations are as follows:

Carload lots $1.80
Less than carload lots to jobbers..... 1.85
Less than carload lots to retailers..... 1.95

f.o.b. Pittsburgh. Iron Cut Nails for delivery at Pittsburgh, Buffalo and all points west of these cities 10 cents advance per keg on Steel Cut Nails.

New York. At the recent meeting of the Cut Nail Association, it was urged that on account of the small amount of Cut Nails to be had in the markets, jobbers and others should refrain from selling at less than association prices. It was hoped to have a good effect. New York quotations are as follows:

Carload on dock $1.94
Less than Carloads on dock..... 1.99
Small lots from store.....$2.00 to 2.05

BARB WIRE: There is a less busy demand for Barb Wire all along the line, especially among the farmers who are kept so busy preparing for Spring activity they have devoted but little time to fence building. Quotations remain the same, as follows: f.o.b. Pittsburgh, 60 days or 2 per cent. discount for cash in ten days:

	Painted.	Galv.
Jobbers carload lots	$1.95	$2.25
Retailers carload lots	2.00	2.30
Retailers less than carload lots	2.10	2.40

SMOOTH FENCE WIRE: There is still considerable activity among the jobbers while the mills are busy enough in supplying on contracts. The condition of affairs will prevail for some time to come. Quotations are as follows: f.o.b. Pittsburgh, 60 days or 2 per cent. discount for cash in 10 days:

Jobbers, carload lots.....$1.65
Retailers, carload lots..... 1.70

The above prices are for base numbers, 6 to 9. The other numbers of plain and galvanized wire take the usual advances.

COVERT MFG. COMPANY: We give below the latest revised discounts made by the Covert Mfg. Company, Troy, N. Y., on the extensive line of Snaps, Chains, Halters, Ties, Etc., which form their entire production:

Derby Open Eye Snaps	30 and 2%
Derby Swivel Snaps	45%
Yankee Snaps	30 and 2%
Derby Snaps	30 and 2%
Jockey Snaps	35%
Covert Patent Snaps	45%
Trojan Snaps	40%
High Grade Snaps	45%
Baby or Bag Snaps	30 and 2%
Trojan Open Eye and No. 44, 46, 48 Snaps	45%
No. 5 Giant Open Eye Snaps	45%
Yankee, Open Eye Snaps and Derby Trace Carrier	30 and 2%
Snaps and Thimbles, also Thimbles	45%
Yankee Round Eye Chain Snaps	30 and 2%
Covert Round Eye Chain Snaps	40%
Yankee Round Eye and Loose Swivel Snaps	30 and 2%
Covert Round Eye Swivel Snaps	45%
Yankee Martingale Snaps	30 and 2%
Yankee Double Snaps	30 and 2%
Derby Bit Snaps	45%
Covert Double Bolt and Steel Spring Snaps	45%
Yankee Roller Snaps	30 and 2%
High Grade Roller Snaps	45%
Rope Snaps	35 and 5%
Yankee Breeching Snaps and Trace Snaps	30 and 2%
Breast Strap Buckle Snaps	17½%
Bull Snaps	45%
Yankee Center Breast Chain Snaps	30 and 2%
Breast Strap Protectors	45%
Bailing Irons	45%
Hitching Weights	35 and 5%
Hitching Posts	30 and 2%
Rod Post Hitchers	35 and 5%
Stall Hitchers	30 and 2%
Breech End Irons	45%
Swivel Cock Eyes	45%
Picket Pins	45%
Strap Eyes	45%
Rubber Interfering Boots	35 and 5%
Safety Gate Hooks	35 and 5%
Steel Carriage Jacks	45%
Steel Wagon Jacks	45%
Steel Automobile Jacks	45%
Auto Screw Jacks	30 and 2%
Breast Chain	35 and 5%
Halter Chain	35 and 5%
Heel Chain	35 and 5%
Rein Chain	35 and 5%
Stallion Chain	35 and 5%
Stall Chain	35 and 5%
Cart Breeching Chain	35 and 5%
Breeching Side Chain	35 and 5%
Post Chain	35 and 5%
Jute Halters	50%
Sisal Halters	30 and 10%
Hemp Halters	45%
Cotton Halters	45%
Web Halters	35 and 5%
Jute Hammock Ropes	50%
Sisal Hammock Ropes	30 and 10%
Cotton Horse Ties	45%
Hemp Horse Ties	45%
Jute Horse Ties	50%
Sisal Horse Ties	30 and 10%
Cotton Cattle Leaders	45%
Hemp Cattle Leaders	45%
Jute Cattle Leaders	50%
Sisal Cattle Leaders	30 and 10%

ROPE: The following prices may be said to represent the market:

	Cents per pound.
Pure Manila, 7-16 and larger	12¼ to 12½
No. 2 Manila	10
Pure Sisal, 7-16 and larger	10
No. 2 Sisal, 7-16 and larger	8¼

Less ¼ cent to the large trade.

BINDER TWINE: General market quotations f.o.b. Eastern factories, may be given as follows:

White Sisal (500 feet to the pound)..... 9¾
Standard (500 feet to the pound)..... 9¾
Standard Manila (550 feet to the pound).....10¾
Manila (600 feet to the pound).....11¾
Pure Manila (650 feet to the pound).....12¾
Less than carload lots quarter of a cent extra.

LINSEED OIL: The following quotations are announced on "City" Raw Oil by the Dean Linseed Oil Co.:

In lots of less than 5 barrels.....49 cents per gallon.
In lots of 5 barrels or more.....48 cents per gallon.

The "American" brand for respective quantities, 1 cent per gallon less.

The five-barrel price applies only to deliveries of that quantity at one time.

Boiled Linseed Oil, 2 cents per gallon higher than Raw.
Calcutta Oil.....60 cents per gallon.

THE PHILADELPHIA TRADE.

The Hardware market is noticeable to-day by its steadiness, changes in price either way being comparatively few, and traceable more to equalization of prices than to any distinct advance or decline in values. It cannot be said that the present market on some lines is altogether satisfactory to manufacturers, as both material and labor are as a rule costing more money than a year ago, and it is claimed that advances would be justified, but there is fortunately a wise conservatism prevailing and a strong disinclination on the part of manufacturers to make any changes in prices, so that values are stationary and stocks are

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FILES



Nicholson
Arcade
American
Great Western
McClellan

PROGRESSIVE Hardware Merchants confine their sales to these well-known Brands.

Kearney & Foot
Eagle
J. B. Smith
"X-F"
Gold Medal

MANUFACTURED BY **NICHOLSON FILE CO.**
Providence, R. I.

RASPS



worth as much if not more than they were six months ago. Under such conditions, trade continues even, and is about up to the high water mark of last Spring, when some of our jobbers showed the largest sales they had reached in the corresponding months for twenty years. Spring goods had been and are in great demand and renewal orders are now coming in for netting, cloth and similar goods. Reports from customers state that the farmers are now exceedingly busy, and with the bright building prospects there seems to be no reason why the present trade should not continue. The one weak spot has been collections, owing to the unusually severe winter jobbers have in many cases been carrying a large number of their customers which has made collections unusually slow, but now that the country trade will soon begin to realize on Spring products a favorable change in this situation may be early expected.

BIDDLE HARDWARE CO.

THE PITTSBURGH TRADE.

On May 15th, 16th and 17th, the Executive Committee of the National Hardware Association will meet in Pittsburgh. This meeting, half way in the year between the annual meetings of the association in November, is for the purpose of conference and planning the work of the association during the next six months. Most of this work is done quietly and does not get into the papers, but is none the less useful to the members, perhaps more so. We hope to see a full attendance of the membership of the committee. The outlook for business continues very favorable and all our manufacturers are fully employed. Building is fairly active, and large public works are to be pushed by both our City and National Government in this vicinity. The Greater Pittsburgh Bill was passed by the Legislature and signed by the government of Pennsylvania. It must now pass the scrutiny of the Supreme Court as to its constitutionality and then be submitted to a combined vote of the people of Allegheny and Pittsburgh. It is hoped this may all be accomplished within a year, and the greater city become a reality by that time.

LOGAN-GREGG HARDWARE CO.

FROM THE MANUFACTURERS' STANDPOINT.

Trade conditions with us are decidedly gratifying. The demand for Myers pumps, hay tools, etc., taxes our increased capacity to the extent of requiring night runs up to 9 o'clock. We have never seen the time when we have been so busy or so much embarrassed to know what additional capacity we can secure in the light of present and probable orders, notwithstanding we have run full force and full time, since August 1st. We are pleased with the articles that appear in your valued paper concerning the advance in material and the delay in securing same. This should certainly stimulate dealers into ordering in anticipation and giving the factories all the time they possibly can to furnish the goods, and also be conclusive evidence that there can be no reduction in prices.

F. E. MYERS & BRO.

THE CLEVELAND TRADE.

Trade events are rather quiet so that it is difficult to furnish copy. It is reported that a strike is pending in the ore mines. If it comes and continues sixty days, ore on the docks will be cleaned up and the immense business in iron and steel will be put on a waiting basis, for ore, pig iron and billets, and they will be converting coal, coke and ore into cash in a continuous process as rails are made, and if delays can be eliminated it will be a saving process, as much less capital will be invested in ore on the docks, the bottoms of the piles of which have not been seen in a generation, and on which an attempt has been made by the State to levy a tax. The owners claim that it is interstate commerce in transit. If the strike does not last over sixty days, there will be no trouble to keep furnaces supplied after that date, and stock enough ore for winter use. The injury caused by strikes is not always confined to the proprietors, and they sometimes prove a benefit. A little halt in the output of pig iron will delay the apprehension of over production and likely extend the demand, which would not be altogether an evil. A slight shortage would be preferable to a surplus for the business interest. Over-production has been the bane and terror in the iron and steel business as it results in the decrease of value of the stock of goods and the cutting of wages, if not in entire lack of employment. Trade was rather moderate in April, which is a disappointment to those who anticipated very active business. Raw material has been on the verge of a boom, creating a promise for a lively trade, which has not yet come and is not now likely to appear this side of July. The jobbers are prepared to serve their trade well as they expected a large April demand, but the last half of the year may find them not as well prepared. Trade for the first quarter of the year has been quite as good as last year, but our estimate of success has come to demand a continuous increase. Locally we are now occupied with a contest between the street railroad and the city. If the corruption of municipal politics is counted as part of the cost of our public utilities, a radical change is desirable.

THE LOCKWOOD-TAYLOR HARDWARE CO.

THE SAGINAW TRADE.

Since the opening of Spring, business has improved. The weather is warm and pleasant and vegetation seems to be as forward as last year. Collections for 1905 are as good as in 1904. There is considerable building in this vicinity, and building operations are quite active. We look for a good Spring business.

MORLEY BROTHERS.

STANLEY RULE & LEVEL CO.

NEW BRITAIN, CONN., U. S. A.

Improved Carpenters' Tools.

SOLD BY ALL HARDWARE DEALERS.

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THE ST. PAUL TRADE.

We are glad to say that all over our territory the seeding of wheat is accomplished and under the most favorable conditions. We have had just the proper weather and proper conditions of the soil. So, having started right, we feel that the finish is sure to be a good crop. Prices on the whole are steady with an advance now and again to make the assurance of a steady market become impressed on the minds of both dealers and consumers. It seems to us as though the dealer who keeps a full stock is wise as in some lines there is a scarcity which will get worse as time advances. Altogether, it seems as though the good times would continue indefinitely.

HACKETT, WALTHER, GATES HARDWARE CO.

THE SAN FRANCISCO TRADE.

Hardwaremen who keep tab on agricultural conditions say "the crops of 1905 are looking well as a rule, and while some, such as several kinds of fruit, have lately deteriorated, the majority are in brilliant condition; that our export business, especially with the oriental countries, is growing larger and larger, and our domestic trade never was more active, splendid prices distinguish most commodities, and the people apparently have no end of money to spend, not only for the ordinary necessities of life, but in frivolities. Money is in the air. There is so much of it and so many agreeable ways of spending it that embezzlements and defalcations are multiplying on all sides. Since structural iron and steel dealers, and Builders' Hardware merchants generally are more or less interested in keeping in touch with the lumber trade conditions, the following special dispatch, received in San Francisco this first day of May from a reliable source in the State of Washington, is quoted:

"With the demand good in the markets of the East, California, South America and Australia, the Puget Sound lumber trade is experiencing a revival after a dull period of more than a year. The Spring demand from the Eastern States has opened well for both lumber and shingles. Throughout Western Washington the mills are being reopened after lying idle for weeks or months. Eight hundred sawmills and shingle mills are now in operation in the State of Washington."

HARDWARE'S motor vehicle and sporting goods department is always scanned with interest by California Hardware merchants whose lines embrace guns, fishing tackle and automobiles, and whenever a popular man of State-wide reputation gives public expression relating to California's recreative alurements, touching even in a most casual manner and without design anything even remotely suggestive in an advertising way of the trade lines mentioned, the sporting goods merchants are pleased to quote the sayings of such a man. California offers almost as many ways of enjoying a summer's outing as she offers variety of places in which to enjoy it. And bear in mind that fishing and hunting are almost everywhere to be enjoyed close at hand, pools in mountain streams where the trout leap and play and haunts of deer and fox and lion. INDUSTRIAL PRESS ASSOCIATION.

THE NEW ORLEANS TRADE.

There has been a slight lull in Hardware trade during the fortnight, due to the cessation of the implement demand, and the shutting down of some sawmills for repairs, and also to the fact that many of the heavier demands for Builders' Hardware have been filled, while a great many of the local contracts are yet to be let, and the demand incidental to them has not yet arisen. However, the season is running well ahead of what it was at the same time last year. Events of moment to the trade there have been few, although the jobbers and exporters are still deeply interested in the developments of the campaign for the trade of the Spanish-Americas.

The lines as they are running now, indicate largely what the summer situation will be. The implement market is perhaps the most interesting, as casting a light before.

The demand for planting implements having been filled, and the crops as yet not out of the ground, the jobbers through the small towns have about sold out their stocks of earlier implements to the cotton and rice dealers; while the sugar planters, who usually buy, at jobbers' rates, direct from the big wholesale men in New Orleans or elsewhere, have also obtained most of their requirements for the earlier stages of the crop year.

As said in the Hardware correspondence from New Orleans last number, the indications are that there has been little reduction of acreage in the cotton fields of the South, despite the estimates of reporters for the various textile and commercial journals. Just now, when the wholesale houses should begin to feel the demand for implements to handle the feed stuffs that were supposed to have been planted to take the place of cotton—that impetus is no greater, if so great, as in usual years.

Household Hardware in the city trade, is going excellently. The influx of new citizens continues; and new house furnishings and fittings are needed every day. Local building work is increasing constantly, and by mid-summer there will be the greatest demand for builders' supplies of all sorts for the local market. During the past two weeks, there have been a number of considerable contracts let, and the trade incidental to them will soon begin. Mill supplies have dropped off during the fortnight, due chiefly to the closing down of some of the sawmills in the timber belt, where the long runs have been brought to a close to allow machinery and hands much needed rest. This closing down, will, it is believed, increase the mill supply demand during the next ensuing fortnight, the materials being needed for repairs.

THAT PANAMA CAMPAIGN.

All the jobbers and exporters in the city are just now watching very keenly, the fight for Panama and Spanish-American trade generally being made by the Board of Trade Committee, whereon the Hardwaremen of the city predominate.

Col. B. F. Eshleman, of Stauffer-Eshleman Company, chairman of the committee, returned from Washington some days ago, more than a week after the others of the committee returned to tell of their success in obtaining from Chairman Sontz and Secretary Taft a guarantee that hereafter the Panama railway should accord to the steamship lines from other ports all the privileges now given to the Panama-New York line.

On his return, the committee met, and launched a plan for a conference of all the jobbers and wholesale exporters of the city, to be held during the ensuing week—this meeting to devise ways and means for a great commercial convention of all the business organizations of the Mississippi Valley, representing the manufacturing and distributing, as well as the producing interests; this convention to consider ways and means whereby to get the products of the Mississippi Valley to the markets of the Pacific at the smallest expenditure of time and money.

The purpose of the local jobbers, represented by Mr. Pearl Wight, of Woodward-Wight & Co., by Thomas Sloo, of Whitney and Sloo, and by Mr. James W. Porch, of the Lukens Iron Works, and the Jones-Laughlin Steel Company, and also of Col. Eshleman, representing the Hardware, steel, iron and machinery interests of the city, is to get the business organizations of the Mississippi Valley, through their representatives, to guarantee the subscription of proportionate sums toward a steamship line, capitalized at least at $5,000,000, to charter ships to ply first to Colon, pending the construction of ships to run to Colon, and then through the canal to the west coast of South America, and to the Pacific Orient.

This convention of jobbers will probably be held immediately—the business convention of the valley probably in the early autumn or the late summer.

EXPORT BUSINESS NOW.

Heavy shipments of farm and mill Hardware have recently been made to Cuba, this developing from the close relation of a number of the great sugar estates to the city. Some machinery shipments preceded the Hardware shipments, which the Morgan Line has been carrying for several weeks.

Purchasing agent Lupton, representing the Panama Canal Commission, has been receiving bids on practically all the published specifications published by him; and the United Fruit Company has doubled its Panama service within the fortnight, in expectation of increased tonnage, and in obedience to the demand of the Commission, that more adequate transportation facilities be guaranteed them for their materials.

LOCAL NOTES.

Stauffer-Eshleman & Company formally took possession of their new real estate adjoining their present quarters, during the week. This is immediately precedent to beginning work on the new building.

THE GRAPHITE TRADE.

As an index of industrial prosperity graphite seems quite reliable. It has responded to the general restoration of confidence and improvement of business in all lines. The first four months of 1905 show very great improvement over the corresponding months of 1904 and a healthy growth and even development over previous years. Better conditions in the building trades, and the consequent increased demand for structural steel is reflected in increased orders for graphite paint. Crucibles and Foundry Facings indicate restored conditions of activity in the metal manufacturing industries. The industry shows a remarkable evenness with little to indicate anything but an even development of trade along all lines and in all quarters. We have just completed a large four-story building to accommodate the growth of our brass and nickeling departments, have made an addition to our pencil works within the year and have just started the construction of a second boiler plant to meet increasing demands for power and steam. At our mines on Lake George extensive improvements are under way to enlarge the output. 1905 bids fair to establish a new high water mark of prosperity.

JOSEPH DIXON CRUCIBLE CO.

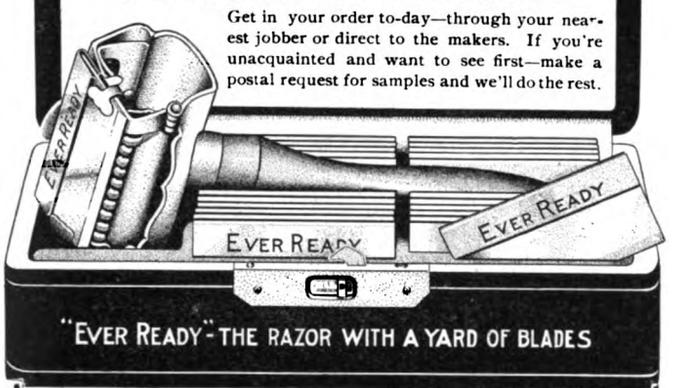
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EVERYBODY--EVERYWHERE
IS CALLING FOR
"Ever-Ready" Safety Razors

The only $5.00 retail proposition on the market to-day that gives the customer a run for his money and allows the retailer a profit that is worth his while. **"Ever-Ready" sets contain twenty-four keen, perfect blades**--a dozen more than any other similar priced razor. "Ever-Ready" blades are as thin as paper and yet can be rehoned and resharpened at will—another incomparable feature.

Advertised at $5.00--
BIG PROFITS TO RETAILERS

Get in your order to-day—through your nearest jobber or direct to the makers. If you're unacquainted and want to see first—make a postal request for samples and we'll do the rest.



"EVER READY"-THE RAZOR WITH A YARD OF BLADES

Reichard & Scheuber Mfg. Co.
66 Duane St., New York City

Makers of Yankee Safety Razors—Yankee Sets—Stropping Machines and Radio Magno Razors.

The Portable Manger

HAS light steel frame and canvas body. Always open while horse is feeding. Cannot be upset.

Most humane, sanitary, economical, convenient.

Will outwear 3 ordinary feed bags.

A splendid seller.

We want every Hardware man to handle it.

Write us for circular and prices.

Walsh's Sons & Co.
260 Washington St., Newark, N. J.

Wilcox Manufacturing Co., Aurora, Ill., have recently issued a neat pamphlet catalogue of envelope size, finely printed on heavy coated paper exploiting the Wilcox Giant Fence Stretcher. With this simple device, weighing only eighteen pounds, they claim to be able to pull four tons. They state "The wonderful power of this little machine was shown when, in the presence of incredulous experts, a loaded freight car, weighing seventy thousand pounds was moved with ease, and with one hand twenty rods of fence pulled so tight it was easily mounted without posts. It held the full weight of a heavy man, while the experts marveled." It is neither clumsy nor heavy and they claim it is ten times as strong as any other stretcher. Send for one of their little booklets and learn more of this wonderful little invention.

ENGLISH NOTES.

THE ASSOCIATED CHAMBERS OF COMMERCE.

At a recent meeting of the Associations of Chambers of Commerce of the United Kingdom, Sir William Holland, M. P., the president, congratulated the meeting upon the fact that trade conditions are now distinctly more favorable on the whole than they have been for a long time past. He referred to the improvement in the pig iron, tin-plate, and iron and steel industries, as well as to the great revival in the shipbuilding trade. One of the most encouraging facts was the allusion in the King's speech at the opening of the present session of Parliament to the probable appointment of a Minister of Commerce. Resolutions were passed in favor of not only a Minister of Commerce, but a Ministry of Commerce, it being considered that the varying conditions under which manufacture and commerce were conducted in this country could not well be represented by a single minister, however competent he might be, but that an advisory board, consisting of representatives of all the different branches of commerce would be of the utmost value to the government, and would ultimately tend to promote and develop the commercial welfare of Great Britain, her colonies and dependencies.

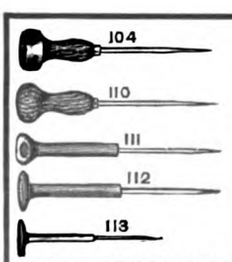
MOTOR TRACTION.

During the past month there have been several important exhibits of motor cars and agricultural traction wagons and vehicles for commercial purposes. The first of the series was held a short time ago at Olympia, some particulars of which I gave in my last letter. From March 18-25 an important motor show was held at the Agricultural Hall, London. It was an exceptionally well-staged exhibition, and many of the leading manufacturers realized satisfactory results, some important orders for motor cars being booked. But the special feature of the Islington show consisted in the excellent selection of commercial vehicles, great attention having been paid to the production of agricultural tractors. Persons interested in motor cars in the provinces have also had opportunities of inspecting some excellent exhibitions shows having been held at Glasgow, Manchester and Birmingham, all capital centres, during the past month. British ironmongers are not largely interested in the sale of these more expensive vehicles, although they are gradually becoming agents for many of the best-known firms. The use of motor traction, both steam, petroleum and electric, is being freely employed, not only by manufacturers, but by retailers, and among those who have adopted this modern method of distribution of goods are many leading ironmongers and Hardwaremen. The up-keep of motors requires a constant supply of petrol and other sundry fittings in addition to the large sale of such accessories as lamps. This business is fast becoming a popular side line, and many British ironmongers are opening up entirely new departments wherein they can effect repairs to motor cars and supply the requisite accessories and sundries required in their up-keep.

Thomaston
Pocket Knives

We manufacture Pocket Cutlery exclusively and enjoy a reputation for good goods at fair prices.

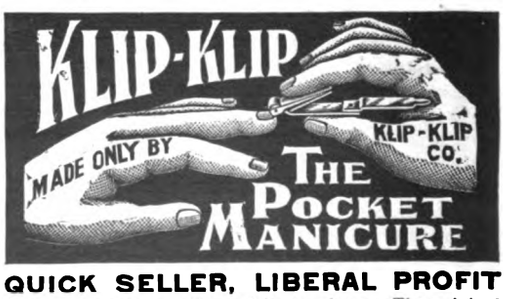
The Thomaston Knife Co.
THOMASTON, CONN.



WALKER'S
Quick and Easy

Steel Tempered Anti-Rust Nickel Plated **Ice Picks.** Every one tested and guaranteed.

ERIE SPECIALTY CO., ERIE, PA.



QUICK SELLER, LIBERAL PROFIT

A perfect manicure. Never fails to please. The original German silver 25c.; Klip-Klip, Jr., nickeled 15c. Order at once from your jobber, or write direct for prices. **As heretofore made only by KLIP-KLIP CO.,**
572 Clinton ave. South. Rochester, N. Y.

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IT MAY SURPRISE YOU TO KNOW THE TRUTH

Some of our customers who were most conservative at first now buy

Star Safety Razors And Supplies

at what they would have formerly considered "terribly reckless purchasing." They have learned the value of the "STAR" PROPOSITION.

THINK IT OVER

Our first year in business we manufactured and sold 1,600 STAR SAFETY RAZORS. We were the pioneers. It is always hard to convince the "other fellow." When Columbus said the world was round, people called him crazy. To introduce the STAR SAFETY RAZOR, we had to convince each purchaser of its merits and that it was not a novelty of no practical value. Each purchaser became a whirlwind of enthusiasm and an advertising medium for STAR SAFETY RAZORS. To-day over 7,000,000 STAR SAFETY RAZORS are in daily use. Our sales are larger than all other makes of safety razors combined, and we fully expect to sell 1,000,000 in 1905; that means an output each day of over double of what we sold in one year at the start.

Quality and Practicability have brought about this result.

Since the advent of the "STAR" over forty safety razors of various designs and patterns have been offered to the trade as a substitute for the ORIGINAL and MECHANICALLY PERFECT "STAR."

Did you purchase any of these various makes? Were they satisfactory?

Did they meet with the endorsement of the public? Can you conscientiously recommend them?

Have you any dead stock of safety razors on hand to-day and would you be glad to close them out at less than cost?

Do you think it is good business policy to carry in stock an inferior article because it is offered to you at a lower price?

WE WANT EVERY DEALER to have one of our "STAR" Assortments "A"; it will swell your profits.

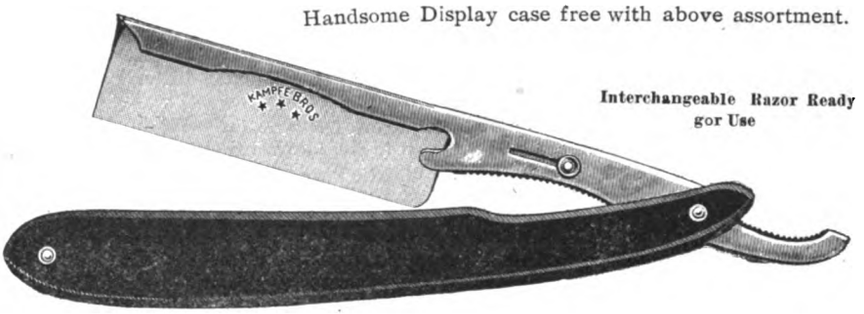


Assortment "A"

6 only—No. 1 Star Safety Razors, complete.
3 " —No. 2 Star Safety Razor Blades.
2 " —No. 3 Stropping Machines.
2 " —No. 25 Star Stroppers.
2 " —No. 26 Diagonal Strops.
1 " —No. 4 Jewel Case, one blade.
1 " —No. 5 Star Case, two blades.
1 " —No. 6 Star Case, three blades.
1 " —No. 7 Star Case, four blades.
1 " —No. 9 Traveling Case, two blades.
1 " —No. 24 Combination Outfit.
2 in Signs, 1 Counter Mat and Catalogues.

Handsome Display case free with above assortment.

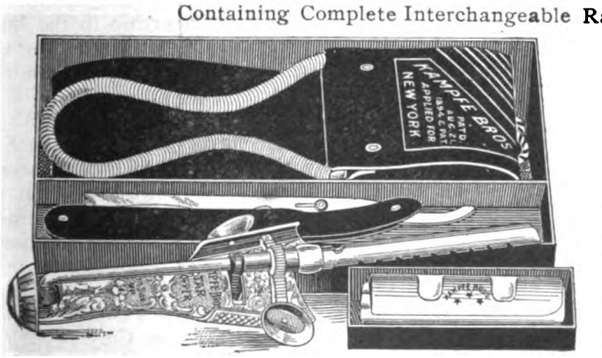
Kampfe's Star Interchangeable Razor



Interchangeable Razor Ready for Use

Handsome Leatherette Covered Paste-Board Box.

Containing Complete Interchangeable Razor, one Blade, Star Stropper and Strop.



No. 99--One Blade Set.

Experience teaches us that about one man in twenty-five knows how to strop a razor properly. Many can and would prefer to use an old-style razor, but have found the proposition unsatisfactory for the reason that they are unable to keep their razor in condition for use. On account of such conditions existing many advertisements appear in the various publications: "*Razors requiring no honing or stropping; always ready for use; guaranteed to give satisfaction.*" THIS IS FALLACY. No razor can shave properly unless properly stropped, giving it the keen edge that cuts the beard and does not pull or scrape. Any practical cutler will bear us out in this statement. Our Interchangeable Razor overcomes all these difficulties. It is an improved old-style razor with interchangeable blades to be inserted in our new device (blade holder and handle). These blades can be stropped with our SPECIAL Star stropper (size larger than the stropper used to strop a safety blade). We offer them for sale in sets only, the razor and handle complete, including Star Stropper and Diagonal Strop. Also in sets containing two, three, four and seven blades.

We are catering to the thousands who wish to overcome the difficulty that they have had in properly stropping their razor, and for this reason we have decided to offer the New Interchangeable Razor in sets only, including the Star Stropper and Diagonal Strop.



"Star" Safety Corn Razor



Send for catalogue, circulars and wholesale quotations.

Simple, Safe and Sure. Gives immediate relief to sufferer from any corn, no matter how hard it may be. Impossible to cut the foot. Can be stropped or honed like any razor. With every initial order for 12 we send handsome display case. Leather pocket with each Razor.

KAMPFE BROS.,

Inventors and Manufacturers

Star { Safety Razors / Interchangeable Razors / Safety Corn Razors / and Supplies

8-10-12 Reade Street, NEW YORK

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HARDWARE DEALERS' RECORD.

Hardware dealers, the country over, are requested to contribute to this page. News of new stores, changes, improvements, etc., will be gladly received, and promptly published.

New Stores, Incorporations, Etc.

Aurora, Neb.—Albert Thompson has opened a new Hardware store.

Baker City, Ore.—M. E. Swan has opened a new Hardware store.

Bartlesville, I. T.—The Samuel Bros.' Hardware Company has been incorporated. Capital stock, $5,000.

Cullison, Kan.—Toevs & Worries have opened a new Hardware store.

Dawn, Mo.—T. L. Haymes has engaged in the Hardware business.

Dickson, Tenn.—Among the new business organizations for Dickson is a Hardware firm composed of Julius Morris, late of McEwen, and Hickman Tidwell of this place. The firm, it is understood, will open at once.

Edison, Wash.—Euger & Loup are engaging in the Hardware business.

Freehold, N. J.—Gilbert Combs Company has been incorporated; agent in charge, Anthony Deedmeyers; capital stock, $25,000. Incorporators, Gilbert Combs, Annie W. Crater, David S. Crater, Anthony Deedmeyers. The company is to take over the lumber and Hardware business of Gilbert Combs & Company.

Friendship, N. Y.—Philbrick Hardware Co. has been incorporated to deal in Hardware, farming implements, etc.; capital, $12,300. Incorporators: Charles A. Philbrick, V. Penny Carter, Roy Carter, Benjamin Philbrick, all of Friendship, N. Y.

Ft. Atkinson, Wis.—Haumerson Hardware Company has been incorporated; capital, $5,000; incorporators, W. F., T. F., and George F. Haumerson.

Govan, Wash.—A. J. Smith is erecting a new building and will open a Hardware store.

Haven, Kan.—The Haven Hardware & Implement Company has engaged in business.

Jacksonville, Texas.—J. E. Douglas has engaged in the Hardware business.

Jamestown, N. Y.—Joseph Eagan of Wyoming has opened a Hardware and mine supply store on South Main Street. The store will be a branch of Mr. Eagan's business in Wyoming. Robert McCormack of Upper Pittston will have charge of the new place.

Little Rock, Ark.—J. H. Trainor Company has been incorporated; capital stock, $25,000. The incorporators are J. H. Trainor, G. G. Wood, C. L. Kraft, L. Culbertson, C. R. Moore, L. P. Kraft and R. E. Wiley. The company will establish and maintain an implement store in this city.

Marshalltown, Iowa.—The Furbush Hardware Company has been incorporated. The incorporators are George A. C. Ogler, William Furbush and William B. Cunningham. Mr. Ogler and Mr. Furbush comprise the board of directors, and of the board, Mr. Ogler is president and Mr. Furbush secretary and treasurer. The capital stock of the company is $8,000.

Minneapolis, Minn.—Bovey Hardware Company has been incorporated; capital stock, $10,000. Incorporators, James A. Ferguson, C. E. Evedt, N. L. Leach and F. Provinske.

Minneapolis, Minn.—The Hurty-Simmons Hardware Company has been incorporated with a capital of $200,000. The incorporators are Wallace D. Simmons, of St. Louis; Frank W. Hurty and Edward Boquet of St. Paul, Thomas C. Montgomery of Minneapolis and Samuel F. Pryor of Ferguson, Mo.

Reading, Pa.—The new Fegley & Son Hardware store opened April 15th at High and Hanover Streets.

Schenectady, N. Y.—Stuart G. Spier & Son, of Albany, on May 1st opened a first class Hardware store on Wall Street. Mr. Spier, for the past twenty-five years has been manager of the Northern New York territory for the Remington Standard typewriter.

Toppenish, Wash.—Richey & Gilbert will open a Hardware store.

Woodruff, Kan.—P. C. Waggener & Co. have engaged in the Hardware and furniture business.

Worcester, Mass.—William Allen Sons' Company has been incorporated to deal in machinery, tools, etc.; capital, $20,000. William Allen, Worcester, treasurer and clerk, Walter B. Allen, Worcester, Mass.

Changes.

Ansley, Neb.—W. S. Mattly has purchased the interest of E. A. Butler in the Hardware and furniture store of E. A. Butler & Company.

Ashland, Ill.—W. S. Williams and Mylo Lee have purchased the Ashland Hardware & Furniture Company's stock.

Ashland, Kan.—E. B. Wright has succeeded to the Hardware business to Wright & Currier.

Auburn, N. Y.—Geo. B. Brooks has sold out his Hardware business on Court Street, to Charles F. Curtis and Walter H. Crossley. The new owners will assume proprietorship at once. The new firm will be known as Crossley & Curtis. They will remodel the store and make such changes as will bring them up-to-date.

Auburn, N. Y.—John H. Post and J. W. Dunican have purchased the Hardware business of Choate Brothers. This is one of the oldest concerns in Central New York, having been established in 1843 and conducted by the Choate Brothers, both of whom are now about 80 years old, since 1856.

Beaumont, Texas.—Clarence Taylor has bought out the stock of goods of the Saratoga Hardware Company and moved same into the Jourdan Building. He contemplates enlarging his stock.

Belgrade, Mont.—Rutledge & Schulte have purchased the Hardware business of Benepe & Owenhouse Co.

Berryville, Ark.—A. S. Bobo has sold his interest in the Berryville Hardware Co. to his partner E. T. Candle.

Binger, Okla.—N. A. Simmons has succeeded to the Hardware business of Yeoman & Simmons.

Boynton, I. T.—Powers & Olge have purchased the business of the Boynton Hardware Co.

Clatonia, Neb.—C. Seng has sold his Hardware business to Cruse & Chittendon.

Clyde, Kan.—A. M. Lavalle has been succeeded in the Hardware business by Lavalle & Calder.

Colon, Neb.—E. N. Elmelund has been succeeded in the Hardware business by Elmelund Bros.

Colorado, Texas.—Green & Crawford have succeeded to the Hardware business of Ernest and Crawford.

Des Moines, Iowa.—The Garver Hardware Company has recently purchased the lot at Nos. 709-711-713 Locust Street and will erect there a store building to cost in the neighborhood of $40,000. The new store building of brick and stone is to be put up in the immediate future. It will be five stories high and built according to the most modern plans. The Hardware company will occupy the three lower floors.

Edgar, Neb.—E. P. Eastman has sold his Hardware business to the Stoddard Hardware Company.

Elmira, N. Y.—G. A. Gridley & Son have purchased the stock of Griswold, Maloney & Company at 323 East Water Street.

Fabius, N. Y.—The firm of Rowley and Barnard has dissolved. Mr. Rowley retains the Hardware store and Mr. Barnard has opened a carriage and harness store.

Goldfield, Col.—The Clark Supply Co. has sold its Hardware business to the Rudgina Supply Co.

Grant City, Mo.—S. F. Sanders has purchased the Hardware and implement business of A. O. Mason.

Honesdale, Pa.—The Hardware firm of Dodge & Erk has dissolved partnership, Mr. Dodge retiring from the business. John Erk a former member of the firm and his brother George, of Seelyville, will conduct the business in the future.

Idaho Falls, Idaho.—The Griffith Hardware & Plumbing Co. is starting a branch store in Twin Falls, Idaho.

Idana, Kan.—Bert Ray has purchased the business of the Rice Hardware Co.

Iowa City, Iowa.—M. C. Parsons has succeeded to the Hardware business of Parsons & Stouffer.

Lincoln, Neb.—J. E. Jakway has been admitted to partnership in the business of Patterson & Co., and the firm name has been changed to The Patterson Hardware Company.

Lockport, N. Y.—Charles W. Webber, the Hardware dealer at 61 Main Street, has bought out the Hardware business of John E. Mack at the corner of Main and Pine Streets. Mr. Webber will continue the Mack store at its present location as well as his store at 61 Main Street.

Madill, I. T.—McMillan & Hedrick have been succeeded in business by the J. E. McMillan Hardware Co.

New Milford, N. Y.—A. C. Risley and C. M. Shelp, doing business under the firm name of New Milford Hardware Company, have dissolved partnership, Mr. Shelp retiring. Mr. Risley will continue the business.

Osceola, Wis.—L. P. Melbostad has sold his Hardware business to Frank A. Marsh, who has taken charge.

Oshkosh, Wis.—The Northern Hardware & Supply Company has purchased a site in the heart of the city, near the Chicago & Northwestern tracks and will erect one of the finest wholesale Hardware buildings in this section.

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TANNING

Much depends on this first step in the process of making RED-E-FOR USE RAZOR STROPS. The leather is kept in the vats until every part is impregnated with the preserving liquid. This continued steeping insures great durability and eveness of texture so necessary to a good strop.

Each tiny fibre bears its portion of the work equally, giving the horse hide sharpening strop the requisite friction to give a keen cutting edge and a soft and kind surface to the finisher that tones the edge down to the smoothness so essential for a good shave.

Consider the care used in every step of the manufacture of RED-E-FOR USE RAZOR STROPS and you will readily understand why they prove such satisfactory trade producers. Can you afford to be without them? Not if you sell razors.

Ask your jobber for a sample doz.

GIBFORD MFG. CO.
ADRIAN, MICH.

AMERICA
ALARM



A Guaranteed Clock at the Lowest Price.

The **Western Clock Mfg. Co.,**
La Salle, Ill.

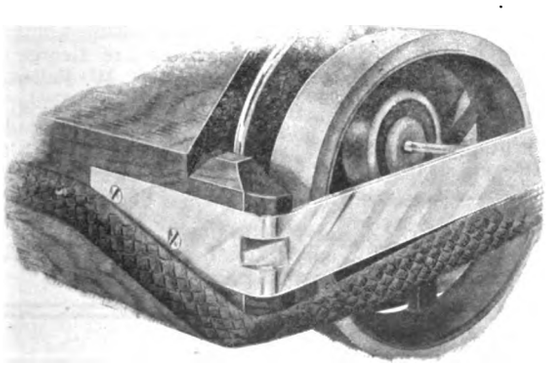
Sole Manufacturers of the "America" Alarm

NEW YORK 51 Maiden Lane
CHICAGO 131 Wabash Ave.

BISSELL'S

"CYCO" BEARING
Carpet Sweeper

Has that all round perfection that time and experience *only* can produce



Bissell's New Furniture Protector Holder (Patented)
Found only in Bissell Sweepers

Easiest running,
Easiest selling,
Pays best profit, and
Always gives satisfaction.
Thoroughly advertised,
Everywhere in demand,
Only sweeper sold under a
Sound, sincere policy of
Price maintenance.

When you sell a Bissell, you know you've satisfied a customer, and supplied the best article of its kind made. Remember the best is always the cheapest.

Bissell Carpet Sweeper Co.

(LARGEST SWEEPER MAKERS IN THE WORLD)
Grand Rapids, Mich.

BRANCHES:
LONDON
NEW YORK
TORONTO
PARIS

Write for our Latest Spring Offer.

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HARDWARE MANUFACTURERS' RECORD.

Hardware manufacturers, the country over, are requested to contribute to this page. News of new factories or companies, changes, improvements, etc., will be gladly received, and promptly published.

New Stores, Incorporations, Etc.

Ansonia, Conn.—The New York Lock Corporation has been incorporated. The company will take over the works of the Bradford Lock Company, which was sold at auction some time ago for the benefit of the shareholders of the company. It is the intention of the new company to start the works again within a short time.

Atlanta, Ga.—The Mallory Plow Company has been incorporated by A. R. Mallory, S. A. Turnell and George Coates. The concern manufactures all kinds of plows and agricultural implements.

Bowling Green, Ohio.—The Leonard Stove & Range Company, capital $50,000, has been incorporated by Herbert E. Leonard, James E. Merry, Mary A. Leonard, Louisa Strigel and J. J. Leonard.

Buffalo, N. Y.—The American Automatic Roller Window Screen Company has been incorporated. The company is capitalized at $100,000 and will engage in the manufacture and sale of patent screens. The directors of the company are C. A. Strangmann, C. J. Weidemann, J. F. Nagel, John Reiman and William H. Brace, all of Buffalo.

Buffalo, N. Y.—The Buffalo Ladder Co. has been capitalized at $10,000. The directors are Henry W. Fox and Anna B. Fox of Buffalo, and William G. White of Niagara Falls.

Columbus Ohio.—The National Furnace Appliance Company has been incorporated; capital stock, $25,000. Its incorporators are M. S. Siebert, Edward S. Baldwin, L. P. Zimmerman, George F. Tinkham and Harry A. Clarke.

Columbus, Ohio.—The Owen Machine Tool Company, which was originally incorporated in West Virginia, has been incorporated in Columbus with a capital stock of $100,000, by I. Ward Frey, W. H. Owen, W. F. Hanna, David F. Snyder and W. S. Wilson.

Elyria, Ohio.—The Elyria Machine Parts Co., a new local corporation, proposes to build a factory here during the coming summer and employ about 300 men in the manufacture of screws and other specialties. The promoters are largely the late employes and officers of the Western Automatic Machine Screw Co., which has been absorbed by a large combination of manufacturers. The new concern is capitalized at $200,000.

Fall River, Mass.—The Insinger Co. has been incorporated to deal in dish-washing machines, etc.; capital, $40,000. President, Thomas McAuliffe, Fall River; treasurer, Alfred Insinger, Wayne Junction, Philadelphia; clerk, Fred. A. Ewell, No. 170 Summer Street, Boston.

Galesburg, Ill. — Pollock Automatic Wrench Company has been incorporated; capital, $25,000; manufacturing mechanical devices; incorporators, Charles V. Pollock, E. B. Hardy, J. J. Welsh.

Hartford, Conn.—The Fernside Screen Works has been incorporated. Incorporated by George W. Fernside, Herrman C. Marquardt and Ernest Walker Smith, all of this city. The authorized capital stock is $25,000 and business will begin with $7,000. The concern will make and deal in wire goods.

Hellam, Pa.—The Automatic Ice Cream Freezer Manufacturing Co. has been organized to make an improved ice cream freezer.

Indianapolis, Ind.—Crescent Machine & Tool Company has been incorporated; capital stock, $250,000. Directors, J. C. Pifer, G. L. McKay, W. S. Van Buskirk, W. H. Whitney and Joseph Kreis.

Kansas City, Mo.—J. A. Hulbert will build a factory for the manufacture of wooden handles for farm implements at Eighteenth Street and Miami Avenue, Armourdale. The factory and machinery will cost about $10,000. A lot for one building was purchased and work will begin on the building at once. Handles for spades, scythes, grass knives and similar implements will be made at the factory.

Lockport, N. Y.—The Niagara File & Rasp Co. has been incorporated to manufacture files, rasps, tools and machinery; capital, $30,000. Incorporators, William G. Ager, Clara L. Ager, Lockport, N. Y.; Charles Ashton, Minnie Ashton, Niagara Falls.

Marion, Ohio.—The Miller Manufacturing Company, with an authorized capital of $10,000, has been incorporated to manufacture and deal in machinery, implements, novelties, etc., by J. J. Schoenlaub, B. F. Waples, D. M. Hinamon, David Vestal and Thomas J. Schoenlaub.

Marion, Ohio.—The Superior Implement Company has been incorporated with $30,000 capital stock, by Henry True, Charles C. Fisher, Charles C. Schaffner, Wm. H. Schaffner and George D. Copeland.

Meriden, Conn.—The Curdok Manufacturing Co. has established a factory for the manufacture of Hardware. It is a new company, the proprietors being Henry Twardoks and Albert C. Curtis, both of Meriden. Screw drivers will be the specialty of its line for the present but it is planned to add chisels, gauges and other tools later on. A truing up tool for use in a lathe will be another product.

Minneapolis, Minn.—Thiem Manufacturing Company has been incorporated; capital, $100,000; manufacture of Hardware specialties; incorporators, E. A. Thiem, C. E. Thiem, Arthur Staples.

Montreal, Can.—The Royal Screw and Specialty Co. has been incorporated with a capital stock of $40,000.

New Haven, Conn.—The Barnes Tool Co. has been organized. The capital stock is $16,000. All of the organizers are of New Haven.

New Haven, Conn.—The Elmoler Manufacturing Co. has been incorporated by Matthias Mohr, president and manager and Richard Elliott, secretary and treasurer, Minnie Mohr and Rosamand Elliott. The firm will make dies, punches, screw drivers and other tools. It is located on Bristol Street.

New Rochelle, N. Y.—International Sanitary Manufacturing Co. has been incorporated (washing machine.) Capital $200,000, and directors: C. E. Rafferty, Mt. Vernon; Peter Cunneen, S. F. Swinburne, New Rochelle.

New York, N. Y.—Tinker Roller Bearing Axle Company has been incorporated; capital, $100,000. Directors: L. M. Preston, H. R. Roux and Leonard Gray, all of New York.

Niagara Falls, Mass.—The Gerner Freezer & Manufacturing Co. has equipped a factory with machinery and are now manufacturing the Gerner patent continuous ice cream freezer. The company will also make other ice cream and baking specialties under patents secured by it.

Peoria, Ill.—The Canton Farm Gate Co. has actively commenced work and several gates have been manufactured. In a short time salesmen will be sent out through the country.

Petersburg, Va.—The Virginia Electric Tool and Manufacturing Company has been incorporated by Louis Paulero, President, Petersburg; A. P. Grappone, vice-president, Richmond; James J. Paulero, secretary and treasurer, Petersburg. Capital stock, $50,000.

Reading, Pa.—The Victor Stove Parts Company, recently organized in this city, is a new movement among stove men, and it is intended to prevent the pirating of parts of stoves by manufacturers. The directors are John R. McKnight, Daniel F. Printz, Edgar A. Amole, M. Brayton McKnight and T. D. Buckwalter. The new company is the owner of valuable patents covering parts of stoves. They consist of attachments to stove waterbacks and firebricks. The right will be sold to other stove manufacturers to make them and use them for product.

St. Louis, Mo.—The Briner-Pogue Manufacturing Company has been incorporated by C. J. Briner, F. E. Briner and George D. Pogue, to manufacture and deal in all kinds of machinery, tools, etc.; capital stock, full paid, $30,000.

Washington, D. C.—The Economic Grate Bar Company has been incorporated to manufacture, sell and install grate bars, furnaces and appliances, and patented articles. The capital stock is fixed at $3,000. The incorporators are George H. Harris, D. B. Street and H. W. Fuller.

York, Pa.—Fulton, Mehring & Hauser Company has been incorporated to deal in and make Hardware. Capital, $25,000.

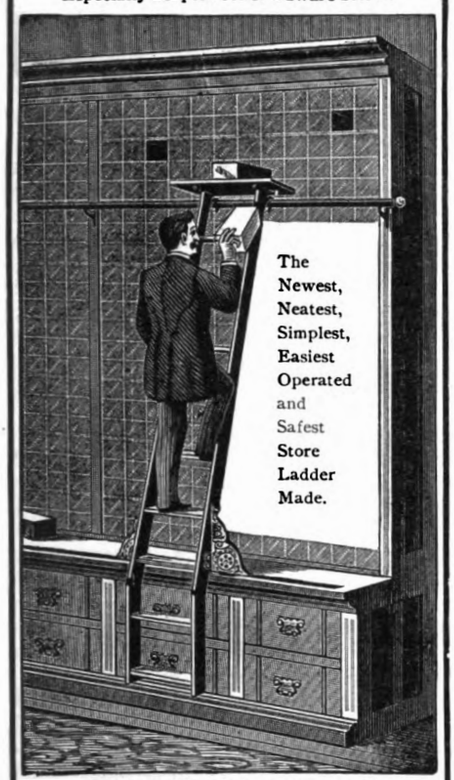
Changes.

Akron, Ohio.—The Crown Drilling Machine Co. has increased its capital stock from $100,000 to $150,000.

PATENTS
procured promptly and with care in all countries. Also trade marks and copyrights.
DAVIS & DAVIS
ATTORNEYS-AT-LAW.
WASHINGTON, D.C.
St. Paul Building, NEW YORK.

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The **BICYCLE STEP LADDER.**
Especially adapted for Hardware Stores.



The Newest, Neatest, Simplest, Easiest Operated and Safest Store Ladder Made.

Ask about the new **noiseless** track.
Highest award World's Fair.
WRITE US.
THE BICYCLE STEP LADDER CO.,
65 Randolph St., CHICAGO .ILL.

Sargent's Gem Food Chopper



s sold by leading jobbers everywhere. You can get a stock quickly so as to supply the women of your vicinity who need the Gem in their kitchens.

The fact that the Gem is such a useful—yes, indispensable—household utensil is becoming known to thousands of women. We are advertising extensively to make its merits known and in all our advertising we state that the Gem is sold by hardware dealers. That is the story in brief, and it shows that there is

An Opportunity for Every Hardware Dealer

—an opportunity to increase profits by taking hold of this popular article and pushing its sale. It is easy to sell the Gem; housekeepers want it as soon as they learn of it through our advertising. It will help if you make use of some of the attractive advertising matter we furnish for local use—showcards, slips and electrotyped ads; also Cook Books, so that you can present one with each chopper sold.

SARGENT & CO., MANUFACTURERS,
NEW HAVEN, CONN. NEW YORK. CHICAGO. PHILADELPHIA. BOSTON.



BOX STRAPPING OF ALL KINDS
BOX CORNER FASTENERS, SEALS, ETC.
WRITE FOR SAMPLES, CATALOG AND DISCOUNTS.
STANDARD METAL STRAP CO., 336-342 E. 38 St., New York



In each keg we place a Tag, redeemable in cash, that saves the purchaser ½ cent per lb. on his lead bill.

This tag you see
Is what makes me
A leader of the Ad-el-Ites
Consumers all say
And they have their way
That I'm King of all Lead Whites

It's the TAG that **Gets** the business. It's the QUALITY of AD-EL-ITE WHITE LEAD that **Keeps** the business.

AD-EL-ITE WHITE LEAD SAVES MONEY FOR THE PURCHASER

Because It takes up more oil than other leads and therefore **yields more paint; Because It** does not act chemically upon the oil, and for this reason, wears longer than other leads; **Because It** works easily and does not crack or peel, but **leaves a good surface for repainting**; and **Because We** give the purchaser a **rebate of ½ cent a pound on his lead bill. THATS WHY HE WANTS IT.**

AD-EL-ITE WHITE LEAD MAKES MONEY FOR THE DEALER

Because the advantage in price, which the TAG gives, enables the dealer handling AD-EL-ITE WHITE LEAD, to sell more lead than his competitor and at just as great a percentage of profit as he could make on any other brand. **THAT'S WHY HE SHOULD WANT IT.**

SEND FOR BOOKLET AND PRICES

Adams & Elting Co.
CHICAGO, U.S.A.

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BICYCLE AND SPORTING GOODS RECORD.

Bicycle manufacturers and dealers, the country over, are requested to contribute to this page. News of new stores, changes, improvements, etc., will be gladly received, and promptly published.

New Stores, Incorporations, Etc.

Addison, Mich.—Bostwick & Durkee is a new firm formed for the manufacture of baseball bats of the best quality.

Cumberland City, Tenn.—The Southern Powder Manufacturing Co. is a new concern organized for the production of gun powder. It will start operations at once.

Dallas, Texas.—The Trinity Boat Co. is a new concern with factory located at 498 Jackson Street. It is conducted by Jack and George M. Duncan, and is said to be the only one of its kind south of St. Louis. They will build all kinds of boats including gasoline launches, skiffs and canoes.

Denver, Col.—The Whitney Sporting Goods Company has been incorporated. Capital stock, $24,000. Incorporators: W. N. Vaile, J. E. O'Connor and F. S. Titsworth.

Durham, Eng.—Wilkinson's Stores, Ltd., is a new company formed with a capital of £1,000 in £1 shares to carry on business as gunsmiths and dealers.

Hartford, Conn.—The Motor & Accessory Corporation has been incorporated. The company is organized to promote the interests of makers of motor or motor parts to aid in the protection of members but shall be without power to engage in mercantile or manufacturing business.

Jersey City, N. J.—The Horton Bros.' Manufacturing Co. has been incorporated to manufacture games, card counters, etc. Capital, $150,000. Incorporators—J. N. Beckman, E. S. Caldwell and J. N. Davis.

London, S. W., Eng.—The Rexer Arms Co., Ltd., has been registered with a capital of £105,000 to acquire the patents in the Rexer automatic gun, etc., in Great Britain, certain European countries and the United States. The company will carry on business as gunmakers and dealers generally, and a prospectus offering £80,000 in shares has been issued. The registered office is at 10 Cockspur Street.

Lowell, Mass.—The United States Cartridge Co. has recently been incorporated with $400,000 capital stock.

Meriden, Conn.—The Meriden Firearms Company has just been incorporated under the laws of the State of Illinois with a capital of $175,000. Up to the incorporation of the new company the concern was doing its business under the name of the Andrew Fryberg Arms Company. The officers of the new company are: President, Fred. Biffar, Chicago; vice-president and general manager, A. J. Aubrey, Meriden; treasurer, F. A. Stephani, Meriden; secretary, A. H. Loeb, Chicago.

Milwaukee, Wis.—Dozier & Roberts is a new firm formed about two months ago for the manufacture of novelties in the line of fishing rod accessories, and are now in position to fill orders.

New York, N. Y.—Timken Roller Bearing Axle Co. has been incorporated to manufacture motor carriages and all other vehicles; capital, $100,000. Incorporators: L. M. Preston, No. 219 West 46th Street; Harry E. Roux, No. 314 18th Street; Leonard Gray, No. 6 West 66th Street, all of New York.

Plymouth, Eng.—Nichols & Co., Ltd., is a new company formed to carry on business at 150 Union Street, as sporting goods dealers. They will handle chiefly sports accessories.

Redditch, Eng.—H. F. Neuss & Co., Ltd., has been registered with capital of £1,500 to carry on business as fishing tackle and pin makers.

St. Cloud, Minn.—B. G. Raymond has opened a bicycle store on Seventh Avenue, North.

Taunton, Mass.—Edward McDonald has opened a new store.

Wheeling, W. Va.—The Monogravity Cycle is a new and novel amusement invented by W. H. Bernheisell, superintendent of the Wheeling Can Co. The amusement is intended for parks and summer resorts and may be installed in the local parks during the summer. The cycle is a one wheel concern, operated on a single track. In one immense wheel is arranged a carriage with three wheels. The machine goes down a slope over a stretch of track and the momentum carries it up an incline for some distance. The invention has the charm of novelty and safety.

Changes.

Halifax, N. S.—The firm of Cragg Bros.' Hardware, kitchen furnishings and sporting goods, with reference to which notice of dissolution was announced some time ago, is to be continued under the same name, Frank J. Cragg, the surviving partner having bought out the rights of his deceased brother, James R. Cragg.

Lowell, Mass.—George H. Batchelder has opened a branch bicycle store at 344 Westford Street.

Milwaukee, Wis.—The Gem Hammock & Fly Net Co. is planning a large factory to accommodate its own business and afford room to its two branch concerns, the Russian Tanning & Fur Co. and the Milwaukee Tanning & Clothing Co.

New Haven, Conn.—To accommodate its rapidly increasing business the Marlin Firearms Co., has planned the erection of an additional factory building, a three-story brick covering a ground space of 35 by 69 feet. The contract for construction has been awarded.

New York, N. Y.—On April 22 the Pope Manufacturing Co. vacated the large suite of offices in the Syndicate Building on Park Row which they have occupied ever since they bought out the old bicycle trust. They have moved their headquarters to Hartford and in the future will not maintain any general offices in New York.

New York, N. Y.—The New York Sporting Goods Co., previously located at 61 Nassau Street, has removed to new quarters at 17 Warren Street, the entire building being devoted to sporting, outing and automobile goods.

New York, N. Y.—W. Irving Snyder, fishing tackle and sporting goods dealer, who has occupied the store at 130 Nassau Street for many years, is moving further down the street to 100 Nassau, where he will have more room than in his present shop for the display of the goods he carries.

Philadelphia, Pa.—The Keim Saddlery Co. has added a complete and fully equipped sporting goods department and placed it in charge of J. E. Lancaster, who has had many years' experience in this line of trade and proposes making the Keim store a leader.

Providence, R. I.—April 15th marked the opening of the Dawson & Co.'s store at 181 Weybosset Street. For twenty years this firm has been a leader in sporting goods. The new store is very pleasantly located, with two large show windows on either side of the entrance, which exhibits one of the finest lines of sporting goods. The interior is finished in oak, with large show cases displaying every conceivable kind of fishing tackles and reels. In the rear of the store there is a separate department for bicycles. Dawson & Co. are the sole agents for Slazenger's golf and tennis goods in Rhode Island. In a short time another department, for the repair of gun locks and key fittings, will be added to the store.

Red Wing, Minn.—The Red Wing Boat Manufacturing Co. has recently acquired property here which will shortly be occupied by a $15,000 factory, employing a large number of men in the manufacture of small craft.

Springfield, Mass.—The Fisk Rubber Company have moved their store to Bridge Street where they carry a full line of tires manufactured at the company's plant in Chicopee. The store has the agency for the Firestone Side Wire (solid) tire.

Tiger Bay, Fla.—D. C. Cement has sold out his bicycle store and removed to Bartow, Fla.

Tilsonburg, Ont.—Mr. Burkholder has recently moved into his new factory, a substantial brick building centrally situated just back of the Main Street. When the factory is in proper running order Mr. Burkholder will turn his attention to the manufacture of automobiles, for which he believes there is a splendid opening.

Troy, N. Y.—E. H. Brunelle has purchased Lucey's interest in the bicycle and talking machine business and will take possession at once. Mr. Lucey will continue the automobile business exclusively in his new location, 22 Fourth Street.

Miscellaneous.

Chemnitz, Germany.—United States Consul J. F. Monaghan reports that the United Kingdom imported during the first eleven months of 1904, 6,142 auto and motor cycle machines, of a total value of £2,352,520 ($11,448,538.)

Philadelphia, Pa.—The Edward K. Tryon Co., manufacturer and dealer in firearms, fishing tackle and sporting goods, notes an exceptionally heavy demand for baseball goods during the past month, which taxed its capacity to meet. While the fishing tackle season has been somewhat deferred it has also been quite satisfactory as to the volume of business transacted.

Fires.

Gaylord, Mich.—Fire caught in the bicycle barnes shop of A. H. Vandoran on April 19th from some unknown cause and did $1,000 damage. The stock was valued at $5,000 with $2,000 insurance.

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The "FOLLETT"
NUMBERING MACHINE
PRICE $5.00
STYLE OF IMPRINT
123456

Six wheels—steel figures—printing from one to one million. Numbers consecutively, duplicates or repeats AT WILL.
Sent to responsible parties on approval.
CUSHMAN & DENISON MFG. CO.
240-2 W. 23d St., New York City.

THE SCHWERDTLE STAMP CO.,
STENCILS - BURNING BRANDS
STEEL STAMPS & DIES
SEALS - MACH. PLATES - CHECKS
BRIDGEPORT, CONN.

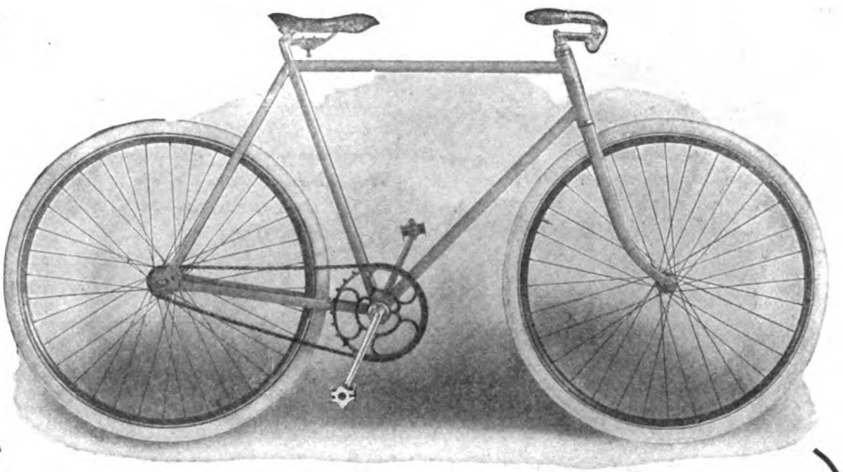
Search the world over for Glass Cutters that in any way can be compared with Barrett's Glass Cutters. Their surpassing excellence has found for them a ready market in all parts of the world.

BARRETT'S GLASS CUTTERS
Are profit bringers. If you are not handling them a single order will convince you. Write us to-day.
Mention Hardware.
W. L. Barrett, Bristol, Conn., U.S.A.



Cement Curb Tool

Get Ready! Stock up for Spring trade in
Cement Workers', Contractors' and Paviors' - - TOOLS
Our line is complete, our prices are low, our catalog yours for the asking.
JOHN STORTZ & CO.
214-216 VINE ST., PHILA., PA.



The LINE THAT SETS THE PACE

No. A guaranteed tires and equipment. The best value on the market $14.00
Same with Morgan & Wright tires 16.00
Same with Hartford No. 70 tires 16.50
No. 71 has the finest equipment on the market, G & J or Palmer tires .. 19.50
Ladies bicycles $1.00 extra.
Coaster brake $3.00 extra.
Eighteen years experience has taught us how to build good bicycles, and to sell them at prices that are pleasing alike to agents and riders.

GENDRON WHEEL CO. **Toledo, O., U. S. A.**

Glass Cutters that Cut
Ours stand first for durability and fine cutting qualities

Note our patent interchangeable feature.



Extra cutter wheels are placed in handle instead of tube. Send for catalog. Mention HARDWARE.

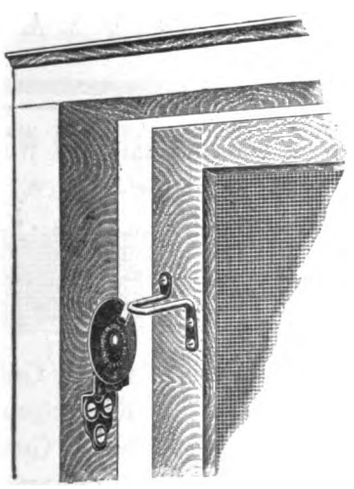
The Favorite
FLETCHER, TERRY & CO., Forestville, Conn., U. S. A.

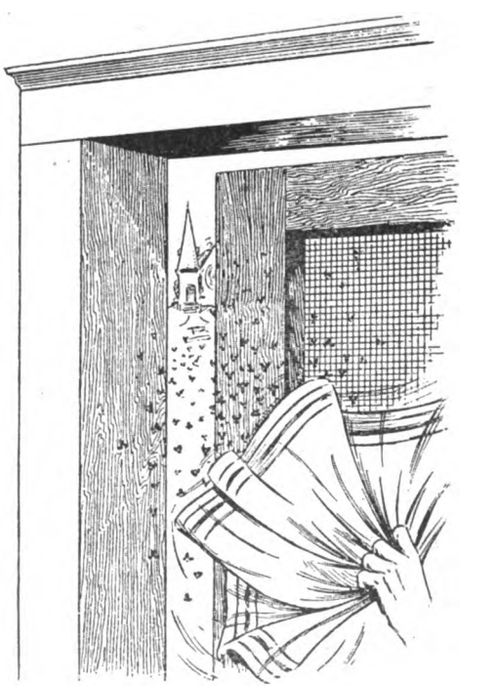
The AMERICAN DOOR CATCH

Mr. Hardware Dealer 1905, a gentle shove will do the work with the American Door Catch a **Silent** Catch of **Merit.**

Have you seen this **seller?**
Have you seen it **work?**

If not, we will send you prepaid, no charge, a catch so you may note the result.





A Catch that Latches
A Latch that Catches

Each catch packed complete with screws and cardboard templet in envelope with instruction for attaching.

Ask your jobber or write us,

No expert needed to attach the American, the templet gets it right.

Advertising mounted model free, with dealers first order of six dozen or more.

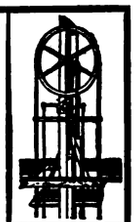
AMERICAN HARDWARE MFG. CO.,
Ottawa, Ills., U. S. A.

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Robert Murray.
24 Duane St.,
New York City.
General Hardware
Agent for Atlantic Screw Works.
Wood Screws of Every Description.
Agent for Maynard's Socket Shovels.

Improved Quick and Easy Rising Steam, Electric and Hand Power
ELEVATORS
Send for Circulars.
Kimball Bros. Co.,
1013 Ninth St., Council Bluffs, Ia.
KIMBALL ELEVATOR CO., 120 Cedar St., New York.
39 Vincent St., Cleveland, O.



Hardwaremen's Exchange

Notices of **HELP WANTED** *or* **SITUATIONS WANTED** *will be inserted in this column, for subscribers, free of charge. Should not exceed four lines. Notices of* **SIDE LINE OFFERED, SIDE LINE WANTED** *and* **ALL OTHER NOTICES,** *two cents per word. No ad. received less than three lines.*

Situation Wanted

YOUNG single man desires permanent place as manager or salesman in retail Hardware store. Have had five years experience as buyer and manager in Hardware stores. Would like employment in the Central Western States, Illinois, Ohio, Indiana, Iowa, Kansas. Can furnish references. Address Hardware Lock Box 18, Red Springs, N. C.

Wanted.

WANTED—To buy patents of articles made of Sheet Metal. Address "Sheet Metal," 115 Third Street, Middletown, Ohio.

Hardware Salesman Wanted.

WE have an easy selling side line, at liberal commission, which can be sold to wholesale Hardware stores everywhere, and to retail Hardware stores in all small towns. Address Room 60, Tribune Building, New York.

SPECIALTY SALESMEN to sell splendid specialty—a cherry seeder; best and also the cheapest on the market; model can be carried in vest pocket; easy to sell; liberal commission; good money for the right parties; write to-day for particulars. E. L. Arnott, Greenfield, Ohio.

WANTED—Salesman experienced in selling small wood handles and spools. None but those familiar with the trade wanted. Address, "C. H. M.," care HARDWARE.

WANTED—Experienced Hardware salesman. None but experienced man need apply. Address 81 Warren St.

Business Opportunities.

BUSINESS OPPORTUNITIES.—Anyone desiring to go into the Hardware business can learn of one of the best openings in a New England town of 30,000 by writing to the address below. Only those meaning business need answer. Address, William Hicks, care "HARDWARE."

To Manufacturers

ARE you satisfied with the results you are getting from the New York Market? If not, give us an outline of your needs and we will submit an up-to-date proposition. Manufacturers' Sales & Service Co., 377 Broadway, N. Y.

Side Line Offered.

SALESMAN to carry a good side line that will pay traveling expenses. Sells to house furnishing, general, and hardware stores. Pocket model free. Season now on. Novelty Mfg. Co., Ottawa, Ill.

A GOOD SIDE LINE—Housefurnishing specialties to Retail Trade. The A. J. Phillips Co., Fenton, Mich.

"Little Shaver"

THE CUTEST THING IN THE KITCHEN



Shaves chocolate so thin that it dissolves without stirring. Slices Potatoes, Radishes, Cucumbers, Onions, Apples and all the smaller fruits and vegetables. Made of black walnut or other fine hardwood. Tempered steel knife which carries keen edge.

Splendid seller at all times.

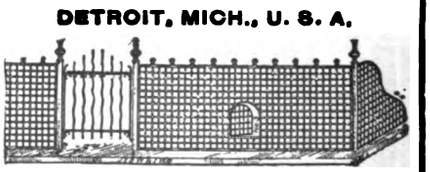
Favorite Corn Grater

An absolutely reliable utensil for preparing corn for many different dishes.

DEALERS GET PRICES FROM

J. M. Mast Mfg. Co.
Lititz, Penna., U. S. A.

J. E. BOLLES IRON AND WIRE WORKS
DETROIT, MICH., U. S. A.



Bank and Office Railings, Grilles, Elevator Cabs and Enclosures, Porch Railings, Window Guards, Electro Bronze Work, Ornamental Iron and Wire Work of all Descriptions.

Shipments made to all parts of the world. State your wants and SEND FOR CATALOGUE 20H



Patented Feb. 28, 1899
Double Hoop Perfect Flue Stop
showing new Reversible Cover

In your next order to your Jobber include a few

Perfect Flue Stops

You'll be surprised how soon you will

Want More

The best selling flue stop made.

Manufactured by

G. A. Higgins & Son
GALESBURG, ILL.



Patented Feb. 28, 1899
Single Hoop Perfect Flue Stop
showing new Reversible Cover

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Get Ready For Fly-Time!

It is THE time when both the Farmer and his dairy do a lot of unnecessary "kicking"—the Farmer kicks because his cows kick—dirt into the milk while being milked, toss their heads, switch their tails—until the milk is positively unfit for use. Worse than that—it decreases 25 per cent. in quantity.

The cows kick—and rightly so—because they are bothered, beyond endurance, by swarms of flies, ticks, gnats or other insects, just because they are not sprayed with

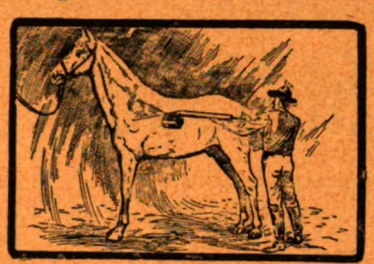
"No-Flies-Here"

(Trade Mark)

The only real Fly-Repeller and Insecticide ever introduced.

THINK OF IT!

A single application will last for a week. It will *positively keep away all flies, ticks, gnats or other insects* from cattle, horses dogs, poultry, etc., even in localities where these pests abound.



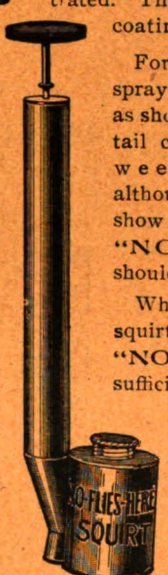
It gives the cows a chance to feed in peace. They give more and better milk, too.



Writes a Jersey Dairyman: **"Without the use of this perfect insecticide,** I would prefer not to own cows at all rather than see the dumb animals suffer during fly time. **but, with the use of "NO-FLIES-HERE"** it is not only a pleasure to enjoy the sight of them, but a great source of comfort, as well as profit, to the entire household."

It is healing and soothing, giving immediate and lasting relief without danger of injury to the stock.

There is nothing harmful or deleterious in it.



"An Ounce of Prevention."

"NO-FLIES-HERE" can be applied with a brush, sponge or piece of cloth, but it is easier, quicker, and more economical to use the **SQUIRT CAN OR SPRAY** here illustrated. This gives a thin uniform coating and obviates all waste.

For horses and cows simply spray the liquid on the animal, as shown, especially where the tail cannot reach. Twice a week is usually sufficient, although a little practice will show how much and how often "NO-FLIES-HERE" should be used.

When applied with a squirt can, one gallon of "NO-FLIES-HERE" is sufficient for five head of horses or cattle for an entire season. The same quantity is sufficient for one application to 400 head. *"NO-FLIES-HERE"* is so inexpensive that everybody can afford to use it.

Now is the time to lay in a stock of

"No-Flies-Here"

before fly time. It is a profitable article for enterprising dealers to push. Gallon can of "NO-FLIES-HERE" and Squirt Can (as illustrated) sent on receipt of $2.50.

SEND FOR INTERESTING BOOKLET OF DETAILS.

We supply this booklet in liberal quantities to jobbers with their names printed thereon.

Manufactured only by The Preservaline Mfg. Co.

41 & 43 WARREN STREET, NEW YORK, U. S. A.

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BIG PROFITS IN GEMS

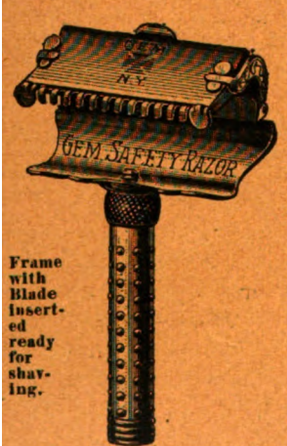


"On the Right Track" to Profits?

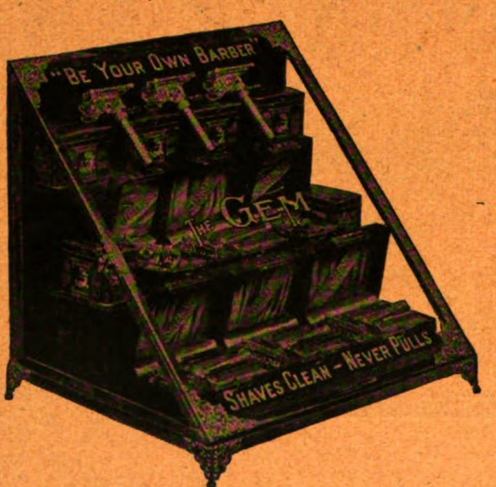
If not,—if you are travelling a round-about way to the profits of, or are "side-tracked" by some inferior profitless safety razor,—try the Gem: It is the short-cut — the "Bee-Line" to Big Profits in the Razor business.

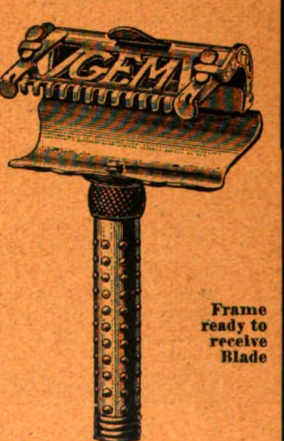
The Gem sells when other Safeties fail to sell. Display it,—explain its points of excellence,—the sale is made. More than that: One satisfied customer will bring you others. Millions of Gems are at work on all kinds of whiskers in all parts of the world.

Our New Silent Salesman



Frame with Blade inserted ready for shaving.





Frame ready to receive Blade

works for your pocket all the time. It's your's for the asking, with your first order for Gems.

Our New Gem RIGID MODEL Safety Razor

excels, without question, all other Safety Razors, in being the simplest, the most sightly, substantial and sanitary.

No better Safety Razor made than the Gem — at any price.

If you want to get ahead of the "other fellow" and get the "Lion's Share" of Safety Razor profits — handle the Gem.

Do you want our New Silent Salesman Display Case—or our Catalogue—or our Rock Bottom Prices—or all three—you only need ask. Mention HARDWARE.

Gem Cutlery Co., 34 Reade St., New York U.S.A.

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THE PIKE M'F'G CO.
PIKE, N. H.
U.S.A.

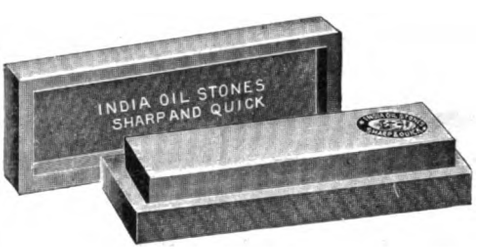
Exclusive Selling Agents For

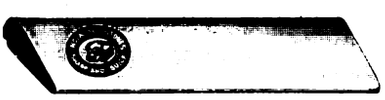
INDIA OILSTONES

Made by NORTON EMERY WHEEL CO., Worcester, Mass.



Used Every Working Day







Hardest

Sharpest

Quickest

Found in the Tool Chests of all First-Class Workmen

SPECIAL FEATURES

Stones even and clear grained throughout.

Remarkable cutting qualities.

Great strength of material.

Adaptability to all required shapes.

Beauty of form and surface.

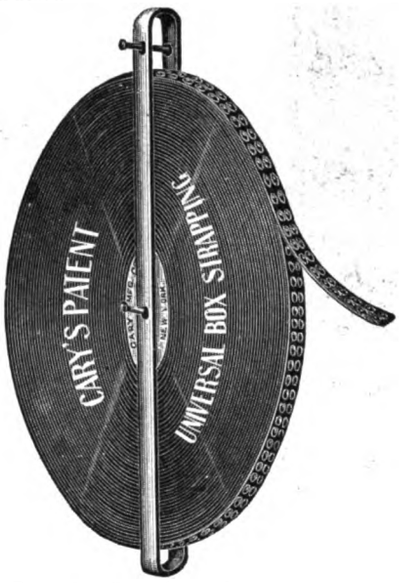


Made in 54 Different Shapes and Coarse, Medium and Fine Grits

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CARY'S UNIVERSAL BOX STRAP

A continuous Metal Strap with a series of raised bosses along edges to strengthen it and to protect nail-heads.



Put up in coils 300 feet each.
Patent Metal Reel Frame with each coil.
Straps made in four widths: ½, ⅝, ¾ and 1 inch.
Patented in all countries.

CARY MFG. CO,
19 & 21 Roosevelt Street, New York.
Cable Address: CARLEIO

SAVAGE

"JUNIOR" PROFITS.

If you are selling firearms to make money, you want to make a good legitimate profit on every rifle sold.

The JUNIOR .22 calibre Single Shot will yield a marginal profit that is well worth your investigation.



THE "JUNIOR."

With the profit comes a quality of workmanship that is a business builder.

Write your jobber for prices and information on this new Savage Rifle.

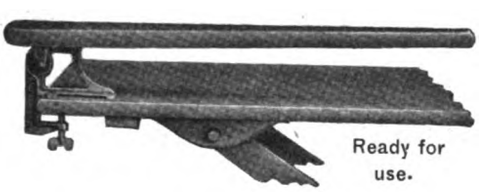
SAVAGE ARMS COMPANY,
UTICA, N. Y., U. S. A.

RIFLES

AUXILIARY IRONING BOARD



Turned back out of way.



Ready for use.

A Money Maker

USED THE YEAR 'ROUND - USED THE WORLD 'ROUND

A most substantial and satisfactory auxiliary to table or regular ironing board for ironing sleeves, shirt waists, etc. The turn-back feature is its great convenience. None other has it. Always in place. Never in the way.
It is not a cheaply-constructed article, but one built for every-day use and for universal satisfaction.

We have further information we will be glad to give you.
Better write for it.

W. H. GLENNY AND COMPANY, SPECIALTY MFG. DEPT.

ROCHESTER, N. Y., U. S. A.

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PRICES CURRENT

The prices noted in this Prices Current are intended for the Hardware trade only, and for such quantities as are usually purchased by retail dealers. They are carefully revised and represent quotations at which purchases can be made. Very small quantities, and broken packages, frequently make higher prices necessary.

Subscribers are requested to notify us of any discrepancies, as we desire to make this department of our paper worthy of their constant attention.

The list prices, from which discounts are given, will always be furnished the dealer upon request, by the manufacturer quoted.

Ammunition—

CAPS—PERCUSSION—

Eley's E. B.....60c
C. D.....per M 34@ 35c
F. L.....per M 40@ 45c
G. E.....per M 50@ 52c
Musket.....per M 62@ 65c

PRIMERS—

Berdan Primers $1.00 per M.....20&5%
B. L. Caps (Sturtevant Shells) $2.00 per M.....20%
All other Primers per M $1.52 to $1.60.

CARTRIDGES—

Blank Cartridges:
22 C. F., $5.50.....10&5%
32 C. F., $7.00.....10&5%
22 cal., Rim, $1.50.....10&5%
32 cal, Rim, $2.75.....10&5%
B. B. Caps, Com. Ball, Swgd.....$1.90
B. B. Caps, Round Ball.....$1.49
Cent. Fire.....25%
Target and Sporting Rifle.....15&5%
Primed Shells and Bullets.....15&10%
Rim Fire Sporting.....50%
Rim Fire Military.....15&5%

SHELLS, EMPTY—

Brass Shells, Empty:
First quality, all gauges.....60&5%
Climax, Club, Rival, 10 and 12 gauge.....65&5
Paper Shells, Empty:
Acme, Ideal, Leader, New Rapid, Magic, 10, 12, 16 and 20 gauge.35&5%
Blue Rival, New Climax, Challenge, Monarch, Defiance, New Victor, Repeater, Yellow Rival, 10, 12, 16 and 20 gauge.....30%
Climax, Union, League, New Rival, 10 and 12 gauge.....25%
Climax, Union, League, New Rival, 14, 16 and 20 gauge ($7.50 list).. 20%
Expert, Metal Lined, and Pigeon, 10, 12 16 and 20 gauge.....33⅓&5%

SHELLS, LOADED—

Loaded with Black Powder.....40%
Loaded with Smokeless Powder, medium grade.....40&5%
Loaded with Smokeless Powder high grade.....40&10&10%

SHOT—

Drop, up to B 25 lb bag.....$1.65
Drop, B and larger, per 25 lb. bag. 1.90
Buck 25-lb bag.....1.90
Chilled, 25-lb bag.....1.90
Dust Shot, 25 lb bag.....2.25

GUN WADS—@ 1000—

B. E., 11 up.....$ .60
B. E., 9 & 10.....70
B. E., 8.....80
B. E., 7.....90
P. E., 11 up.....1.00 } 15%
P. E., 9 & 10.....1.25
P. E., 8.....1.40
P. E., 7.....1.50

Ely's B. E., 11 and larger..$1.70@$1.75
Ely's P. E., 12 to 20.....$3.00@$3.25

Animal Pokes—

	@ doz.
Iowa Farming Tools.	
Hawkeye	$3.25
Western	4.00

Anti-Rattlers—

Fernald, Quick Shift, per doz. pair net.....$3.00
Burton's per doz. pair, Nos. 2 and 5.....50c
Per doz. pair, No. 1.....75c
Per doz. pair, No. 4.....1.00
Kohler's: @ gro.
Invisible, No. 3.....Net, $5.00
Perfect, No. 2.....Net, 7.20
Belt Holder, No. 1.....Net, 9.00

Anvils—

American "Horse-Shoe".....9¼c
Arm & Hammer.....8¼@8½c
Eagle Anvils, @ lb, net.....7¼@8c
Peter Wright's.....10½c
Trenton.....9to9½c

ANVIL AND VISE COMBINED—

Millers Falls (with drill), $18.00. 15&10%

Augers and Auger Bits—

Boring Machine, Snells.....70%
Com. Auger Bits.....75@75&10%
Forstner Pat. Bits.....30%
Ford Auger Bit Co.:
Auger Bits, Car " , Machine Bits } 40@40&5%
C. E. Jennings & Co.:
Double Spur pattern car, No. 30 40&7½&10%
Nobles Double Spur, No. 33...55&10%
No. 10 Extension Lip.....25&10%
Car Bits, No. 10.....25&10%
Car Bits, No. 30.....40&7½&10%
Ring Augers.....60%&10%
Jennings' Pattern.....60&10%@70%
Snell's Auger and Car Bits.....60%
Extra.....60%
No1.....60&10%
Russell Jennings' Augers and Bits. 35&10&2½%

HOLLOW AUGERS—

Ames.....25&10%
Bonney's Adjustable.....$9.00@10.00
Hibbard's Adjustable.....Net prices
Ives.....25&10%
Millers Falls, Goodell.....15&7½&10%
Universal, each $4.50.....35%

EXPANSIVE BITS—

C. E. Jennings & Co.....25&10%
Clark's small, $18.....50&10%
Clark's large, $26.....50&10%
Ives' Model, @ doz. $60.....50%

DOUBLE CUT GIMLET BITS—

Common, net.....$3.00@3.25
German Pattern, net.....$1.50@4.75
Mayhew's Diamond @ doz. $1.25. .40%
C. E. Jennings & Co.....45&10%
Ladds.....60&10%
Mayhew's.....40&10%
Snell's Bell Hangers.....60%&5%

TWIST DRILLS—

Bit Stock.....60&10&60, 10&10
Taper & Straight Shank, 60&10@60, 10&5

SHIP AUGERS AND BITS—

Ford Auger Bit Co.....40%
L'Hommedieu's.....15%
Snell's.....40%
Watrous'.....35&5%

Awl and Auger Handles—

See Handles.

Awls—

	Per Gro.
Handled Brad	$2.75@$3.00
Handled Scratch	$3.50@$4.00
Patent Peg	31@34c.
Sewing, Com.	85c@$1.00
Shouldered Peg	.65@70c.
Shouldered Brad	.50
Socket Scratch @ doz	$1.00
Stanley Rule & Level Handled Brad	.20&10%

Awl and Tool Sets—

Aiken's Awls and Tools:
No. 10, @ doz. $7.50; No. 20, @ doz. $10.....60%
Brad Sets:
No. 42, $10.50; No. 45, $13.50.....70%
Fray's Adj. Tool Hdls., Nos. 1, $12; 2, $18; 3, $12; 4, $9; 5, $7.....50%
Ice Awls.....55%
Millers Falls Adj. Tool Holders:
Nos. 1, $12; 2, $12; 4, $12; 5, $18. 15&10%

? ? ? ? ? ?

CAN YOU ANSWER

these questions about your line of floor spring hinges to your customers satisfaction?

ARE THEY SERVICEABLE?
ARE THEY LONG LIVED?
ARE THEY ADJUSTABLE?
ARE THEY COMPACT?
ARE THEY DUST PROOF?

"COLUMBIAN" FLOOR SPRING

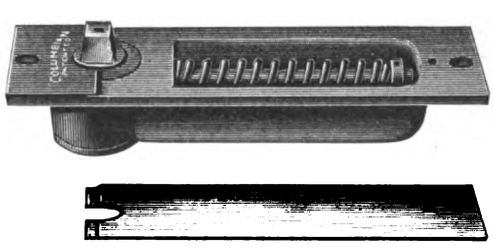
hinges will stand such an essential cross examination successfully.

They are simple and compact yet efficient.

Good material and skilled workmanship make them reliable hinges, noiseless, and with accurately fitted parts absolutely dust proof.

The loose top pivot allows the door to be removed or put in place at an instant's notice by a single person and without any special tools.

A penny postal will bring Builder's Hardware Catalog No. 12 with further information. Send for it today.



The Columbian Hardware Co.
Cleveland, Ohio, U. S. A.

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C. E. Jennings & Co.'s Adjustable Tool Handles 33⅓%
Rollin Hdw. Co., Adj. Tool Holders No. 1, $13.00 ..... 30%
Stanley's Excelsior, No. 1, $7.50; No. 2, $4.00; No. 3, $5.50..... 30&10%

Axes—

First quality, best brands....$6.50to9.75
Ice, Bradleys. 30%
Bradley's wide bit, net $10.50
Long Island, net..... 9.25

HATCHETS—

Hunt's, Underhill's Blood's or Plumb's: Shingling, etc. .... 33⅓&5
Broad and Bb'l..... 33⅓%
Boys Axes..... 33⅓&5
D. Simmons & Co.: Broad .. Shingling and Claw ..... Lath, Hunters', etc..... } 50&10%
Picks and Mattocks..... 50%
Peck Edge Tool Co: Hatchets, Shingling, etc.....33⅓ & 5
Broad and Bb'l..... 33⅓%
Boy's Axes and Hatchets....33⅓ & 5

Axle Grease—

Dixons' "Everlasting" Graphite: 1 lb cans (36 in case)..... .15 ea.
3 " " " ..... .35 "
10 " firkins (6 in case). ....$1.20 "
25 " ..... 2.75 "
50 " kegs..... 5.00 "
100 " ..... 9 00 "
200 " ½ bbls..... } .08½lb
375-400 lb " ..... }

Balances, Spring—

Chatillon's: Light Class A.....40&10%
Circular Balances, Class C 50%
Ice Balances, Class B..... 50%
Straight Balances, Class A1 and A2.40%
Class D, E, F.. . ..... 30%
Class G..... 20%

Balances, Sash—

Caldwell's 50%
Pullman's .....50&10 to 60

Barn Door Hangers—

See Hangers.

Beef Shavers—

Enterprise: Japanned, each, $3 00.....25@20%
Tinned, each, $10.50.....35@30%

Bells—

HAND—

Hand Bells, Polished Brass..60@60&10%
Pure Bell Metal..... 60%
Silver Chime..... ....33⅓@33⅓%
White Metal..... 60%

DOOR—

Trip, Gem .....50&10%
Gong, Abbe's ... .45%
Gong, Yankee..... .....55%
New Departure..... 45@50%

COW—

Common Wrought .....75@75&10%
Kentucky.....70@70&10%
Kentucky, Sargent's List..... 70%
Texas Star..... 20%
Western, Sargent's List.....70@70&10%

Bellows—

Blacksmiths' .....65&10@70
Hand..... 25&10%
Moulders'..... 25&10%

Belting, Rubber—

Boston Belting Co.: "Boston" 50%
"Imperial," seamless stitched....45%
Niagara..... 60%
N. J. Car Spring & Rubber Co.: Extra Para.... . .....40&10%
Reliable .....50&10%
Staple..... 60&10%

Bench Stops—

Morrill's No. 1, $10.00 per doz.; No. 2, $12.50.....50%
Seymour Smith & Sons.....25&10%
Miller's Falls. .....15&10%
Weston's..... 40

Binder Twine—

	Per Pound
Sisal 10¼c
Standard 10¼c
Standard Manila.... ....11¼c
Manila 12¼c
Pure Manila..... .....12¼c

Bit Holders—

Angular 45%
Extension: Barber's, ₩ doz. $15.00.....45@50%
Ives' ₩ doz. $20.00.....60&10%

Bit Stock Drills—

See Augers and Bits.

Blind Adjusters—

Domestic..₩ doz. $3.00.....33⅓%
Excelsior ₩ doz. $10.00 .....50&10&5%
North's 10%
Zimmerman's..... 50%

Blind Fastenings and Tenons—

Security Gravity ₩ gr..... $9.00
Zimmerman's..... 50%

Blind Hinges—

See Hinges.

Blocks, Tackle—

Eddy's .....50&10@60%
Hartz' Steel..... 40&10@50&5%
Iron Strapped, Japan'd Sheaves.70&10%
Iron Strapped, Lig Vitae Sheaves . 60%
Rope Strapped, Japan'd Sheaves.65&10%
L. V. Sheaves..... ....40%
Lanes: Junior, Self Sustaining.....30%
Pat. Automatic 30%
Perfect Safety 30%
Stowell, Novelty Block.....50&10%

Bolts—

DOOR AND SHUTTER—

Cast Iron Barrel, Square, &c.... 60&10%
Cast Iron Chain..... ... 60&10%
Cast Iron Shutter Bolts.....60&10%
Ives' Patent Door Bolts..... .....60%
Wrought Barrel..... 65@65&10%
Wrought Barrel Bolts, Griffin s 75&10%
Wrought Square..... .....70@70&10%
Wrought Shutter, Standard list.. 50&10%@50&10&5%
Wrought Spring, Sargent's 70&10@75%

CARRIAGE, MACHINE, &C.—

Common Carriage (cut thread): ⅜x 6 and Smaller.. ... .75&15%
Larger and Longer. ..... 65&10&2½%
Phila. Eagle, $3.00 list May 24, '99 ..... 60&10%
Bolt Ends, list Feb. 14, '95. .. 70&2½%
Bolt Ends with C & T Nuts... 65&7½%
Machine, ⅜ x 4 and smaller....75&2½%
Machine, Larger and Longer...70&2½%

TIRE—

American Screw Co.: Bay State, Plain, list Dec. 28, '99..72½%
Bay State, Fluted.....72½%
Eagle Phila..... 82½%
Norway, Phila..... 80%
Common, ...72½@72½&10%
Norway, Phila 80%
Portchester. Norway..... 80%
Phila 80%

STOVE AND PLOW—

Plow.....70&10@70&10&5%
Stove, ... 80%@80&10%

MISCELLANEOUS—

Sink..... .....80%

Bone Mills.

Enterprise ....25@20%
Stearns 40%

Borers, Tap—

Enterprise ..... 20@25%
Each.....$1.25, $1.65, $2.50
Nos 1 2 3
C. E. Jennings & Co.: No. 6 .....33⅓&10%
No. 10 .....16⅔&10%
Common Ring.... .....20&10%
Ives..... 25&10%

Boring Machines—

WITHOUT AUGERS—

	Upright.	Angular.
Jennings'.....30&10	
Millers Falls.....	7.50	15&10%
Snell's, Rice's Pat..	2.50	2.75
Ajax 40%	
Phillips ..... $4.60 net.	

Bow Pins—

Hotchkiss.....60&10%

Boxes, Mail.

Heller's ....40&5%

Box Hooks.

Humason & Beckley's..... .60&10&10%

Box Openers.

Humason's..... ₩ doz net $5.00
Bemis & Call's.....65%

Box Scrapers—

Bradley's.....20%

Box Strapping—

Cary Mfg. Co's in case lots: "Universal,".....30&10&10&10
Standard Metal Strap Co's: Eclipse..... 20&10&10&5%

Braces—

Barbers'..... .....50&10&10@60&10%
Barbers' Ratchet.....60@60&10%
Common Ball American....60@60&10%
Ives': Barbers'..... 60&5%
Barbers' Ratchet ..... 60@60&10%
New Haven Novelty 70%
New Haven Ratchet.....60&10%
Spofford..... 60&5%
C. E. Jennings & Co.: No. 108@114½..... .....50&10%
No. 208½@214½..... .....50&10%
Lancaster Mach. & Knife Works....50%
Gen. Spofford's 60%

Brackets—

Brackets, Griffins Folding..... 70&10%
Brackets, Griffin's Pressed Steel 80%
Shelf, Bradley's Patent, full cases 80&10&10%
Bradley's in Broken Cases.....80&10%

Bracket Saw Frames—

Millers Falls Co..... .25&10%

Bracket Sets—

Millers Falls Co. .....33⅓&10

Bright Wire Goods—

Standard. List, June 24, 1903. 90&10&10@90&10&10%&5%

Bull Rings—

Humason, Beckley & Co.'s.....30%
Rea's 2¼ in. net. or do $1.5
Sargent's 30%
Seymour Smith & Sons.....60%

Bull Punches—

Humason & Beckley's, ₩ doz. net $3.50

Bush Hooks—

See Hooks.

Butchers' Cleavers—

Bradley's 40%
Foster Bros. Flat Hds 30%
Foster Bros. Round Hds 30%
Lancaster Mach. & Knife Wks.33⅓@40%
L & I. J. White..... 30%
Plumbs 33⅓%

Butcher Knives—

See Knives.

Butchers' Saw Blades—

Millers Falls Co. Star.....15@15&10%
C. E. Jennings & Co.....25&10%

Butter and Cheese Triers—

Ordinary Black Handle 25%
Humason & Beckley's.....40%

Butt and Rabbet Gauges—

Stanley's.....25&10%

Butts—

BRASS—

Wrought Brass, list Sept. '96.....30%

CAST IRON—

Fast Joint, Broad .....40&10@50%
Fast Joint, Narrow..... 40&10@50%
Loose Joint ... .70&5@75%
Loose Joint, Japanned.....70&5@75%
Loose Joint, Jap. with Acorns.. 70&5@75%
Loose Pin.....70&5@75%
Mayer's Hinges .....70&5@75%
Parliament Butts.....70&5@75%

WROUGHT STEEL—

Table and Back Flaps..... 75% } Extra 10@10&10%
Narrow and Broad..... .. ....75%
Inside Blind 75%
Loose Pin..... 75%
Loose Pin, Ball and Steeple Tip.. ..... 85%
Japanned, Ball Tip Butts .70&10%
Bronzed Wrt. Nar. and Inside Blind Butts.....55&10%

Calipers—

Bemis & Call; Wing 60%
Double..... ..65%
Inside and outside..... .....65%
Straight Leg 65%
Call's Pattern. Inside 5%

Can Openers—

American..... ₩ gross, $1.75@$2.00
Goodell's Acme..... ₩ gross, 6.00
Hopper's ..... ₩ gross, 15.00
No. 5, Iron Handle..₩ gross, $3.00@2.25
Phoenix ..... 4 %
Sardine Scissors ....75&10%
Sardine Scissors, Forged Steel.... ₩ doz., $4.50
Sprague, No. 1, $3.00; No. 2, $2.25: No. 3, $2.50. ....75&10%
Universal, ₩ doz., $3.00.....50%

Carriage Makers' Clamps—

See Clamps.

Cartridges—

See Ammunition.

Casters—

Bed.....70@70&10%
French or Phila. Iron Wheel..... 75%
Plate.....60@60&10%
Payson's Furniture.....70&10&10%
Payson's Truck..... .70&10%
Standard, Ball Bearing..... .45%

Cattle Leaders—

Humason, Beckley & Co.'s.....70%
Sargent's..... 70&10%
Weltons..... 70&10%

Chain—

American Coil and HalterChains: "American" .....40@40&10%
"Niagara" .....45@50&5%
"Eureka".....45@50&10%
"Triumph".....40%
"Brown".....50&5%
"Perfection".....60%
American Proof Coil, F. O. B. Pittsburgh.

Inch.	Per 100 lbs.
5-16 .....$7.40
¼ 5.10
5-16 ..... 4.15
⅜ 3.45
7-16 ..... 3.20
½ 3.20
9-16 ..... 3.15
⅝ 3 10
¾ 3.00
⅞ 2.90
1 ..... 2.95

Covert Mfg. Co., Breast Chains.... Covert Mfg. Co., Halter Chain ... Covert Mfg. Co., Heel Chain..... Covert Mfg. Co., Rein Chain..... Covert Mfg. Co., Stallion Chains.. } 40% &2½
Galvanized Pump Chain. per pound. 5@5½c
German Coil, list July 24, '97...60&10@ 60&10&10%
German Halter Chain, list July 24, '97 60,10&10%
Jack Chain, Iron.....60&10@60&10&5%
Jack Chain, Brass..60&10@60.&10&10%
Oneida Wire Dog Chains... .45@50&5%
Trace, Wagon and Fancy Chains: New List..... ....60@60&10%
Bridgeport, Trace chains.....65%
Stake " 65%
Heel " 30%

COW TIES—

American ....45@50%
Niagara .....45&5@50&10&5%
Covert Mfg. Co.: Cotton .....45&2½%
Hemp.....45&2½%
Jute.....50&5%
Sisal.....35&5%

Chain Guards—

Aluminum S. & N. Co.....50

Carpet Stretchers—

Montross' "Excelsior,"...₩ doz., $6.00.....20%
Bullard's.....33⅓%
Cast Iron Steel Points.....₩ doz....30c
Socket .....₩ doz., $1.75@$2.00

Carpet Sweepers— ₩ doz.

Bissell's: Cyco Bearing "Parlor Queen".$30.00
Cyco Bearing "Elite"..... 29.00
Cyco Bearing "Boudoir"..... 27.00
Cyco Bearing "American Queen"..... 27 00
Cyco Bearing "Ideal"..... 25.00
Cyco Bearing "Gold Medal"... 24.00
Cyco Bearing "Premier"..... 24.00
Cyco Bearing "Superior"... 24 00
Cyco Bearing "Prize" 24 00
Cyco Bearing "Welcome"..... 24.00
Cyco Bearing "Grand Rapids," nickel 24.00
Cyco Bearing "Grand Rapids," Japan..... 22.00
"Standard," nickel 21.00
"Standard," Japan 20.00
Cyco Bearing "Crown Jewel," nickel 21.00
"Crown Jewel," Japan 19 00
Cyco Bearing "Crystal."..... 36 00
Cyco Bearing "Grand" length of case 17 inches 36.00
Cyco Bearing "Club," length of case 24 inches 54.00
Cyco Bearing "Hall," length of case 28 inches 60.00
Cyco Bearing "Junior," nickel, length of case 12½ inches . 22.00
"Junior," Japan, length of case 12½ inches 20.00
"Misses" 9.00
National Sweeper Co., Marion, In.
Marion Roller Bearing Regular finishes full Nickel.... . $24 00
National Queen. Roller Bearing. Fancy Veneers. Full Nickel 27 00
Monarch. Roller Bearing. Nickel 28 00
Monarch. Roller Bearing, Japanned..... 20 00
Marion Queen, Roller Bearing Regular Finishes, full Nickel, 24 00
Transparent. Roller Bearing, (Plate Glass Top) Nickel.... 33 00
Monarch Extra, Roller Bearing, (17-inch case), Nickel..... 36 00
Monarch Extra, Roller Bearing 17-inch case) Japanned..... 33 00
Perpetual, Regular Bearings, Nickel 20 00
Perpetual, Regular Bearings... 18.00

NOTE—Discount of 50c per dozen on three dozen lots. Discount of $1 per dozen on five dozen lots.

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Carpet and Rug Beaters.

	₰doz.	₰gro.
No. 12, Wire, Tinned	$0.85	$9.50
No. 11, Wire, Coppered	1.10	12.00
No. 11, Wire, Tinned	1.20	13.50
No. 10, Wire, Galvanized	1.50	18.00

Cherry Stoners—

Enterprise.....35@30%
Goodell's Family..... net ₰ dos. $5.00

Chisel and File Handles—

See Handles.

Chisels—

SOCKET FRAMING AND FIRMER—

Standard Makes.....70&10@75%
L. & I. J. White.....30@30&5%
C. E. Jennings & Co, No. 70...10%&10%
Jennings & Griffin Mfg. Co...60&5&10%

TANGED AND MISCELLANEOUS—

W. & S. Butchers'.....$4.75@$5.00 to &
C. E. Jennings & Co.....30%
Jennings & Griffin Mfg. Co.
Tanged Chisels.....40&10%
Tanged Gouges.....30&10%
Tanged Firmers'.....40%&10%
Tanged Gouges.....40%
L. & I. J. White,.....25&5%

COLD CHISELS—

Good quality, ₰ lb.....12@16c
Small's Best C. S.....50&10%
Cronk's Warranted.....50%

Cleaners, Sidewalk— ₰ doz

Challenge Shank.....$3.25
Star Shank.....3.25
Star Socket.....4.00

Clippers—

HORSE—

Chicago Flexible Shaft Co.'s:
Lightning Belt Clipping Machine, Each $15.00 15%
New '96, Chicago.....Each 8.75 15%
1902 Chicago.....Each 10.75 15%
Twentieth Century...Each 5.00 20%

Cocks, Brass—

Hardware List:
Compression, Plain Bibbs, Globe, Kerosene, Racking, &c., Cocks. 70 & 10 @ 75%

Coffee Mills—

Box and Side.....50&10@60%
Enterprise Mfg. Co.....30@30
Lane Bro's Co.....50%

Coil Chain—

See Chain.

Compasses, Dividers, &c.—

Athol Calipers and Dividers.....40%
Bemis & Call Co.'s:
Compasses.....50%
Dividers.....60%
Compasses, Calipers, Dividers. 75@75&10%
Stevens' "Ideal".....25&10%
Stevens' "Leader".....25&10%

Coopers' Tools—

Bradley's:
Hoop Drivers.....30%
Rivet Sets.....20%
Cold Chisels.....20&5%
Punches.....15%
Vises.....15%
Inshaves.....30%
Barton's.....20@20&5%
L. & I. J. White.....20@20&5%
Sandusky Tool Co.....25&10@60&10%

Corkscrews—

Detroit Cork-Screw Co.....33⅓%
Humason & Beckley Mfg. Co...50&10%
Samson.....₰ dos $10.00

Corn Hooks— ₰ dos

Kretsinger Cut-Easy.....$3.00 net

Corn Knives and Cutters—

Bradley's.....net
Wadsworth's.....net $1.80

Countersinks—

Mayhew's Diamond.....40@45%
Smith's.....20%
Snell's.....40%
Wheeler's Patent.....50&10%

Cow Ties—

See Chain.

Crayons—

Sargent's List.....30%
Dixons: ₰ gro.
Eclipse.....7 in. $3.75 9 in. $4.25
Emerald.....5.00
Oriole.....5.00
Rainbow.....3.12
Solid.....7.50
Tailors, Black $5 62. Red & Blue $9.00

Curry Combs—

Kohler's.....40%
The Metal Stamping Co.....40%
Southington Cutlery Co.'s.....35&10%

Cutlery—

Fosters, Pocket.....30%
Carrier Cutlery Co.....50%

Diggers—

See Post Hole, etc.

Dividers—

See Compasses, Dividers, etc.

Dog Collars—

Walter B. Stevens & Son:
Brass.....40%
Embossed Gilt.....30&10%
Leather.....40%
Union Hardware Co. New List 50@50&10%

Door Bolts—

See Bolts, Door.

Door Checks—

Bardsley's.....40%
Columbia.....50&10%
Eclipse.....60&10%
Home.....50&10
Pullman's Screen.....₰ dos. net $4.50

Door Holders—

Empire.....50%
Pullman.....50%

Door Springs—

Gem (Coil), list Oct. '95.....20%
Pullman, Perfect.....25%
Pullman, Coil.....35%
Star (Coil), list Oct. '95.....30%
Torrey's Rod, 39 in. ₰ dos., net...$1.25
" " 48 in. " " ... 3 50
Victor, Coil.....50&10&10%
Chicago Coil Springs.....40&10%
Reliance Coil Springs.....40&10%

Drain Cleaners—

Iwan's Adjustable.....55%
Iwan's Stationary.....45%

Drawer Pulls—

Drawer Pulls, Griffin Mfg. Co., list.....75&10%
Sargent's List.....60

Drawing Knives—

Standard Makes.....70&10@75%
Adjustable Handle.....25@25&10%
Bradley's.....40&5%
Jennings & Griffin.....60&2%
Watrous.....16⅔&10%
L. & I. J. White.....20&5@25%

Drills and Drill Stocks—

Automatic Boring Tools, Goodell's, 40&5@40&10%
Blacksmiths'.....60%
Breast, Goodell's.....25@30%
Breast, Millers Falls, each $3.00.15&10%
Stearns' Bench.....30%
Hand, Goodell's.....30&10%
Whitney's Hand Drill, No. 1, $10.00 Adjustable No. 10, $12.00.....33⅓%

TWIST DRILLS—

See Augers and Bits.

WHITE'S EDGE TOOLS

The feature that commends itself about White's Edge Tools is that they are easy going—they never cumber the shelves of a hardwareman.

Nearly Three-quarters of a Century on the Market

is the reason for this. They sell well because they are well made and because in all that time they have improved with age.

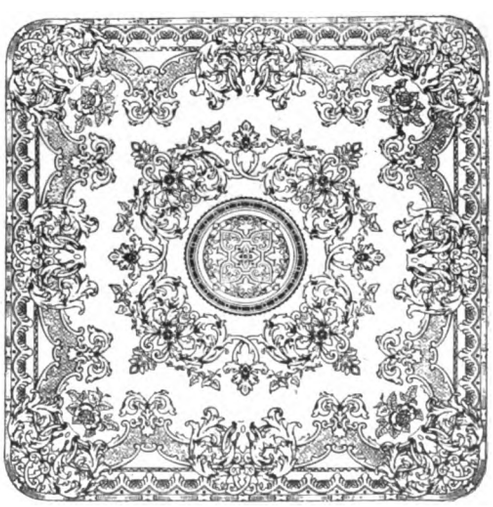
If you are looking for perfection in Edge Tools, look at White's. A single sample order will furnish conclusive proof.

Send for it to-day and be convinced.

L. & I. J. WHITE CO.

Buffalo, N. Y., U. S. A.

STOVE BOARDS



Zinc, Embossed. Paper Lined.
Tin Embossed or Crystalized,
Wood Lined or Paper Lined.

Manufactured By

Cooper & McKee,

113 to 121 Lorimer Street, Brooklyn, New York.

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Egg Beaters—

Holt-Lyon Co : ₱doz. ₱gro.
No. 5 Japanned, Dasher Flared $0.85 $9.50
No. A, Japanned, ... 6 Dos. $6.60. 1.15 13.00
No. 1, Tinned..... .... 1.40 16.80
No. B, Japanned, Hotel Size..... 1.85 22.00
No. 6, Japanned. Dasher Flared 1.65 19.80
No. 2, Tinned, Hotel Size..200 24.00

Taplin Mfg. Co.: ₱gro.
No. 60 Improved Dover.....$6.00
No. 75 Improved Dover.....$6.50
No. 100 Improved Dover.....$7.00
No. 102 Improved Dover, Tin'd $9.50
No 150 Improved Dover, Hotel $15 00
No. 152 Imp'd Dover Hotel T'd $17.00
No. 200 Imp'd Dover Tumbler $8.50
No. 202 Imp'd Dover Tumble Td $9.50
No. 300 Improved Dover Mammoth, ₱ doz..... 2. 0

Escutcheons—

Wood.....35%

Expansive Bits—

See Augers and Bits.

Farriers' Knives— ₱ doz

"Challenge".....$3.00
Popes..... 3.60
Wilkinson's ....$3.00 net
Westerholm's..... ... .$3.25

Faucets—

Frary's Iron Petroleum .....70@70&10%
John Sommer's "Peerless," Tin Key.....40%
John Sommer's "Boss," Tin Key...50%
John Sommer's "Victor," Metal Key.....50&10%
John Sommer's "Duplex," Metal Key.....60%
John Sommer's "I. X. L.," Cork Lined 50%
John Sommer's "Reliable," Cork Lined .....50&10%
John Sommer's "O. K.," Cork Lined 50%
John Sommer's "Chicago," Cork Lined 60%
John Sommer's "Perfection," Cedar.40%
John Sommer's "No Brand," Cedar. 50%

SELF MEASURING—

Enterprise ₱ doz. $36.00 .....40&10%
Lanes .....$10.10&2½

Files—

DOMESTIC—

New List, Nov. 1, 1899.

American..... .....75&5%
Arcade ....75&5%
J. Barton Smith ....75&5%
Disston's..... .....75%
Disston's Superfine 50%
Eagle 75%
Great Western ..... 75&5%
Kearney & Foot ....75&5%
Mc Clellan..... ....75&5%
Nicholson ....70&10%
Nicholson's X. F. Files.....80@80&10%
Royal..... .....80@80&10%

IMPORTED—

Stubs.. .....Stubs' list, 30@33⅓%

Filters—

Acorn..... .....50%
Fulper's Natural Stone ...$8.50@$13.50
Subject to trade discount.

Fish Hooks—

Amer. Fish Hook Co. list ...60@60&10%
Kirby & Limerick, low list (50c base).10%

Fishing Tackle.

Bishops :
Level Winding Jeweled Reel, ₱ dos. $78.00
Level Winding Steel Pivot Reel ₱ dos. $66.00
Auto Even Spooler.....₱ doz. 30.00
Gun Cleaner..... ₱ dos. 4.20
Lightening Fish Scaler..₱ dos. 3.00
Fish Hook Shield.....₱ dos. 3.00

Fish Scalers—

Covert's Saddlery Works:
Great American..... 60&20%

Fruit, Wine and Jelly Presses.

Enterprise ....30@25%

Fry Pans—

Standard List.....70&10

No....	0	1	2	3	4
₱ doz.	$3.00	$3.75	$4.25	$4.75	$5.25
No.....	5	6	7	8	
₱ doz.....	$6.00	$7.00	$8.00	$9.00	

Gate Hinges—

See Hinges.

Gauges—

Bemis & Call's Steel.....50%
Clapboard ..... .25&10%
Disstons' Mortise 70%
Marking, Mortise, etc.. 50&10@50& 10&10%
Stanley's..... 20@20&10&10%
Starrett's Surface, Center and Scratch ..... 25&10%
Wire, Morse's..... .....25%
Wire, P. S. & W., low list...30@30&10%

Gimlets—

"Diamond" Gimlets, ₱ gr..$4.00@$4.25
Double Cut.....40&10@50%
Metal Head..... .....50&10%
Wood Head..... ...50%

Gimlet Bits—

See Augers and Bits.

Globe and Racking Cocks—

See Faucets.

Glue—

Le Pages Liquid .....25&25&10%
Mystic..... .....40%
Martins..... ....40&10%

Glue Pots—

Enameled..... 40%
Tinned 35%

Graters—

Enterprise .....25@25%

Graphite, Lubricating.

Dixon's Pure Flake

632–	1 lb. cans,	30 cts. ea.
633–	5 " screw top tin cans,	85 cts. ea.
634–	10 " " "	$1.60 "
644–	25 " boxes,	15 cts. lb.
645–	50 " "	14½ cts. lb
646-100	" kegs,	14 cts. lb.
647-350	" barrels,	12 cts. lb.

Grindstone Fixtures—

Cronk's..... .....50%
Forest City..... .....30@30&10%
Sargent's Patent..... .....60&10&10%
Stowells Extra Heavy.....50&10&10%
Stowells Light..... .....60&10%

Gunpowder—

See Ammunition.

Gun Wads—

See Ammunition.

Hafts—

Britton's ..... ₱ doz. $6.50

Halters—

Covert Mfg. Co:
Jute Rope Halters .....50&5%
Sisal Rope ....35&5%
Web Halters..... .....45%

Halter Chain—

See Chain.

Hammers—

HANDLED HAMMERS—

Magnetic Tack, Nos. 1, 2, 3, $1.25, $1.50&$1.75..... 40&10@40&10&10%
Maydole's..... ..... 33⅓&5@40&10%
Sargent's New List 40%
Fayette R. Plumb :
Plumb, A. E. Nail..... .....33⅓&7½%
Engineers' and B. S. Hand, 50&12½%
Quaker City Hammers..... .....40&5%
Riveting and Tinners'..... .....40&2½%

HEAVY HAMMERS AND SLEDGES—

Under 3 lb 50c lb..... .....30&10@35%
3 to 5 lb 40c lb.. ....30&10@35%
Over 5 lb 30c lb 35%
Wilkinson's Smiths.....9½c@10c ₱ lb

Hammock Ropes—

Covert Mfg. Co.:
Jute ....40&5%
Sisal..... .....20%

Hand Cultivators—

Ulrich Mfg. Co.:
Osborne's..... ₱ doz.,$15.00

Handles—

WOOD—

Auger, assorted.....₱ gr. $2.75@3.00
Auger, large .....₱ gr. 3.25@3.50
Auger, Ives' Pat., No. 1.....60&10%
No. 2 to 8 2½... ....40%
Axe, Pick, etc ....50 &10@60%
Bliss Mfg. Co.

Chisel.....
Brad Awl ....
File..... .....
Auger.....
Soldering Iron ....
} 25@33⅓

Brad Awl.....₱ gr. $1.75@$2.00
Chisel, Worcester, Leather Cap'd ₱ dos., net 1.50
File, assorted ..... ₱ gr. $1.40@1.50
Firmer Chisel, Apple, assorted, ₱ gr. $2.25@2.75
Hammer, Hatchet,..... ..... 50%
Hoe, Rake and Fork ..... 40@10%
Rollis Hdw. Co. Hafts $9.00...40 & 10%
"Simplicity" File Handles, ₱ gr. $ .90@1 50
Saw and Plane ..... 40&10@50%
Shovel and Spade, Wood D. Handle, 40%
Shovel and Spade, Long Handles 40&5@40&10%

CROSS-CUT SAW HANDLES—

Atkins ....40&5%
Champion ....45@45&10%
Disston's..... .....50%

Hangers, Barn Door—

Old Pattern..... .....60&10%
New England..... .....66⅔@70%
Chicago Spring Butt Co.:
Fraction..... 25%
Oscillating 25%
Big Twin..... .....25%
Lane's Covered..... ..... 60&10%
Lane's Hinge Pattern..net $6.40 ₱ doz.
Lane's :
Standard..... .....50&10&10&5
Special..... ..... 70&5
Track for same.....₱ 100 ft. net,$3.75
Cronk's:
Nos. 1, 1¼, 2 & 3.....60&10%
Nos. 11, 12..... .....70%
Nos. 21, 21½, 22..... .....60%
Nos. 32, 50..... .. 60&20%
No. 44 .... 60%
McKinney's "None Better," No. 2, $18.00; No. 1 Special, $15.00, ₱ dozen pairs..... .....60&10%
Myers' Stay-on 60%
Wilcox's New Century.....50&10&10%

Hangers, Garment.

Pullman's.....₱ gro. net, $9.00

Hangers, Parlor Door, etc.—

Lane's :
Standard.....net, $3.15
Ball Bearing..... ..... 4.00
New Model..... 2.80
New Champion 2.25

Hardware Shelving—

J. D. Warren Mfg. Co.

OAK CABINETS—

No. B488, 40 drawers, no partitions, run. ft., $3.60; net each..... ....$30.00
No. 1656, 56 drawers, no partitions, run. ft., $4.38; net each..... ..... 36.47
No. 1658, 84 drawers, no partitions, run. ft., $6.52; net each..... 54 28

OAK BASES—

No. 1700, open base with center shelf, run. ft., $1.85; net each..... ..... 15.40
No. 1702, open base with center shelf, run. ft., $2.25; net each..... 18.75
No. 1708, with two adjustable center shelves, run. ft., $2.75; net each..... ..... 22.92

NAIL BIN BASES—

No. 1732, 12 spaces, 150 lbs. each, run. ft., $2.71; net each..... 23 57
No. 1770, 8 nail spaces and 4 open shelf spaces above, run. ft. $3.10; net each..... ..... 25 84
No. 1772, 8 nail spaces and 6 assorted oak drawers above nail bins, run. ft., $3.68; net each, 30.68

Harness Snaps—

See Snaps.

Hasps and Staples—

Cronk's..... .....50%
McKinney's "Perfect," $1.10 ₱ doz.50%
Wrought..... .....90@90&10%
Wrought, Stanley 80%
Wrought, Griffin..... ....80%

Hatchets—

See Axes.

Hay Tools—

F. E. Myers & Bro.:
Myers Unloader, Double Steel Track..... ..... $7.00
Myers Unloader, Wood Track.. 7.00
Comb. Car, Double Steel T..... 7.00
Comb. Car, Wood Track 7 00
Rev. Car., Double Steel Track .. 7.00
Rev. Car., Wood Track..... 7.00
Myers Unloader, Cable 7.00
Myers Unloader, Single Rail.... 7.00
Sure Grip Sling Car, Steel or Wood Track 12.02

Double Rail Steel Track, complete with clamps.....₱ ft.....
Single Rail Steel Track complete with clamps. ..... ₱ ft. .26
D. H. Fork Steel Regular...each, 1.60
Nellis Fork.....each, 3.00
Double Grapple Fork.....each, 7.00
Sprout's Shear Fork, each.....$1.50
Walker Fork, each..... ....3.50
Common 6 in. Wood Sheave Pulley. Fig. 433..... .₱ dos. 3.20
Faultless Steel Frame K. P. Pulley, Fig. 435 ..... .₱ dos. 4 00
Faultless Steel Frame 6 in. Plain Pulley, Fig 435 ..... ₱ dos. 3.50
Malleable Frame K. P. Pulleys, Fig. 876..... ₱ dos. 4.00
Reed Wood Frame Pulley with Hook, Fig. 434..... ₱ dos. 4.00
Steel Frame Pulley with Iron Sheave, Fig. 555, ₱ dos..... 3.50
Floor Pulley, Wood Sheave, Fig. 436 ..... ₱ dos. 4.50
Hanging Hooks for Double Steel Track ..... ₱ dos. 1.40
Hanging Hooks for Single Steel Track ..... ₱ dos. 1.40
Hanging Hooks for Wood Track, 10 in..... ₱ dos. 1.00
Hanging Hooks for Wood Track, 16 in..... ₱ dos. 1.50
Floor Hooks ¾ in.....₱ dos 1.40
Malleable Rafter Brackets, ₱ dos. .70
Wrought Rafter Brackets ₱ dos .70
Rope Hitch..... ₱ dos. 2 20
Discount on above 50%

Hay and Straw Knives—

Auburn Hay, Corn. & Spear Point40&10%
Iwan's Hay, Sickle Edge, ₱ doz. net $9.50
Iwan's Hay, Imp. Serrated ₱ dos. net..... $10.00
Kohlers, Hay, Sickle edge per doz net$10
Auburn Straw..... .....40&10%
Weymouth, Pat..... ... 65&5%
Wadsworth's..... .40&5%

Hedge Trimmers—

Wadsworths:
No. 1, per doz. net.....$3.00
No. 2, " " 6.00

Hinges—

WROUGHT IRON HINGES—

Screw Hook and Strap, { 6 to 12 in., ₱ lb, 3½c. / 14 to 20 in., ₱ lb. 3½c. / 22 to 36 in., ₱ lb, 3c.

STRAP AND T HINGES.

New List, Dec. 29, 1904.

Light Strap Hinges.....70%
Heavy Strap Hinges.....75&5%
Light T Hinges 65%
Heavy T Hinges..... .....60%
Extra Heavy T Hinges.....70&10%
Hinge Hasps..... 50%
Corrugated HeavyStrap .....70&5%
Corrugated Ex. Heavy T.....70&10%

} 10%

} 10%

SPRING HINGES—

Bommer Brothers.
Bommer Spring Hinges.....40%
Bommer B. B. Floor Hinges.....40%
Bardsley's Patent Checking 10%
Chicago Spring Butt Co.:
Chicago Spring Butts.....30%
Triple End Spring Butts 50%
Chicago Ball-Bearing Floor Hinge 50%
Garden City Fire Engine House Hinge 25%
Chicago Saloon Door Hinge 25%
Niles Manuf'g Co 30%

GATE HINGES—

Clark's, Nos. 1, 2, 3. .....50&10@60&10%
N. E., ₱ dos. $7.60 .....60%
N. E., Reversible, ₱ doz. $5.60.....60%
N. Y. State, ₱ dos. $4.90. ..... 60%
Western, ₱ dos. $4.20.. ..... 60%

BLIND HINGES—

Parker..... .....70&10@70&10&10%
Sargent's, Nos. 1, 3, 5, 11, 12.....75%
W. H. Co.'s No. 2 Mortise Gravity...60%
Stanley's Steel Gravity Blind Hinges, with Screws, $1.80 ₱ dos. sets..30&10%

Hitching Cords—

Covert Mfg. Co..... .... 45c &2½
" " " ....
Hitchers Stall..... .....35%

HOES—

Cronks Riveted, per doz., net. ...$2.00
" Weeding No. 1..... 2.25
" " " 2, ... 2 00

Hollow Augers—

See Augers and Bits.

Hollow Ware—

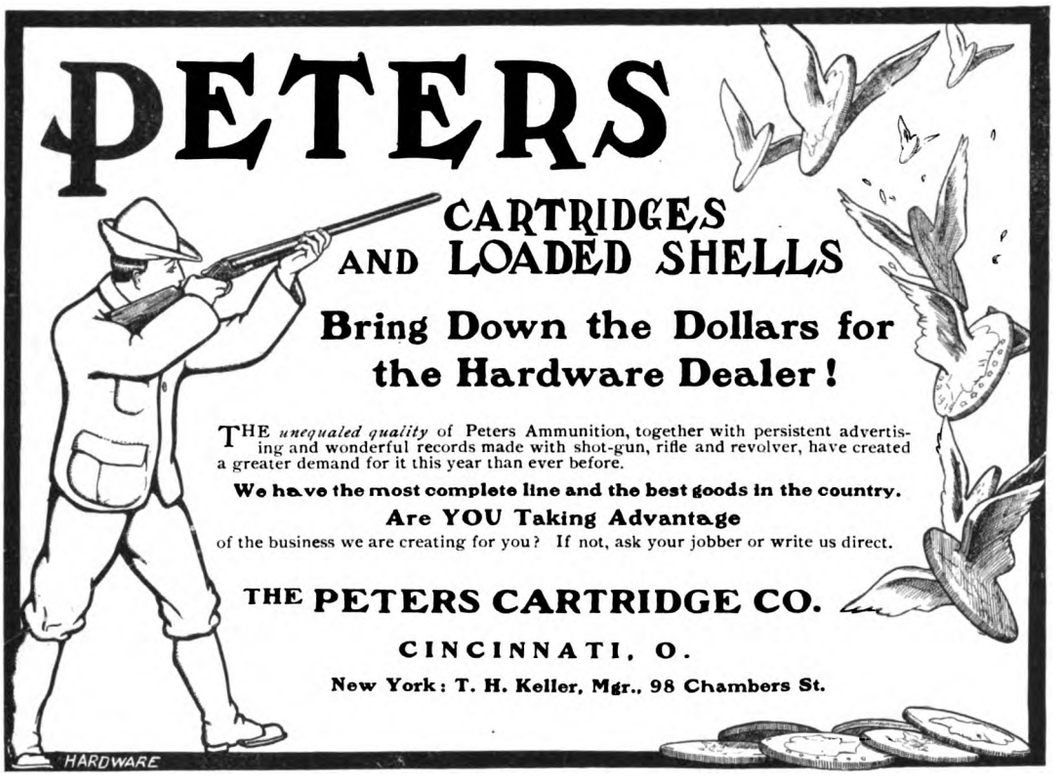
ENAMELED—

Lalance & Grosjean Mfg. Co. List Nov. 1, 1901.

Agate Nickel-Steel Ware.....50&10%
Pearl Agate Ware..... .....30&10%
Blue and White Ware..... .....60&15%
All White Ware ....60&10%

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PETERS



CARTRIDGES AND LOADED SHELLS

Bring Down the Dollars for the Hardware Dealer!

THE *unequaled quality* of Peters Ammunition, together with persistent advertising and wonderful records made with shot-gun, rifle and revolver, have created a greater demand for it this year than ever before.

We have the most complete line and the best goods in the country.

Are YOU Taking Advantage

of the business we are creating for you? If not, ask your jobber or write us direct.

THE PETERS CARTRIDGE CO.

CINCINNATI, O.

New York: T. H. Keller, Mgr., 98 Chambers St.

HARDWARE

Northrop's Metal Ceilings

The latest and the best designs in Metal Ceilings are finely illustrated in our new catalog. You ought to have a copy.

Name anything you wish in the way of metal ceilings or walls for rooms of any size, shape, kind or purpose, and you'll find that the original

Northrop Metal Ceilings

are still unequalled in sharpness of stamping, simplicity of construction and architectural fineness.

Every Hardwareman ought to handle Northrop's Metal Ceilings. Any mechanic can put them up.

Remember: If you'll send us the particulars about any room, we'll submit drawings and prices.

Northrop, Coburn & Dodge Co.

Manufacturers,

40 CHERRY ST., NEW YORK.

The Ceiling

Makes the Room



We Make the Ceiling

Suitable for all classes of buildings

HARDWARE

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Regal Steel Ware .....60&10
Peerless Ware.....70&10%
Granite Ware, list Jan. 1, 1894, revised Jan. 2, 1895.....40 & 10%
Iron Clad:
Peppered Ware, high list.....70%
Mottled Ware, high list.....75%

STOVE HOLLOW-WARE—
Blacklock:
Ground.....55@60&10%
Unground .....60@65&10%
Country ware....per 100 lbs. net $3 75@3.00

WHITE ENAMELED WARE—
Maslin Kettles 70%
Tinned Boilers and Saucepans 40%
Enameled " " " 50%

SILVER-PLATED HOLLOW WARE—
4 mo. or 5% cash in 30 days.
Hartford Silver-Plate Co.....40&5%
Holmes & Edwards Silver Co.40&15&5%
Meriden Britannia Co.....40&10%
Rogers & Brother.....40&5%
William Rogers Mfg. Co.....40&10%

Hooks—

BUSH—
Jennings & Griffin's.....33⅓&5%
Wadsworths.....60%

CAST IRON—
Ceiling, Sargent's list..... .50&10@60%
Chandelier.....60@60&10%
Clothes Line, Sargent's list..50&10&10%
Coat and Hat, Sargent's list, 50&10@60
Coat and Hat, Stowell's.....70%
Harness, Sargent's list..... 50@60&10%
Lamp.....60@60&10%
Picture.....50&10%
Screw Hat.....60&10@70%
Wardrobe ..... 60&10@60&10&10%

WROUGHT IRON AND STEEL—
Cotton..... ..... ₩ doz. $1.25
Wrought Staples, Hooks, &c. See Wrought Goods.

MEAT—
Enterprise..... 40%
Humason & Beckley, New List..85&10%

WIRE—
Atlas, New List, Single cases ...75%
Ten case lots ..... 75&10%
Wire Coat and Hat, Acme...60@60&10%
Wire Coat and Hat, Gem..... .60&10%
Wire Ceiling, Gem..... 60&10%

MISCELLANEOUS—
Belt.....80&10%
Covert Mfg. Co.:
Safety Gate and Scuttle Hooks....85%
Grass, Wadsworth's 60%
Cronks Grass..... ₩ doz. $3.00
Hooks and Eyes—Brass.....60&10&10%
Hooks and Eyes—Mal. Iron.....70&10%
Cotton, Box and Hay.....60@10&10%

Horse Clippers—
See Clippers.

Horse Nails—

	Nos. 6	7	8	9	10	
A. C.	25c	23c	22c	21c	21c	40&5%
American, all sizes						9¼c net
	Nos. 6	7	8	9	10	
Anchor & New Haven	23c	21c	20c	19c	18c	40% @40&5
	Nos. 6	7	8	9	10	
Ausable	26c	26c	25c	24c	23c	50&10%
C. B. K	25c	23c	22c	21c	21c	40%
Capewell	19c	18c	17c	16c	16c	10&5%
Champlain	28c	26c	25c	24c	22c	40&10@50%
Clinton Fin	19c	17c	16c	15c	14c	30&10%
Essex	28c	26c	25c	24c	23c	40&10@50%
Lyra, all sizes						9¼c net
Maud S	25c	23c	22c	21c	21c	50%
Neponset, Nos. 8 to 10, ₩ lb						12c.
Northwestern	26c	23c	23c	21c	20c	25@25&5%
Putnam	23c	21c	20c	19c	18c	33⅓%
New Putnam	19c	18c	17c	16c	16c	10&10%
Vulcan	23c	21c	20c	19c	18c	25&10%
Western						8¼c net

Horse Shoes—
F. O. B. Pittsburgh.
Horse and Mule, Iron, per keg....$4.00
Steel, per keg 3 75

Horse Ties—
Covert Mfg. Co.:
Cotton.....45% & 2%
Hemp.....45% & 2%
Jute.....50&5%
Sisal... .....35&5%

Hose, Rubber—
Boston Belting Co.:
"Boston"... .....50&5%
....60&5%
Spring & Rubber Co.:
Extra Para.....40&10%
Reliable..... .....50&10%
Staple.....60&10%
Standard.....70&10%

Hose Bands.
Star Hydrant..... ..... 60&30%
Steam 70%

Ice Awls, Chippers, &c.—
Copeland Ice Pick.....₩ gr. $9.00 net
Crown..... .....net
Gem Ice Shave... .....net
Sargent's Ice Awls.....55%
Snell's 50%
Star.....net

Ice Cream Freezers—
See Freezers, Ice Cream.

Ice Shredders—
Enterprise, No. 33. ₩ doz. $6.00..30@30%
No. 34. ₩ doz. 15.00..25@30%

Jack Chain—
See Chain.

Jacks—
See Wagon Jacks.

Jack Screws—
See Screws.

Kettles—
Spun Brass, Plain.....20@25%

Knives—
Kimball's:
Bread Knives, ₩ doz $1.50.....20%
Butcher Knives..... ...25%
Shoe Knives..... 25%
Cronk's Chopping..... 33⅓%
Dunlap Kitchen and Bread Knives..25%
Foster Bros.' Butcher, &c.....30%
Table and Pocket, see Cutlery.
Wilson's Butcher Knives.....net

Knives, Hay and Straw—
Wadsworth.....40&10%

Knife Sharpeners—
Pike's
Natural Grit Carving Knife Hones.....$3.00 per doz.
Solid Stone Carving Knife Hones .....$2 50 per doz.
Quick Edge Pocket Knife Hones.....$3.00 per doz.
Mounted Kitchen Sandstone..... $1.50 per doz.
} 40%

Knobs—
Bardsley's Wood Door, Shutter and Base ....10@15%
Base, Rubber Tip, 3¼ in. Bead, ₩ gr. ....$1.15@1.25
Door Mineral..... ... . 65@70c
Door Por. Jap'd ....70@75c
Door Por. Nickel .....$2.10@2.20

Lanterns.
C. T. Ham, Class A. B. C. & D. 40&10%

Latches— ₩ doz.
Cronk's Barn Door..... Net, $2.00

Lawn Mowers—
Champion ....75&10%
Clipper Improved.....50&10&10&5%
Enterprise.....40&10%
Genuine Philadelphia Mowers:
Styles M., S., C., K., T.....70&10%
Style A. (all steel).....60&10%
Style E., Low Wheel .....60&10%
Style E., High Wheel. .....70&10&5%
Drexel, low list. .....40&10%
Gold Coins, low list.....40&10%
New Departure, High Wheel....70&10%
New Departure, Low Wheel.....75%
Pennsylvania..... .....60&10%

Lawn Sprinklers—
Enterprise ....25@30%
Philadelphia Lawn Mower Co.:
Philadelphia Lawn Sprinkler:

	No. 1.	No. 2.	No. 3.	
₩ doz.	$12.00	$15.00	$24.00	30%

Kohler's:
Rainmaker net, per doz.....5.00

Lawn Swings Easy— ₩ doz
Ulrich Mfg. Co..... .... $65.00

Leaders, Cattle—
Covert Mfg. Co. ... .35%

Leads—
Covert Mfg. Co.
Cotton..... 45% & 2%
Hemp..... ....45% & 2%
Jute .. .. 50&5%
Sisal..... ..... 35&5%

Lead Pipe, Etc. ₩ lb
Bar Lead..... ....5¼@6c
Block Tin Pipe.....35@37½%
Lead Pipe, full lengths.... .....5 to 5½
Lead Pipe, Tin Lined.... .....12½c
Sheet Lead, full rolls. ... 6¼c

Lemon Squeezers.
Bagger Bros. ₩ doz. 8-in. $1.00; 10-in, $1.40..... .....20%
Hotchkiss, Straight Flush, ₩ doz. $9.60
Little Giant..... 50@50&5%
Porc. Lined, Iron..... ₩ doz. $1.75
Porc. Lined, Wood..... ₩ doz $1 25
Wood, Common, ₩ gross, No. 0, $5.25 @ 5.50: No. 1, $6.25@6.50.

Levels—
C. E. Jennings & Co.'s:
Hexagon ....25&10%
Iron Bench, new design.....25&10%
Rollis Hdw. Co.
Adj. Steel 7 in. $24.00 .....40%
12 in. $27.00.....40%

Lifters—
See Transom Lifters.

Lines—
Cotton and Linen Fish, Draper's....40%
Cotton Chalk, 20 feet.....40&10%
Cotton Trot..... .....20%
Masons':
Colored Cotton.....20&10%
Flax ....40&10%
No. 0 to 5 ....20%
Samson Cotton, No. 4, $2.00; No. 4½ $2.50....15%
Silver Lake, Braided, No. 0, $6.00 No. 1, $6.50; No. 2, $7.00; No. 3, $7.50 ₩ gross.....33⅓%
Wire Clothes:

	18	19	20
100 feet	$2.20	$2.00	$1.65
75 feet	1.80	1.70	1.30

Loaded Shells—
See Ammunition.

Locks—
DOOR LOCKS, LATCHES, &C.
Lockwood Mfg. Co 40%
B & B. Mfg. Co..... .....40%
Reading Hardware Co.....45&20%
Sargent & Co..... .. 40&10%

CABINET—
Eagle Lock Co..... . ...33⅓%
Corbin.....33⅓%
Yale 33⅓%

PADLOCKS—
Acme Bicycle and Satchel, ₩ doz., $9.00..... .....40%
Ames Sword Co 40%
Brown's Brass.....25%
Brown's Chain..... .....25%
Champion.....40%
Eagle 40%
Slaymaker's:
General Line..... ....35&10%
Scandinavian..... ....90%
" Steel Keys.....50%
Smith & Egge Bicycle 50%
Wrought Iron..... .. 75&10@30%
Yale Lock Co 60%

TRUNK—
Corbin's ....25&10%
Eagle 40%

Machine Bolts—
See Bolts.

Mail Boxes—
See Boxes, Mail.

Mallets—
Hickory.....45@5&30%
Lignumvitæ.....45@5&50%
Bliss:
Carpenters .....
Tinners.....
Box.....
Carvers.....
} 33⅓

Mattocks—
Cronk's Garden 33⅓%
Regular Goods..... 70&10%@75%

Meat Cutters—
American..... .....30%

Nos....	1	2	3	4	5	6
Each..	$5	$7	$10	$25	$50	$60

Dixon's..... ₩ doz. 30&10@40%

Nos.....	1	2	3	4
	$14	$17	$19	$20

Enterprise ....25@25&7½%

Nos....	5	10	12	20	22	32
Each...	$2	$3	$2.75	$6	$4.50	$6

Little Giant..... 33⅓&@40

Nos...	305	310	312	320	322
	$35	$48	$44	$72	$68

Woodruff's, ₩ doz .....30&10@40%

Nos.....	100	150
	$15	$18

Beef Shavers (Enterprise) .....25@30%

Meat Juice Extractors—
Enterprise ....25@30%

Metals, Anti-Friction—
Magnolia Metal Co.: ₩ lb
Defender..... ....18c
Kosmic.....10c
Magnolia, Anti-Friction 25c
Mystic..... .....15c
f. o. b New York or Chicago.

Melting Ladles—
Monroe's Patent..... ₩ doz. $4.00,40
Sargent's.....60@60&10

Mitre Boxes—
C. E. Jennings & Co.....25&10%
Seavey's, ₩ doz. $30 .....40%

Motors—
COFFEE MILL—
Specialty Novelty Co.....: each $5.00

Mop Wringers and Buckets Combined.
EAGLE COOPERAGE WORKS—
Domestic Size, per doz. net,....$10.00
Standard " " " " 12.00
Janitors " " " " 14.00

Nails—
WIRE AND CUT NAILS—
See Review of the Markets for quotations.
Wire Nails and Brads, Papered, Ass'n list, July, 1899 ..... 90,90&10%
PICTURE—
Niles' Patent $40
Porcelain Head, Comb'n list.....60&10%
Porcelain Head, Sargent's list.....60%

Nail Nippers—
"Gem," ½ gross lots, ₩ gross....$21.00
" less quantity, ₩ dozen.. 2.00

Nail Pullers—
Ajax, 5 lbs .... ₩ doz. net $7.50
Black Hawk, ₩ doz $9.00
Cyclops.....40&10%@60%
Cronk's Never slip....₩ doz. net $12.00
Eureka, No. 74..... doz. net $2.50
Eureka, No. 75... ..... doz. net 3.00
Giant, No. 1, ₩ doz. $18.00; No. 1½, $16.50; No. 2, $15.00 .....50&5%
Lightning. .....₩ doz. $18.00, 20%
Morris No. 1, List $30.00. .....50%
National.....₩ doz. $4.00, 40%
Pelican.....₩ doz. $2.00, 40@40&10%
Rollis Hdw. Co. No. 1 18.00.....50&10%

Nail Sets—

	₩ gro.
Hunters' Cup Point, Knurled	$10.00
Hunters' Cup Point, Plain...	9.00
Octagon	4.00@4.75
Round, assorted.....	3.00@3.25
Square.	4.00@4.25

Snell's:
Octagon .....₩ gr... $5.25
Corrugated 6.75
Knurled..... .... 6.75@7.50

Nippers—
Acme 50%
Smith's Cutting ... .50%
Todd's Cutting 50%
Nut Crackers— ₩ gro.
Acme, Japanned .....$30.00..40%
Acme, Nickel Plated..... 30.00..30%

Nuts—
Cold Punched:

Mfrs. or U. S. Standard.	Off list
Square, Plain.....	$4.80
Hexagon, Plain	5.30
Square, C. T. & R.....	5.00
Hexagon, C. T. & R.....	5.70

Hot Pressed:

Mfrs. U S. or Nar. Gauge Stan'd.	
Square, Blank.	5.30
Hexagon, Blank.....	5 70
Square, Tapped.....	5.20
Hexagon, Tapped	5.60

Oils—
Linseed, City, Raw, in barrels, ₩ gal. 48c
Linseed, City, Boiled, in barrels, ₩ gal. 50c
Out of Town on Spot..... ₩ gal. 47c
Calcutta, Raw, in barrels....₩ gal. 60c
Lard, Prime City ....₩ gal.....56@ 8c
Lard, Extra, No. 1..... 45@49
Lard, No. 2.....36@38

Oilers—
Brass and Copper, ... 30&10
Tin or Steel.... ..... 65&10
Cushman & Denison's: ₩ doz.
Gem ..... $ .50
Leader..... .60
Perfect Oilers..... 1.50
Star Pocket Oilers .... .75
"Paragon," Brass ..... .45@50%
"Paragon," Zinc..... 60&10%
Wilmot & Hobbs Mfg. Co.'s Steel Anti Rust ....70@70&10%
Zinc and Tin..... .....65@65&10%
American Tube & Stamping Co.,
Spring Bottom Cans.....70@70&10%
Railroad Oilers, etc,.....60@60&10%

Oil Stones, etc.—
AXE STONES—
Pikes
Hindostan Large Axe ..8 c per lb.
" Small " ..10 c " "
Queer Creek Axe .... 20 c " "
} 40%

OIL STONES—
Pikes'
Lily White Washita ....60 c ₩ lb.
Rosy Red " ...60 c " "
Extra " ...50 c " "
No. 1 " ...40 c " "
No. 2 " ...30 c " "
Lily White " Round, Edge Slips..... 90 " "
No. 1 Washita, Round Edge Slips..... 70 c " "
Washita Pen Knife Pieces 70 c " "
No 1 Hard Arkansas Stone 3 to 5½ inch long....$2.80 " "
No 1 Hard Arkansas Stone 5½ to 8 inch long....$3.50 " "
No 1 Soft Arkansas Stone 3 to 5½ inch long....$1.80 " "
No 1 Soft Arkansas Stone 5½ to 8 inch long....$1.70 " "
Soft Arkansas Round Edge Slips.....$2.80 " "
Hard Arkansas Round Edge Slips.....$4.00 " "
Hard Arkansas Pocket Knife Pieces.....$4.00 " "
} 33⅓

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STERLING

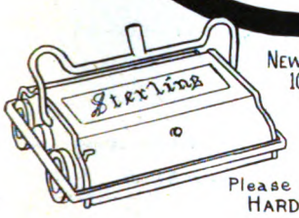
STEEL CARPET SWEEPERS

In comparison with old style, wooden sweepers have as many points of superiority as the modern battleship over the frigate of 1812.

Let us tell you more of the Sterling's many advantages, and how we give this handsome display stand Free with Sterling Sweepers.

STREATOR METAL STAMPING CO.
STREATOR, ILL.





NEW YORK OFFICE
10 WARREN ST.

Please mention HARDWARE

"Sterling"

Hack Saws and Blades

There is absolutely no difference between the Best Hack Saw or Hack Saw Blade and the "Sterling". The "Sterling" is the Best. It is never found wanting in quality, workmanship and durability.



An easy seller? That is the feature which commends itself about the "Sterling". It sells so easily because it is so good. When ordering of your Jobber specify

"Sterling"

Diamond Saw & Stamping Works,
Buffalo, N.Y., U.S.A.

Successful Incubators and Brooders.

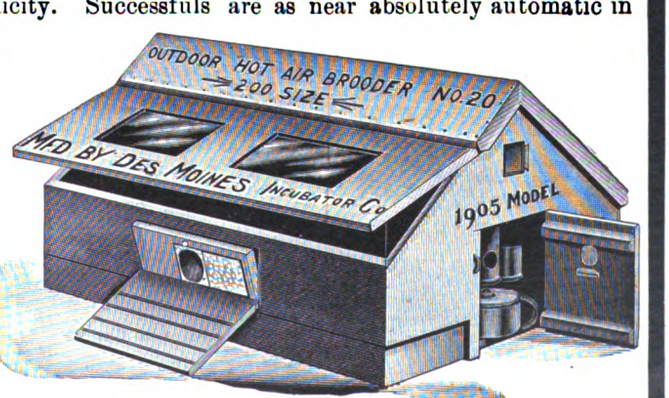


The poultry raisers are an important part of every community—a good class of people to get on the good side of. You can do it with the Successful Incubators and Brooders.

Best Hatchers and Chick Mothers in the World.

Not only best, but best known. It requires no argument at this day to convince poultry raisers that Successful Incubators and Brooders hatch and brood more and better chicks with less expense and less attention than any other machines made. That's the record of years.

Poultry raisers want certainty and they want simplicity. Successfuls are as near absolutely automatic in all workings as it is possible to make them. Only the simplest rules to observe. The beginner gets the same good results with Successfuls as the expert.



Everything for Poultry.

In addition to Incubators and Brooders we manufacture a full line of Poultry Foods and Supplies. We can supply you any article your customers may call for. And we can supply your customers with high bred fowls, any breed, from our Thoroughbred Poultry Farm. If you are not handling a line of Incubators and Brooders don't fail to write for our 1905 Incubator, Supply and Poultry Catalogue with dealers' terms.

DES MOINES INCUBATOR CO., Dept. 1001, Des Moines, Iowa.

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Pikes
Washita and Arkansas Stones, mounted in polished hard wood cases, all sizes 40%
India Oilstones, all grades & sizes 33⅓%
Queer Creek Oilstones, (30c ₩ lb
Chocolate " (50c " "
Regular Hindostan (8c " "
Small Hindostan (10c " " } 40%

Packing, Steam—
RUBBER—
Boston Belting Co.:
"Boston" ..... 50&10&5%
Phoenix, Pure Sheet Red..... 40&5&5%
Pure Packing "Excelsior" 60%
Extra 60%
MISCELLANEOUS— ₩ lb
American Packing ..... 8c@10c
Cotton Packing ..... 10c@25c
Italian Packing ..... 9½c@12c
Jute ..... 4½@5c
Russian Packing ..... 8½c@11c

Padlocks—
See Locks.

Parers—
APPLE—
Advance ..... ₩ doz. $ 4.00
Baldwin ..... ₩ doz. 4.00
Bonanza Improved ..... each 6.50
Daisy ..... ₩ doz. 4.00
Dandy ..... each 7.50
Eureka Improved ..... each 20.00
Family Bay State ..... ₩ doz. 15.00
Improved Bay State ..... ₩ doz. 36.00
Little Star ..... ₩ doz. 5.00
New Lightning ..... ₩ doz. 7.00
Reading, 78 ..... ₩ doz. 3.25
Reading, 78 ..... ₩ doz. 5.25
Rocking Table ..... ₩ doz. 8.20
Turntable, '98 ..... ₩ doz. 6.00
White Mountain ..... ₩ doz. 5.00
POTATO— ₩ doz.
Saratoga $7.00
White Mountain 6.00

Pencils
Dixon's: ₩ gro.
Carpenter's ..... $2.17@8.75
Carpenter's, Blue or Red Lead ..... 4.00@7.50
Office ..... 1.87@7.50
Lumber 6.87
Colored Lumber 9.00
Black Artists 9.37
Colored ..... $4.38@7.50
Assortment Boxes ..... 1.31@2.50

Percussion Caps—
See Ammunition

Picks and Matteocks—
List Feb. 23, 1899. ..... 70& 10@75%

Pipe Hangers, Conductor—
Iwan's, Perfection, Wire 50%

Planes and Plane Irons—
WOOD PLANES—
Bailey (Stanley R. & L. Co.) 25&10@25&10&10%
Bench, First Quality ..... 40&10%
Bench, Second Quality ..... 50&10%
C. E. Jennings & Co ..... 50&10%
Molding ..... 33⅓&5%
IRON PLANES—
C. E. Jennings & Co., Iron ..... 50&10%
Sargent's ..... 60@60&10
Standard Tool Co ..... 50@50&5%
Stanley Rule & Level Co.:
Bailey's ..... 25&10@25&10&10%
Miscellaneous ..... 25&10@25&10&10%
PLANE IRONS—
Buck Bros 30%
Butcher's ..... $5.00@6.25 to $
C. E. Jennings & Co ..... 16⅔&10%
Stanley Rule & Level Co. 20&10@20&10&10%
L. & I. J. White ..... 20&5@25%

Pliers and Nippers—
Sutton, Cronk's Improved 75%
Cronk & Carrier:
Pliers
No. 1 ..... 60& 10%
20 ..... net, $9.00
40 ..... 75%
50 ..... 60%
60 ..... 40%
70 ..... 50%
80 New List ..... 50&10%
90 ..... 40%
End Cutting Plyers 600 ..... 40&10%
Wm. Johnson's Gas Pliers 60%
Smith's Side Cutting 25%

Plow Bolts—
See Belts.

Plumb Bobs—
Keuffel & Esser Co 33⅓%

Plumbs and Levels—
Cook's ..... 40&10&10
Davis':
Inclinometers 20%
Iron Levels ..... 25&10%
Disston's 70%
Machinists' 25%
Pocket Levels ..... 70&10@75%
Stanley's ..... 20&10&20&10&10%
Stanley's Duplex ..... 20@20&10&10%

Poachers—
See Egg Poachers.

Police Goods—
Tower & Lyon's 25%

Polish Metal—
Prestoline Liquid, New List 40%
Prestoline Paste ..... 40@40&10
J. S. Metal Polish Paste, 3-oz. boxes, ₩ doz ..... $ .50
₩ gross 4.00
½-lb. boxes, ₩ doz 1.25
1 lb. boxes, ₩ doz 2.75
U.S. Liquid, 8-oz cans, ₩ doz .. 1.25
gross 12.0
Wkeeper's Friend Metal Polish, ₩ doz 1.75
Bargess 18.00

Polish, Stove—
Black Eagle Bensine Paste, 5 lb cans, ₩ lb 10c
Black Eagle, Liquid, ½ pt cans, ₩ doz. 75c
Black Jack Paste, ¾ lb. cans ₩ gro. $9.00
Black Kid Paste, 5 lb can, each ..$0.65
Ladd's Black Beauty gro $10.00, ..80%
Joseph Dixon's ..... ₩ gro. $5.75, 10%
Dixon's Plumbago ..... ₩ lb 8c
Fireside ..... ₩ gro. $2.50
Gem ..... ₩ gro. 4 50, 10%
Japanese ..... ₩ gro $3.50
Jet Black ..... ₩ gro $3.50
Peerless Iron Enamel, 10 oz cans ₩ doz $1.50
Wynn's:
Black Silk, 5 lb pail .. ....each 70c
Black Silk, ½ lb box ....₩ doz $1.00
Black Silk, 5 oz box, ...₩ doz $0.75
Black Silk, ½ pt. liq ....₩ doz $1.00

Poppers, Corn—
Square, ... ₩ doz. ₩ gro
1 qt. ..... $ 9 00
1½ qt. 11.00
2 qt 13.50

Post Hole Diggers— ₩ dos.
Disston's Samson Digger $54.00, 25%
Kohlers:
Little Giant ..... per doz., net $12.00
Hercules ..... " " 9.50
Invincible ..... " " 9.00
Pioneer ..... " " 7.20
Universal ..... " " 18 00
New Champion ..... " " 5.00
Iron Handle Champion 3.50
Rival ..... " " 7 50
Ryan's ..... ₩ doz. $20.00, 25%

Post Hole Augers—
Iwan's Patent Improved ..... 40&5%
Perfection ..... ₩ doz. net, $8 25
Split Handle ..... " " " 7.50
Vaughan's, 4 to 9 in., ₩ dos. net ... $5.00

Post Hole Diggers—
Iwans. ₩ doz.
Split Handle ..... net $7.00
Perfection ..... " $8.00
Rockford Tack & Nail Co.
Rockford Brand ..... ₩ dos. net $6 50
Atlas Pattern ..... ₩ dos. net $7.50

Potato Hooks, etc.—
Hoe Down Hooks ..... 70&5%
Hop Hooks ..... 60&10&2½%
Potato Hooks 70%

Powder—
See Ammunition.

Presses—
See Fruit and Jelly Presses.

Primers—
See Ammunition

Pruning Hooks and Shears—
Cronk's Pruning Shears, all styles, 33⅓%
Disston's Combined Pruning Hook and Saw .... ₩ dos. $18.00, 25@25&10%
Disston's Pruning Hook, ₩ dos., $12.00, 25@25&10%
Smith's:
Pruning Shears ..... 60& 10%
Rockdale Pruners 33⅓%
Standard Tree Pruners 75%
E. S. Lee & Co.'s Pruning Tools 40%
P., S. & W. Co.'s Shears 40%
Waters' Tree Pruners ..... 75&10%

Pulleys—
Awning ..... 60@60&10%
Axle ..... 50&10&60%
Brass Screw ..... 45&10%
Ceiling ..... 50@10&40%
Clothes Line, Japanned 60%
Common Sense 60%
Dumb Waiter ..... 60@60&10%
Empire Sash Pulley 60%
Fox-all-steel 50%
"Grand Rapids" all steel 50%
Hay Fork, Swivel Eye, ₩ dos., 4-inch, $3.75; 6-inch, $5.00 ..... 55%
Hay Fork, Harts, 4¼-inch, ₩ dos., $5.00 ..... 50&10%
Hay Fork, 5-inch, Solid, $5.70 .. 50%
Hot House ..... 50&10@50&10&10%
Stowell's Anti-Friction, 6-in. Wheel, ₩ doz., $12.00 ..... 40%
Side, Anti Friction 60%
Shade Rack 45%
Upright ..... 50&10@50&10&10%

Pumps—
Cistern, Best Grades ..... 60@60&10%
Pitcher Spout, Best Grades ..... 75@80%
Power Pumps, Myers' 50%
Spray Pumps, Myers' ..... 50&10%
Spray Pumps, Kohler's.
Daisy, net per doz. $7.50
Mechanical, net per doz 7.50
F. E. Myers & Bro. Low List:
No. 1, Fig. 396, 3 in. Shallow Well Pump $18.00
No. 6, Fig. 396, 3¼ in. Shallow Well Pump 15.00
No. 5, Fig. 397, 3 in. Deep Well Pump 15.00
No. 6½, Fig. 397, 3¼ in. Deep Well Pump 17.00
No. 14, Fig. 391, 3 inch Deep or Shallow Well Pump 15 00
No. 32, Fig. 398, 3 in. Deep Well Pump 17.00
No. 56, Fig. 331, 3 in. Shallow Well Pump 14.00
No. 59, Fig. 332, 3¼ in. Shallow Well Pump 17.00
No. 70, Fig. 333, 3¼ in. Deep Well Pump 15.00
No. 72, Fig. 333, 3 in. Deep Well Pump 15.00
No. 108, Fig. 448, 3 inch Lift Pump 9.00
No. 108, Fig. 448, 3¼ in. Lift Pump 11.00
No. 128, Fig. 510, 3 in. Lift Pump $7.00
No. 131, Fig. 510, 3¼ in. Lift Pump 8.50
No. 238, Fig. 389, Windmill Pump 12.50
No. 235, Fig. 403, Windmill Pump 16 00
No. 240, Fig. 406, Regulator Pump 26.00
No. 304, Fig. 477, Spray Pump, complete ..... net, 5.00
No. 330, Fig. 547, Knapsack Spray Pump 10.00
Discount, 50% f. o. b. Ashland.
No. 263, Fig. 513, Low Down Tank Force Pump ..... net, 5.00
No. 390, Fig. 498, Bucket Spray Pump ..... net, 2.00

Punches—
Semis & Call Co.'s:
Cast Steel Drive 50%
Morrill's 50%
Niagara Hollow 40%
Niagara Solid 35%
Saddlers' or Drive, good ..... 60@65%
Snell's Tinners' ..... 40&5%

Rail—

Barn Door, Light, In.	½	⅝	¾
₩ 100 feet	$1.40	1.65	2.00

Barn Door, "None Better" No. 1, ₩ foot 5½c
Barn Door, "None Better" No. 2, ₩ foot 4c
B. D. for N. E. Hangers:
Angular, ₩ foot, 6c 70%
Double Flange, ₩ foot, 8c 70%
Cronk's: ₩ foot.
O. N. T. Style, No. 13. ..... 2½c
Double Braced 3c
Lane's:
O. N. T. 1 in. ₩ 100 ft. .....net, $2.75
O. N. T. 1¼ in. .....net 3.50
O. N. T. 1½ in. .....net, 4.00
Stowell's Wrought Steel 25%
Sliding Door, Bronzed Wrought Iron, ₩ foot 6½c
Sliding Door, Steel, Brass Plated, ₩ foot 8½c
Sliding Door, Wrought Brass, 1½ in., ₩ lb, 25c ..... 25@30%
Victor Track Rail, 7c ₩ ft. .60&10&3½%

Rakes, Etc.—
Cronk's:
Malleable 70%
New Champion 75%
Victor 80%
Anti-Clog Lawn 75%
Never Break Garden ..... 75&10%
Queen City 20th $3 45
" " 24th. 3.60
Queen City Lawn 40%
Kohlers: Net
Lawn Queen 20, $3.45
" " 24, 3.60
Jumbo Lawn 36, 5.25
Paragon (Wood Head) 2.75
Steel, Garden, 10th 2.15
" " 12th 2.20
" " 14th 2.45
" " 16th 2.60

Rasps, Horse—
Disston's 75%
New Nicholson Horse Rasp ... 70&10%
See also Files.

Razors—
Electric ..... List net
Boracic 60%
Fox 40%
J. R. Torrey Razor Co 30%
Westenholm and Butcher, $10.00 to $ 10%

Razor Hones.
Belgian, German and Swaty, all sizes, 50%

Registers and Ventilators—
HOT AIR—
New List, July 1, 1903:
Black Japanned ....
White Japanned ....
Bronzed Finishes ..
Electro-Plated, ...
Nickel Plated .... } 70 to 75%
White Porcelain 60%
Solid Brass and Bronze Metal 50%

Revolving Chimney Tops—
Iwans' Volcaneo ..... 50&5%

Rifle Cleaners—
Bishops:
Small Bore Rifle Cleaner ₩ doz. 3.00

Rings—
See Bull and Hog Rings.

Rivets and Burrs—
COPPER—
Belt with Burrs ..... 50&60@60%
Hose with Burrs ..... 50&10@60%
IRON OR STEEL—
New List, Jan. 8, 1904.
Tinners 75%
Miscellaneous 75%

Rivet Sets—
egular List ..... 7 ..

Rollers—Stay.
Cronk's:

No.	50,	55,	56,	60,	65
₩ doz.	1.00	.60	.75	.75	.90

Rope—
Cotton Rope: ₩ lb
Best ¼ inch and larger 16½c
Medium 14½c
¼ in. and larger 13c
Common 10½c
Jute Rope:
A grade 6c
C grade 5½c
Manila, Pure:
7-16 in. and larger 12c
⅜ in 13½c
¼ and 5-16 in 13c
Sisal, Pure:
7-16 in. and larger 10c
⅜ in 10½c
¼ and 5-16 in 11c

Rules—
Athol, Steel 33⅓%
Boxwood ..... 60&10@60&10&10%
Ivory ..... 35&10@35&10&5%
Keuffel & Esser Co.:
Folding, Wood ..... 35&10%
" Steel ..... 33⅓&10%
Lufkin's:
Steel ..... 50&10%
Lumber 60%
Miscellaneous, Stanley's ..... 50&10@50&10&10%

Sad Irons—
DOVER ASBESTOS—
Polishing 50%
Pressing 50%
Laundry 45%
Sleeve 50%
Tourist 50%
Toy 50%
Blacklock:
Plain Black in Cases ... ₩ 100 lbs $2.75
Bronze Finished in Cases 3.15
Aluminum Finish " " 2.95
Full Nickel " " 3.75
COLD HANDLED—
Enterprise Mfg. Co. of Pa. ... 20&5&5%

Safety Fuse—
See Fuse.

Safety Lifts—
Burr Mfg. Co., Steel ..... 70&10%

Sand and Emery Paper and Cloth—
Baeder, Adamson & Co.'s: List.
Emery Cloth ..... 50&10@60%
Garnet Paper 25%
Flint and Emery Paper ... 50&10@60%

Sash Balances—
Caldwell Mfg. Co 50%
Pullman ..... 50&10@60%
Victor Bronze 75%
Victor Steel 70%

Sash Chain—
Competition ..... 50&10%
Giant 40%
Monarch B. C. Co 70%
Pullman Bronze 70%
" Cop Steel ..... 70&10&10%
Royal Metal ..... 65&5%
Steel B. C. Co ..... 70&10%
Steel, Copperplated 70%
Victor Bronze 70%
Victor Steel 75%

Sash Cord and Weight Fastener
Ives 40%

Sash Cord—
Cable Laid Italian ..... ₩ lb 16@18c
Cable Laid Russia ..... ₩ lb 15c
Common India ..... ₩ lb 10@10½c
Patent Russia ..... ₩ lb 14c
Patent India ..... ₩ lb 12½@13c
Silver Lake:
A Quality, Drab ..... ₩ lb 40c
A Quality, White ..... ₩ lb 35c
B Quality, Drab ..... ₩ lb 35c
B Quality, White ..... ₩ lb 30c

Sash Fasteners.
Imperial 33⅓%
Sash Rollers 70%
Ives Casement Fasteners 40%
Champion 50%
Monitor, Steel 25%
Shutter Sheaves 90%
Window Screen Sash Lifts 66⅔%

Sash Locks—
Champion Meeting Rail 50%
Champion Side 60%
Ives' Patent:
Bronze and Brass 62½%
Crescent ..... 50&10%
Iron 62½%
Window Ventilating 60%
Robison Patent Ventilating Sash Lock 40%
Wrought Bronze and Brass 55%
Wrought Steel 55%
Payson's Signal 80%
Pullman Pat. Ventilating 25%

Sash Weights—
Ton lots at factory (Eastern) $35.00

Sausage Stuffers or Fillers—
Enterprise Mfg. Co ..... 25@25&7½%
National Specialty Mfg. Co 50%

Saws—
Atkins:
Band 2 to 14 in. Wide 9
Band ¼ to 3-16 in. Wide .....

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Used in the Finest New Buildings

Just as good for Old Buildings

If you have not a stock for Spring trade, ORDER NOW!

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ROCHESTER, N. Y., U. S. A.

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Capacity 24 pounds by ounces.

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Send for complete Catalogue G; 40 styles: Counter, Family, Market, Candy and Postal Scales, Ice Scales, Spring Balances, etc.

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PELOUZE SCALE & MFG. CO.,
118-133 W. Jackson Boul., CHICAGO.



No. 700 Silver dial, tin scoop.
No. 600 Silver dial, steel platform.

Received Highest Award at World's Fair, St. Louis.

The EXCELSIOR CARPET STRETCHER and TACK HAMMER Combined.

THE most complete machine for putting down carpet, either by Housekeeper or Expert, yet invented. Stretches smoothly and evenly; holds securely while operator detaching hammer, has both hands free to arrange and tack. Hammer being part saves hunting up, as with other Stretchers. Easy to operate, inexpensive. Each in a neat box. **"The Housekeeper's Friend."** Postal brings retailers Display Card free. Ask your jobber for the **"Excelsior"** or write

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Sole Manufacturer GALIEN, MICH.



Rust-Storm-Fire-Proof Metal Shingles

and Tiles from Tin, Galvanized Tin and Copper

are the best for suburban or country houses.

We have the largest variety of styles. They require no painting or after care. We have



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The National Sheet Metal Roofing Co.

239-245 GRAND ST., JERSEY CITY, N. J.

Polygon Conductor Pipes Won't Burst.

The twist in the corrugation checks the sudden fall of ice and water, thus protecting the joints. It stands hard knocks because it is corrugated. Again, it is much handsomer than plain pipe. Made in copper and galvanized iron.

Catalogue and information free.

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Middletown, O.

5 10 15 Cents Specialties

made by us are of such high quality that you will wonder how we can afford to sell them at that price. Take our



Dandy Ice Pick

for instance.

It's 11 inches long and weighs 8 ounces, head nickel-plated all over; handle of hickory, varnished and polished.

An excellent seller.

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Franklin Specialty Co.
Reading, Pa.

H. & R. Single Gun AUTOMATIC AND NON- Ejecting.

12 & 16 GAUGE Steel and Twist Barrels

20 GAUGE, Steel Barrel.



Simplest "Take Down" Gun Made.

Superior in Design, Workmanship and Finish, and the Most Popular Gun on the Market.

HARRINGTON & RICHARDSON ARMS CO.,
Also makers of H. & R. Revolvers.

Catalog on Request. WORCESTER, MASS.

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Butcher ..... 40&10%
Pruning and Compass 40%
Circular 50%
Cross Cut ..... 33&5%
Gang 50%
Hand, Panel and Rip 40%
Wood ..... 40&10%
Diamond Saw and Stamping Works:
Sterling Kitchen Saws ..... 50&10&10%
Diston's:
Circular, Solid and Inserted Tooth 50%
Band 3 in. to 16 in. Wide 60%
Band ¼ in. to 1¼ in 60%
Cross Cuts 50%
Narrow Cross Cuts 55%
Mulay, Mill and Drag 50%
Framed Wood Saws 35%
Wood Saw Blades 35%
Wood Saw Rods 25%
Hand Saws, Nos. 12, 99, 9, 16, D100, D8, 120, 78, 77, 8 ..... 25%
Hand Saws, Nos. 7, 107, 107½, 8, 1, 0, 00, Combination 30%
Compass, Keyhole, Pruning, Dovetail, &c 25%
Butcher Saws and Blades 35%
C. E. Jennings & Co.'s:
Butcher ..... 30&10
Hand Panel, Rip and other Saws ..... 30&2½&10%
Peace:
Cross Cuts 50%
Hand Panel and Rip 30%
Richardson:
Circular and Mill 50%
X Cuts 50%
Hand Saws 30%
Star, Butcher 25%

HACK SAWS AND FRAMES—

Chatillon 30%
Diamond Saw and Stamping Works:
Sterling Hack Saw Blades ..... 30&10&5%
Sterling Hack Saw Frames ..... 30&10&10%
Diston's:
Concave Blades 35%
Keystone, Flexible Back and Machine Blades 40%
Hack Saw Frames 30%
Griffin's:
Complete ..... 40&10%
Saw Blades ..... 35&5&10
Star, Saws and Blades 25%

Saw Filer—

Diston's D8 Clamp and Guide, $30.00 ₩ doz 30%

Saw Frames—

C. E. Jennings & Co 30%
Richardson's Wood ..... net

Saw Sets—

Atkins:
Criterion Saw Sets ..... ₩ doz. $6.00
Excelsior Saw Tools ..... ₩ doz. 6.00
Diesten's Monarch, Nos. 1 & 10 and Star 30%
Hart's Pat. Lever 20%
Kohler's:
"Giant Royal" ..... ₩ doz. net $8.50
"Royal" ..... ₩ doz. net 5.00
Morrill's:
No. 1, $15.00; No. 10, $15.63; No. 11, $15.63 ..... 50%
Cross Cuts Nos. 3 and 4, $20.63; No. 5, $30.00 ..... 50%
Richardson's 25%
Seymour Smith & Son, Hammer ₩ doz $4.75
Stillmans ..... ₩ doz. 1.00
Tainters Positive ..... $18.00 ₩ doz. 60%

Scales—

Chatillon's:
Bureka 35%
Favorite 40%
Grocers' Trip Scales 50%
Family, Turnbull's ..... 30@30&10%
Hatch:
Counter 40%
Tea 40%
Union Platform Plain ..... 1.80@ 2.00
Striped ..... 2.00@ 2.30
Peloune 50%

Scale Beams—

Chatillon's No. 1 ..... 30%
Chatillon's No. 2 ..... 40%

Scrapers, &c.—

Adjustable Box Scraper (S. R. & L. Co.) ..... $6.00 ..... 40&10%
Box, 1 Handle ..... ₩ doz. $2.00
Box, 2 Handle ..... ₩ doz. $3.00@4.00
Foot ..... 55&5@60&5%
Ship Common ..... ₩ doz. $3.40 net
Ship, R. I. Tool Co 10%

SIDEWALK—

Kohler's, Steel No. 7 ..... ₩ doz. $3.50

Screens—

DOOR—

	₩ doz.
Phillips:	
Style E, ¼ in	$10.00
Style O77, ¼-in	7.50
Style X-Y, ¾-in	10.50

WINDOW AND FRAMES—

Phillips:
Flyer Pattern ..... 60&10@60&10&5%
Air Line Pattern ..... 60&10%
Perfection ..... 60&10@60&10&5%
Screen Frames ..... 60&5@60&10%

Screw Drivers—

Brabe Screw Drivers ..... 35&10&5%
Buck Bros 20%
Cronk's Champion 70%
" Elmore ..... 50&10%
Screw-Driver Bits 37½%
Champion 40%
Disston's Flat Blade, Electri, Telegraph and Cabinet Makers' 70%
Electric Spiral No. 01 ..... ₩ doz. $4.00 net
Electric Spiral No. 02 ..... ₩ doz. 5.00 net
Ellrich's Socket and Ratchet ..... 40&10%
Fray's Hol. Hdle. Sets, No. 3 ..... $12, 50%
C. E. Jennings & Co ..... 40&10%
Jennings & Griffin 66⅔%
Sargent & Co.'s:
No. 1 Forg. Blade ..... 50&10@50&10&5%
Nos. 20 and 40 ..... 66⅔%
Screw-Driver Bits (Snell's) ₩ dos 60c
Stanley R. & L. Co.'s:
No. 64, Varnished Handles ..... 60&10%
No. 66 ..... 70&10%
Snell's No. 5 ..... 75%
No. 10 ..... 80%
Nos. 20 and 30 ..... 70%
Tower & Lyon:
Champion 40%
Magazine 25%
Machinists' 40%
Baisley's Patent 33⅓%

Screws—

WOOD SCREWS—

List, July 22, 1903.
Drive Screws, Diamond Point ..... 87½&10%
Iron, Bright Flat Head ..... 87½&10%
Iron, Bright Round and Oval Head ..... 85&10%
Brass, Flat Head ..... 85&10%
Brass, Round Head ..... 80&10%
Bronze, Flat Head ..... 77½&10%
Bronze, Round Head ..... 75&10%
Nickel Plated, Iron Flat Head ..... 77½&10%
Nickel Plated, Iron Round Head ..... 77½&10%

MACHINE—

List, January 1, 1898.
Brass, Flat Head, Brass, Round Head, Iron, Flat Head, Iron, Round Head ..... 50@50&10%

COACH, LAG AND HAND RAIL—

G. P. Coach. List, Oct. 1, 1899. ..... 75&12½%
Hand Rail ..... 70&10@75%
Lag Screws. List, Oct. 1, 1899.
Cone Point ..... 75&17½%

BENCH, HAND, ETC.—

Bench, Iron, ₩ dos., 1 in., $2.50@$3.75 1¼, $3.00@3.75; 1¾, $3.50@3.75 ..... 30@30&5%
Bench, Wood, Beech ..... 30@30&5%
Hand, Wood ..... 80@80&5%
Jack Screws, Millers Falls, Roller Bearing ..... 50&10%
Jack Screws, Millers Falls, without Roller Bearing ..... 50&10&10%
Jack Screws, P. S. & W ..... 50@50&5%
Jack Screws, Sargent's ..... 70&10%

Scroll Saws—

Cricket ..... 10&10%
C. E. Jennings & Co 35%
Lester, complete, $10.00 ..... 15&10%
Rogers, complete, $4.00 ..... 15&10%

Scythes— ₩ doz

Wadworth's:
Natural Finish, Grass
Polished Blade, Grass
Painted or Bronzed, Grass
Clipper, Grain
Weed and Bush
..... 20%

Scythe Rifles.

3-Coat ..... $10.00 ₩ gro.
4- " ..... $12.00 " " } 40%

Scythe Stones.

No 1 Indian Pond	$7.00 ₩ gro.
No 2 " "	4.50 " "
White Mountain	9.00 " "
Black Diamond	12.00 " "
Lamoille	11.00 " "
Green Mountains	6.00 " "
Leader Red End	4.50 " "
Willoughby Lake	9.00 " "
Extra Quinnebog	7.00 " "
Pike's Corundum	24.00 " "
" Emery	15.00 " "

} 40%

Seeders—

Raisin, Enterprise ..... 35@30%

Shears—

Acme (Cast) ..... 40@40&5%
Ætna, Steel Japanned ..... 30&20%
Ætna, Steel Nickeled ..... 70&20%
Barnard Lamp Trimmers 40%
Carrier Cutlery Co.:
N. P. Straight Trimmers 66⅔%
N. P. Bent Trimmers 66⅔%
Japanned Straight ..... 70&10%
Japanned Bent ..... 70&10%
Cronks:
Nickel Plated ..... 60&10%
Japanned ..... 60&20%
Heinisch's:
St. Trimmers, etc. ..... 60&10@60&10&10%
Tailors' Shears 40%
Tinners' Snips 40%
Pruning. See Pruning Hooks & Shears.
Seymour's Standard List:
Japanned 70%
Nickeled 60%
Standard Cutlery Co.:
Japanned ..... 70&10%
Nickeled ..... 60&10%
Star Brand:
Nickel Scissors 60%
Nickel Shears 60%
Japan Shears 70%
Tailors' Shears ..... 40&10%
Pruners 70%
Tinners' Snips ..... 40&10%

Shears, Hedge—

Wm. Wilkinson & Sons 30%

Sheaves—

SLIDING DOOR—

Corbin's list ..... 60&10&5%
Hatfield's Pattern ..... 70&10@60%
Stowell's Anti-Friction 50%
Patent Roller ..... 60&10@60&10&5%

SLIDING SHUTTER—

Sargent's list 70%

Shells—

See Ammunition.

Ship Tools.

L. & I. J. White 35%

Shot—

See Ammunition.

Shovels and Spades—

Association List, Nov. 15 ..... 40%
F. E. Kohler Co ..... net prices
Avery Stamping Co ..... net prices

Shutter Bars—

Iver 45%

Shutter Bolts—

See Bolts, Shutter.

Sifters, Flour—

Hunter's Genuine ₩ gross, $10.50@$11.50

Skate Sharpeners—

Bareka ..... ₩ dos. $1.75; ₩ gro. $18.00

Slaters Tools—

Plumbs 30%

Slaw and Kraut Cutters—

Diston's:
Slaw, Vegetable, Corn Grater, Turnip Shredder 40%
Kraut Cutters, 24x7, 26x8, 30x9 ..... 55%
Kraut Cutters, 36x12, 40x12 ..... 40%
Enterprise Mfg. Co ..... 35@30%
Tucker & Dorsey:
1 Knife ..... ₩ gro. $18.00@$20.00
2 Knives ..... ₩ gro. $2.50@ 30.00
Kraut Cutters 40%
Woodrough & McParlin 40%

Sledges and Heavy Hammers—

See Hammers.

Slicers—

Vegetable, Enterprise 25%

Smiths' Bellows—

See Bellows.

Snaps, Harness, &c.—

German, new list ..... 40@40&10%
Sargent's:
Patent Guarded 66⅔%
Covered Spring ..... 50@55%
Covert Mfg. Co.:
Covert Breast Strap Bkle snaps ..... 40%&2%
Yankee Breast Strap Buckle Snaps 20%
Breast Strap Protector ..... 45%&2%
Double for Bits or Trace Carrier 45%
Trojan Snaps 45%
High Grade Snaps 45%
Jockey Snaps ..... 30&10%
Derby Snaps ..... 30&5&2%
Rope Snaps ..... 40&5%
Yankee Snaps ..... 30&5&2%

Scythe Snaths—

National Snath Co ..... 45@50%
Grain Cradles ..... 40%&12½%

Spoke Shaves—

Bailey's (Stanley R. & L. Co.) ..... 50&10%
Iron ..... ₩ doz. 50&10%
Millers Falls ..... 15&10%
Seymour Smith & Sons, Iron 20%
Wm. Johnson's:
Wood, Best 30%
Wood, 2d quality 33⅓%

Spoons and Forks—

Boardman's:
Nickel Silver, Catalogue "D" net, List

SILVER PLATED FLAT WARE—

L. Boardman & Son, Catalogue "D" net List
"1847" ..... 40&10%
"Anchor" ..... 50&10%
"Eagle" ..... 50&10%
"Star" ..... 50&10%
Rogers, Smith & Co ..... 50&10%
Rogers & Hamilton ..... 50&10%
Holmes & Edwards ..... 50&10&10%
German Silver, unplated ..... 60@60&10%

KNIVES AND FORKS NO. 1—

₩ doz. net
"1847" $3.50
"Anchor" 3.25
"Eagle" 3.25
"Star" 3.25
Rogers, Smith & Co 3.25
Rogers & Hamilton 3.25
Holmes & Edwards 3.00

Springs—

See Door Springs.

Spring Balances—

See Balances.

Spring Hinges—

See Hinges.

Squares—

Diston's Try Square and T Bevels, new List, 70%
Try Square and T Bevel 60&10&10%@70%
Winterbottom's Try and Mitre ..... 40&10%
Nickel-Plated. New List Jan. 5, 1900 ..... 70&10&10%
Steel and Iron ..... 70&10&10%

Staples—

Barbed Blind—⅛, ⅝, and ¾ inch, ₩ lb 6½c

FENCE—

Same price as Barb Wire. See Trade Report.

Stay Rollers—

Cronk's,	No. 50	Net per doz	$1.00
"	No. 55	" " "	60c
"	No. 56	" " "	84c
"	No. 60	" " "	84c
"	No. 62	" " "	80c

Steels—

Chatillon's "Dicks" 30%

Stocks and Dies.

BICYCLE—

Holroyd & Co ..... 40&10%

BLACKSMITH'S—

Butterfield's ..... 25@40%
Gardner ..... 33⅓&10%
Holroyd & Co ..... 50,10&5%
Holroyd's R'd Adj Screw Plates 50%
Lightning Screw Plate 25%
Reece's New Screw Plates 25%

PIPE MAKERS—

Holroyd & Co ..... 80&10%@80&10&5

Stones—

See Oilstones.

Stops—

See Bench Stops.

Store Door Handles—

See Handles.

Store Ladders—

Lane's 10%
Myers' Noiseless 30%

Stove Bolts—

See Bolts.

Stove Polish—

See Polish, Stove.

Sweepers—

See Carpet Sweepers.

Tackle Blocks—

See Blocks.

Tacks, Brads, &c.

List Jan. 15, 1899.
American Cut Tacks ..... 90&25%
S. S. Cut Tacks ..... 90&20&5%
Carpet Tacks:
American, Blued ..... 90&25&5%
American, Tinned ..... 90&25&5%
Swedes Iron Tacks.
S. S ..... 90&20&10&5%
Bill Posters' and Railroad Tacks:
S. S ..... 90&45&5%
Common and Patent Brads ..... 80&10&5%
Gimp Tacks:
S. S ..... 90&45&5%
Hungarian Nails, Steel ..... 80&20&5%
Lace Tacks:
S. S ..... 90&45&10%
Looking Glass Tacks ..... 65&5%
Trimmers' Tacks:
S. S ..... 90&20&10&5%
Trunk and Clout Nails:
Steel, Black ..... 80&10%
Steel, Tinned ..... 80&10%
Upholsterers's Tacks:
S. S ..... 90&40&5%

MISCELLANEOUS—

Double Point, in dozens ..... 80&5 tens
Shade, in dozens ..... 80&10&10%
Shade, in bulk 80%

Tack Pullers

Columbia, No. 1, ₩ doz., net $5.05
Columbia, No. 2, ₩ doz., net 1 00
Little Jack ..... ₩ doz 1.00

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THERE'S A HEAP O' SATISFACTION

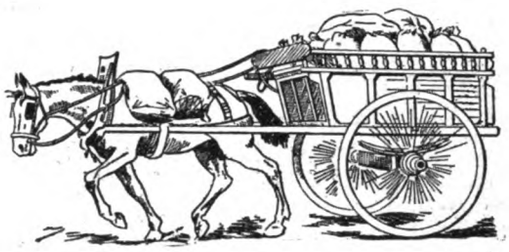
in a name—a name that stands for bestness—best quality.

Take Axle Grease for instance: if there's any kind that gives all-a-round and lasting satisfaction, it's

FRAZER'S AXLE GREASE.

Its the Grease of quality; puts all the "just as good as" Frazer kind in the shade. Sells quickest; lasts longest. Sold in boxes, cans, pails, kegs, barrels. The question is: how much do you need?

FRAZER LUBRICATOR COMPANY,
85 Murray St., New York.



Only a Waste of Energy

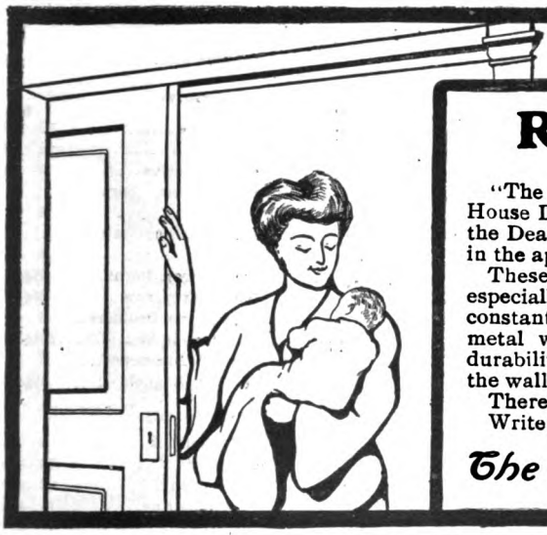
To spend your money for a cheap Axle Grease when you very well know that your customers require the best.

If you have not yet, why not now

Try Snow Flake Axle Grease

Twenty-one years on the market—sold and used all over the world—unequalled in quality—sold at a price, profitable to you—need more be said to warrant your sending for a sample order? Send for it to-day.

SNOW FLAKE AXLE GREASE CO.
FITCHBURG, MASS.





RICHARDS' ROYAL

"The Noiseless, Smooth Running" Ball Bearing Trolley House Door Hanger has been designed with special thought for the Dealer catering to the trade of the man who demands perfection in the appointments of his home.

These hangers are *noiseless*—the wheels running on *hard maple*, a wood especially adapted for this use, as it retains an even, level surface under years of constant usage. There is a surplus of material for every strain, but no excess of metal where it is not needed, insuring a tight *non-rattling* hanger of great durability. The track may be removed or adjusted at any time without injuring the walls or plaster.

There's a Richards Door Hanger for every requirement of your customers.

Write for our book of Facts and Figures.

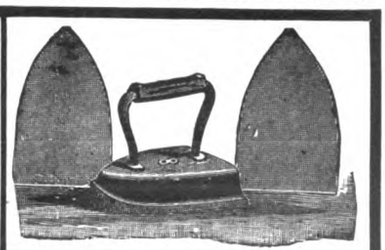
***The* Richards Mfg. Co., - Aurora, Ill.**

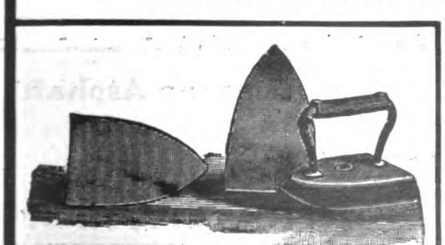
SAD IRONS . . .

Unsurpassed in Finish or Shape

Always ready for shipment. We carry a large stock from 4 to 10 pounds inclusive. Finished in Black, Bronze, Aluminum or full Nickle.

Pressing, or Tailors' Irons in sizes from 14 to 26 pounds.





Our Newest is the Sleeve or Flouncing Sad Iron, made with a blunt-nose to insure perfection of work and freedom from snags, in two sizes, 3 and 4 pounds, bodies coated with heat proof aluminum; face, toe and heel highly polished or nickle plated.

ASK FOR CATALOGUE.

BLACKLOCK FOUNDRY, South Pittsburg, Tenn.

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Tapes, Measuring—
Eddy's.
American Asses' Skin.....40&10@50%
Leather Case.....35@35&10%
Star Steel.....40@40&10%
Steel.....30&5@35%
Chestermans.....25@35&5%
Kenffel & Esser Co.:
"Favorite" Ass Skin....40&10@50%
" Duck and Leather 25&5@35&10%
Metallic Steel... } Lower List.....35@35&5%
Pocket.....35@35&10%
Lufkin's Steel and Metallic....30@33⅓&5

Tap Borers—
See Borers, Tap.

Taps—
American Screw Co.:
Machine Screw.....70%
Holroyd & Co.'s:
Blacksmiths.....65&10%
Machine Screw.....75&10@80%
Machinists' Hand:
1-16 to 1⅛ in. inc.....65&10%
1⅛ to 2.....50, 10&5%
2 1-8 to 3 in. inc.....33⅓&10%
3 1-8 to 4 in. inc.....20%
Pipe, ⅛ to 1¼.....60&20%
Pipe, 2 to 3 in.....80&15%
Pipe 3½ & 4 in.....66⅔&15%

Tap Wrench—
Rollis Hdw. Co. $6.00.....50%

Thumb Latches—
See Handles.

Ties, Wall and Veneer—
The Metal Stamping Co., Niagara 20&10%

Tinware—
Stamped, Japanned and Pieced, Net Prices.

Tire Bolts—
See Bolts.

Tool Chests, Complete with Tools
American Tool Chest Co.
Boys' Chests. Nos. 55 to 0½.....55%
Youth's Chests, Nos. 2A, 1A to 4 inc. 40%
Gentlemen's Chests, Nos. 4½ to 6½ 30%
Farmers, Planters, and Carpenters Chests, Nos. 7 to 18..... } 20%
Housekeepers' Chests, Nos. 550 and 750... } 45%
Gentlemen's Chest, No. 400 and 500 } 45%
Boys' Eureka Chests, Nos. 112 to 215 } 45%
Eureka Chests, Nos. 20 to 25... }

Tobacco Cutters—
National Specialty Co.....40%
Enterprise Mfg. Co.....20&20%

Toilet Clippers—
See Clippers.

Trammel Points—
C. E. Jennings & Co., "Eureka"...25%
Disston's.....70%
Sargent's.....40&10%
Stanley's.....30&10%

Transom Lifters—
Payson's Solid Grip, Nos. 643 and 644, ℔ 100..... net. $13.00
Payson's:
Balance, Iron List.....70&10&10%

Traps—
FLY—
Balloon.....℔ doz. $1.25, ℔ gro. $12.00
Globe.....℔ doz. 1.25, ℔ gro. 12.00
Harper.....℔ doz. 1.40, ℔ gro. 13.50
GAME—
Enterprise Mole.....15&10%
Hawley & Norton.....65%
Newhouse.....45@45&5%
Victor.....70&10@70&10&5%
MOUSE AND RAT—
Hotchkiss:
Metallic Mouse.....50%
Improved Rat.....50%
New Rat.....50%
Mouse, Round Wire, ℔ doz...$1.00, 10%
Mouse, Wood, Choker, ℔ doz. holes, 9c
Marty French Rat and Mouse Traps (Genuine):
No. 1, Rat, each $1.21, ℔ doz...$13.25
No. 3, Rat, ℔ doz., $6.50; case of 50.....3.75
No. 3½, Rat, ℔ doz., $5.25; case of 75.....4.70
No. 4, Mouse, ℔ doz., $3.25; case of 150.....3.00
No. 5, Mouse, ℔ doz., $2.00; case of 150.....2.25

Smith & Eggo Mfg. Co.:	℔ doz.
Superior Rat Trap	$15.00
Yankee Mouse Trap	5.50
Yankee Rat Trap	11.00

Trouser Hangers—
Pullman No. 1, ℔ gro.....$ 9.00
" " 4, ℔ gro..... 24.00
" " 7..... 7.50

Trowels Mechanics—
Brade's Brick.....30%
Disston's:
Brick and Pointing.....30%
Plastering.....25%
"Standard Brand" and Garden...35%
C. E. Jennings & Co.:
Brick.....30%
Plastering.....25%
Pointing.....30%
W. & McP. Plastering.....25%
"Rose" Brick, Plastering and Moulders.....25&5%

Trowels, Garden—
Kohlers:
Mal. Hdl. Jap No. 5 ℔ gross, net, $5.00
" " Tinned.....net, 6.20
Mal. Hdl. Jap. No. 6, gross, net, $6.00
Mal. Hdl. Tinned No. 6, gross, net, $7.20
Disstons.....35%

Vegetable Slicers—
Enterprise Mfg. Co.....25%

Vises—
Oval Slide.....60&10%
Solid Box.....60&10@60&10&10%
Columbian Hdw. Co:
Nos. 110 and over.....50%
Nos. 100 and under.....50&10%
Solid Box, Horseshoers', Nos. 60, 65 and 70.....50&10%
Armstrong's:
Combination.....50%
Plain and Hinge.....50%
Bonney's Champion.....40 & 10%
Holland's.....40%
Howard's.....40%
Little Giant Bench.....35&10%
Lowell Hand.....33⅓%
Massey:
Perfect.....20%
Clincher.....35@40%
Wood-Working.....15@20%
Planer.....15@20%
Comb. Pipe.....40%
Millers Falls:
Mechanics'.....10%
Oval Glide.....60&10%
Ball Clamp.....45&10%
Hand.....15&10%
Moore's.....20%
Prentice.....20@25%
Sargent's.....40%
Snedliker's.....30@33⅓%
Stephens.....30@33⅓%
Trenton.....40@40&5%
Wright's Pipe.....40%
SAW FILERS—
Bonney's Nos. 1 & 2.....40%
Wentworth's.....40&10@50
Wade—
See Ammunition.

Wagon Jacks—
Auto Screw Jacks.....30&5
Covert Mfg. Co.'s, Steel.....45&2½
Lane's Steel.....30&10%

Washer Cutters—
Otis A Smith's.....30&10&10%

Weights, Hitching—
Covert Mfg. Co.....40&2½

Well Wheels—
Japanned, 8 to 14 inches.....Net

Weed Extractors—
"Pastime".....℔ doz. $1.75 net

Window Cleaners—
Barnes Mfg. Co.....40%
Bosley's Peerless.....60%
" X. L. C. R.....70%
Clayton's.....25&10%
Phoenix.....60%

Window Stop Adjusters—
Ives' New List.....35%
Taplin's "Perfection".....35%

Wire Gauges—
See Gauges.

Wire and Wire Goods—
Brass Wire.....30%@40&5%
Bright Wire Goods, New List June 24, 1903..90&10&10&10
Cast Steel Wire.....50%
Copper Wire.....15%
Annealed and Tinned on Spools 70&10&10%
Brass and Copper on Spools, 60&10@60&10&10%
Spooled Wire, ass'd for Retailing 70&5%
Market Wire, Bright or Annealed:
Nos. 6 to 9.....80&5%
Nos. 10 to 18.....80%
Nos. 19 to 26.....80&10%
Nos. 27 to 31.....80&5%
Galvanized:
Nos. 15 to 26.....75&5%
Coppered:
Nos. 6 to 14.....75&10%
Nos. 15 to 18.....75&10%
Tinned:
Nos. 6 to 14.....77½%
Nos. 15 to 18.....75&5%
Cast Steel.....65%
Charcoal Iron.....60%
Gun Screw.....65%
Picture Wire, List of Oct. 2, 1900.... 65&10@65&10&10
Stub's Steel Wire.....$6.00 to $ 35½%

Wire Clothes Lines—
See Lines.

Wire Cloth, Netting, &c.—
Galvanized Wire Netting.80&10@60&15%
Painted Screen Cloth, good quality, ℔ 100 sq. ft. 1.20@1.35

Wire Rope—
Bright.....50&2½%
Iron, Galvanized.....62½&2½%

Wire Rope Clips—
Crosby.....25%

Wire Stretchers—
W. C. Heller's Grip.....℔ doz. $1.50
Wire Splicing Clamp, Cronks..60&10%

Wrenches—
Agricultural.....75&10@75&10&10%
Alligator.....70&10%
Baxter's.....70@70&10%
Conks Adj. Alligator Pat'n....40&10%
Machinists.....50%
Solid Handle.....50%

Bemis & Call's:
Briggs Pattern.....35&10%
Improved Pipe, Bright.....60%
Patent Combination Black.....40&5%
Patent Combination Bright.....40%

Bicycle:
Club.....40%
Superior.....40%
Featherweight.....40%
Prosection.....40%
Boardman's.....30@35&2½

Coes':
Genuine.....40&10&5&5%
"Mechanics'".....40&10&10&5&5%
Coes' Pattern, Wrought Bar...60&10&10&10%
Donohue's Engineer.....40&10%
Eagle Pipe.....50&10%
Gem.....30%
Stillson Pipe.....60&10%
Aggs.....60@60&10%
Bull Dog.....70%
Hercules.....70%

PAINTS, OILS AND COLORS.

Oils—
Linseed, City, Raw, in barrels, ℔ gal. 48c
Linseed, City, Boiled, in barrels, ℔ gal. 50c
Out of Town on Spot.....℔ gal. 47c
Calcutta, Raw, in barrels.....℔ gal. 60c
Lard, Prime City.....℔ gal.....57@59c
Lard, Extra, No. 1.....48@49c
Lard, No. 2.....36@38c

Paints and Colors—
Barytes, Foreign Floated, ℔ ton, $17.50@19.00
Barytes, American Floated, ℔ ton, $17.00@$18.50
Barytes, Crude.....℔ ton $10.00@11.00
White Lead, American, Dry, in bbls. ℔ lb. 6c
White Lead, American, in Oil, in lots of less than 500 lbs.....℔ lb. net 7c
In lots of 500 lbs. and over...℔ lb. 6¼c
White Lead, Eng., in Oil..℔ lb.....6¼c
Litharge, Kegs.....℔ lb. 6¼@7¼c
Zinc, American, Dry.....℔ lb. 4 5-8@5c

Putty—
In bulk.....$1.15
In bladders.....$1.75@2
In cans, 12½ lb to 25 lb.....$1.70@1.80

Spirits Turpentine—
In regular bbls.....59@ 59½c
In machine bbls.....59½@60c

Dry Colors—

	℔ lb.	
Blue, Chinese	30 @35	c
Blue, Prussian	33 @34	c
Blue, Ultramarine	5 @15	c
Sienna, Italian, burnt & powdered	5 @ 6½	c
Sienna, Italian, raw & powdered	3 @ 6½	c
Umber, Turkey, burnt	5½@ 8½	c
Umber, Turkey, raw	5½@ 8½	c
Green, Chrome, Ordinary	5 @ 7	c
Green, Paris, in kegs	13½@16½	c
Indian Red, American	3 @ 8½	c
Indian Red, English	4½@ 8½	c

Colors in Oil—

Black Lampblack, best	12	@14	c
Blue, Chinese	35	@40	c
Blue, Prussian	32	@35	c
Blue, Ultramarine	14	@16	c
Sienna, burnt	11	@13	c
Sienna, raw	11	@13	c
Umber, burnt	12	@16	c
Umber, raw	11	@14	c
Brown, Vandyke	11	@14	c

A FIREPROOF ROOF IS THE ONE MADE FROM **PORTABLE ASPHALT GRAVEL ROOFING**
Made of Natural Asphalt Saturated Felt, coated with Pure Trinidad Asphalt.
ITS LASTING QUALITIES ARE UNEQUALLED.
We also make **Asbestos Roofing, Cork Roofing, Mica Slate Roofing, Genuine Asphalt Roof Paint, Elastic Rubber Cement.**
STOWELL MANUFACTURING CO.,
114-134 Culver Avenue, - - - JERSEY CITY, N. J.

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Filler Supremacy

is conceded the "NICE" Brands. There are reasons—Lots of them. They are BEST for the PAINTER because they dry flat, work freely and do not show laps, which means economy in time and labor. They cover 800 square feet to the gallon, which means economy in material. They are BEST for the Architect, Builder and property owner because they are the greatest preservatives known,



NICE FILLERS

all of which means that they are unquestionably best for the DEALER.

"NICE"
REGISTERED
AGATE
TRADE MARK

Varnishes and Finishes

are fast attaining the same popularity as "Nice" Fillers, and deservedly so.

We have an interesting booklet, "Natural Wood Finishing," that we would like to send you.



Eugene E. Nice 272-274 So. 2nd. St. PHILADELPHIA



THE PRE-EMINENCE OF THE PALMER LINE OF HAMMOCKS HAS BEEN AGAIN ACKNOWLEDGED BY THE

HIGHEST HONORS

AT THE LOUISIANA PURCHASE EXPOSITION.

GRAND PRIZE, GOLD MEDAL AND BRONZE MEDAL

ON HAMMOCKS AND ACCESSORIES.

TWENTY-TWO MEDALS AND AWARDS HAVE BEEN GRANTED THE PALMER LINES AT NATIONAL AND INTERNATIONAL EXPOSITIONS SINCE 1863.

HAMMOCK SUPPORTS, HAMMOCK AWNINGS, HAMMOCK TRAPEZE BARS, HAMMOCK MOSQUITO BARS, AWNING MOSQUITO BARS.

OTHER LINES OF MANUFACTURE ARE

MOSQUITO NETTINGS, MOSQUITO BED CANOPIES, CANOPY SUPPORTS AND FIXTURES, CRINOLINE DRESS LININGS, WINDOW SCREEN AND PIANO CLOTH, ETC,. ETC.

SEND FOR NEW 1905 COLORED CATALOGUE.

I. E. PALMER,

MIDDLETOWN, CONN., U. S A NEW YORK OFFICE: 62-64 WORTH ST.

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HARDWARE BUYERS' DIRECTORY.

CLASSIFIED INDEX TO ADVERTISERS.

Adjustable Stocks and Dies.
Armstrong Mfg. Co., Bridgeport, Conn.

Adjustable Wrenches.
Walworth Mfg. Co., Boston, Mass.

Agricultural Implements.
Geneva Tool Co. Geneva, Ohio.
John H. Graham & Co., New York.
American Fork and Hoe Co., Cleveland, O.

Animal Pokes.
American Fork and Hoe Co., Cleveland, O.

Anti-Friction Metal.
Magnolia Metal Co., New York.

Anvils.
Alfred Field & Co., New York.
Columbian Hardware Co., Cleveland, Ohio.

Apple Parers.
Goodell Company, Antrim, N. H.

Arbor Presses.
Chandler & Farquhar, Boston.

Art Hardware.
Sargent & Co., New York.

Asphalt Gravel Roofing.
Stowell Mfg. Co., Jersey City, N. J.

Augers and Auger Bits.
John H. Graham & Co., New York.
C. E. Jennings & Co., New York.
Russell Jennings Mfg. Co., Deep River, Conn.
Sargent & Co., New York.

Automobiles.
J. Stevens Arms & Tool Co., Chicopee Falls, Mass.

Awls.
The H. H. Mayhew Co., Shelburne Falls, Mass.
Hurwood Mfg. Co., Bridgeport, Conn.

Axes and Edge Tools.
L. & I. J. White Co., Buffalo, N.Y.
Sargent & Co., New York.

Axle Grease.
Fraser Lubricator Co., New York.

Axle Oil.
The Frank Miller Co., New York.
C. L. Hathaway & Sons, Inc', Boston. Mass.

Babbitt Metal.
Magnolia Metal Co., New York.

Bait, Pflueger's Luminous
Enterprise Mfg. Co., Akron, Ohio.

Balances, Sash. (Spring).
Pullman Mfg. Co., Rochester, N. Y.

Bank Railings.
The Wm. Bayley Co., Springfield, O.
J. E. Bolles Iron and Wire Works, Detroit, Mich.

Barb Wire.
Fuller Bros. & Co., New York.

Barn Shovels.
Geneva Tool Co., Geneva, O.

Barn Paints.
Geo. W. Pitkin Co., Chicago, Ill.

Bath Room Fixtures.
Buffalo Mfg. Co., Buffalo, N. Y.

Barrel Bolts, Wrought.
Sargent & Co., New York.

Bearing Metal.
Magnolia Metal Co., New York

Beef Shavers.
Enterprise Mfg. Co. of Pa., Phila.

Beet Forks.
American Fork and Hoe Co., Cleveland, O.
Geneva Tool Co., Geneva, O.

Beet Hoes.
American Fork and Hoe Co., Cleveland, O.
Geneva Tool Co., Geneva, O.

Bellows, Smiths'.
C. E. Jennings & Co., New York, N. Y.

Bells and Gongs.
John H. Graham & Co., New York.
Sargent & Co., New York.

Belt Dressing.
Jos. Dixon Crucible Co., Jersey City, N. J.

Belt Shifters.
Chandler & Farquhar, Boston.

Belting.
Ames Sword Co., Chicopee, Mass.
Voorhees Rubber Mfg. Co., Jersey City, N. J.

Bench Punches.
Chandler & Farquhar, Boston.

Bench Shears.
Chandler & Farquhar, Boston.

Bicycles.
J. Stevens Arms & Tool Co., Chicopee Falls, Mass.

Bicycle Chain Lubricant
Enterprise Mfg. Co., Akron, Ohio.

Bicycle Stands.
F. E. Myers & Bro., Ashland, Ohio.

Bicycle Step Ladders.
Bicycle Step Ladder Co., Chicago, Ill.

Bicycle Sundries.
Cushman & Denison, New York.
Harrington & Richardson Arms Co., Worcester, Mass.
Smith & Egge Mfg. Co., Bridgeport, Conn.
Edwin B. Stimpson & Son, New York.

Bicycle Wrenches.
Barnes Tool Company, New Haven, Conn.

Bits.
Alfred Field & Co., NewYork.
C. E. Jennings & Co., New York.
Russell Jennings Mfg. Co., Deep River, Conn.
Sargent & Co., New York.
The H. H. Mayhew Co., Shelburne Falls, Mass.

Blacksmiths' Vises.
John H. Graham & Co., New York.

Blocks, Tackle.
Lane Bros., Poughkeepsie, N. Y.

Bolt and Screw Cases.
J. D. Warren Mfg. Co., Chicago.

Bolts, Bolt Ends, etc.
Columbus Bolt Works, Columbus, O

Bolts, Wrought Barrel.
Griffin Mfg Co., Erie, Pa.

Boring Machines.
Ajax Manf'g Co., Pittsburgh, Pa.
C. E. Jennings & Co., New York.

Box Corner Fasteners.
Cary Manufacturing Co., New York.
Standard Metal Strap Co., New York

Box Hasps and Hinges.
Cary Mfg. Co., New York.
Standard Metal Strap Co., New York

Box Straps.
Cary Mfg Co., New York
Standard Metal Strap Co., New York.

Braces, Carpenters'.
John H. Graham & Co., New York.
C. E. Jennings & Co., New York.
Sargent & Co., New York.
The H. H. Mayhew Co., Shelburne Falls, Mass.

Brackets, Folding.
Griffin Mfg Co., Erie, Pa.

Brackets, Shelf.
Griffin Mfg Co., Erie, Pa.
Piqua Bracket Co., Piqua, Ohio.
Sargent & Co., New York.

Brad Awls.
Hurwood, Mfg. Co., Bridgeport, Conn.

Brands, Burning.
Schwerdtle Stamp Co., Bridgeport, Conn.

Brass and Composition Castings.
Magnolia Metal Co., New York.

Brass Goods.
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Bridge Rods.
Columbus Bolt Works, Columbus, O.

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Champion Safety Lock Co., Geneva, O.
Columbian Hardware Co., Cleveland, Ohio
The Wm Bayley Co., Springfield O.
John H. Graham & Co., New York.
Hobart B. Ives Co., New Haven, Conn.
Sargent & Co., New York.
Taylor & Boggis Foundry Co., Cleveland, O.

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John Sommer's Son, Newark, N. J.

Butcher Knives, Tools and Steels.
John Chatillon & Sons, New York.
Goodell Co., Antrim, N. H.
L. & I. J. White Co., Buffalo, N. Y.

Butchers' Scales.
John Chatillon & Sons, New York.
Osgood Scale Co., Binghamton, N. Y.

Butchers' Tools
John Stortz & Son, Philadelphia, Pa.

Butts, Door.
Bommer Bros., Brooklyn, N. Y.
Griffin Mfg Co., Erie, Pa.
McKinney Mfg. Co., Allegheny, Pa.
Sargent & Co., New York.

Butts, Spring.
Bommer Bros., Brooklyn, N. Y.
Columbian Hardware Co., Cleveland Ohio.
Niles Mfg. Co., Chicago.
Sargent & Co., New York.

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Covert Mfg. Co., West Troy, N. Y.

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Chairs (Invalid).
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Schwerdtle Stamp Co., Bridgeport, Conn.

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L. & I. J. White Co., Buffalo, N.Y.

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Hurwood, Mfg. Co., Bridgeport Conn.

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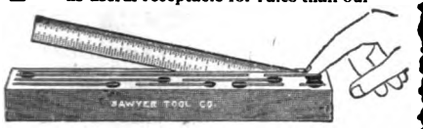
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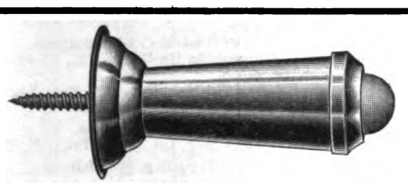
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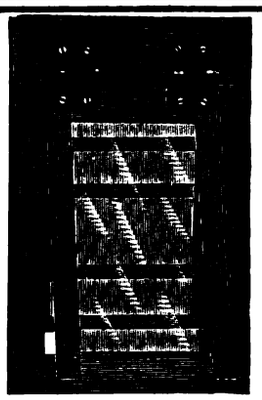
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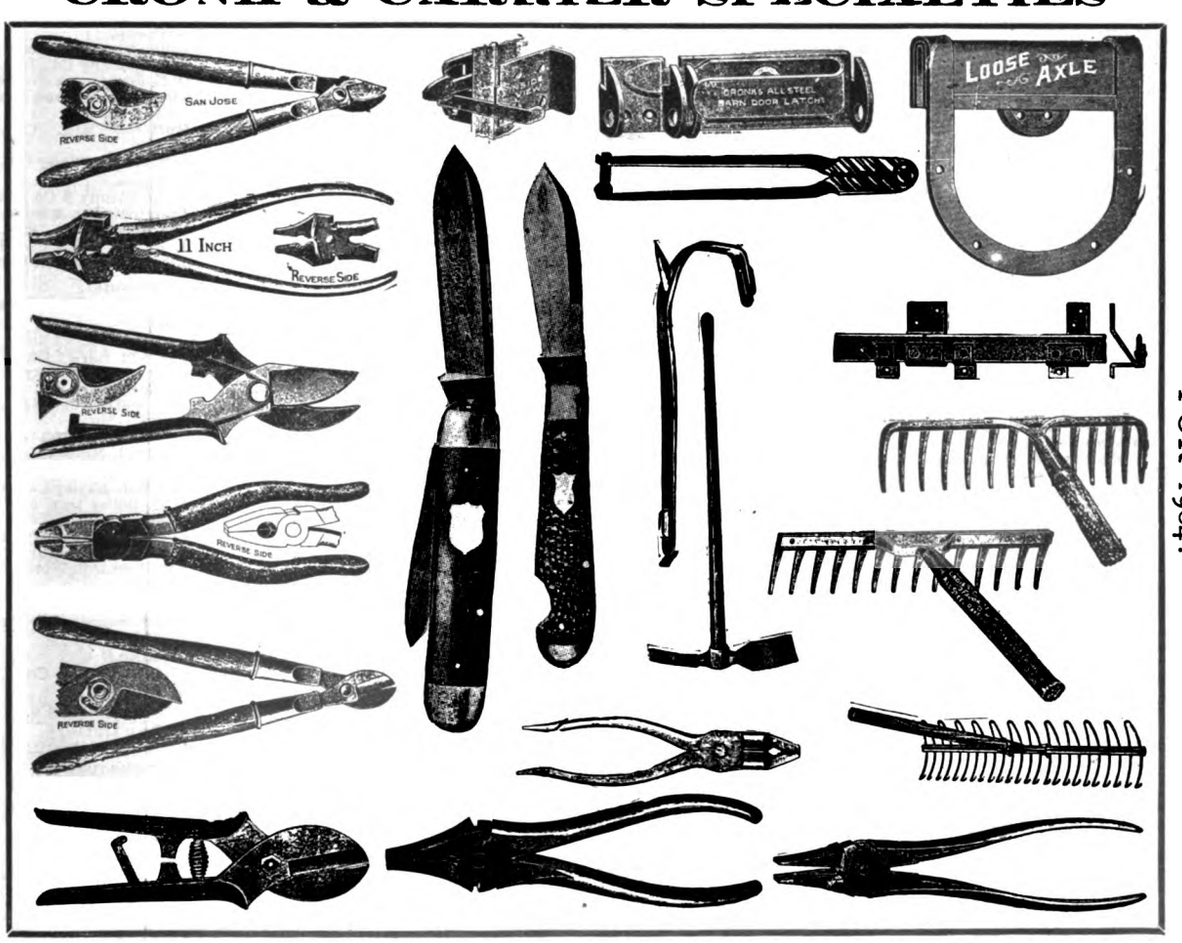
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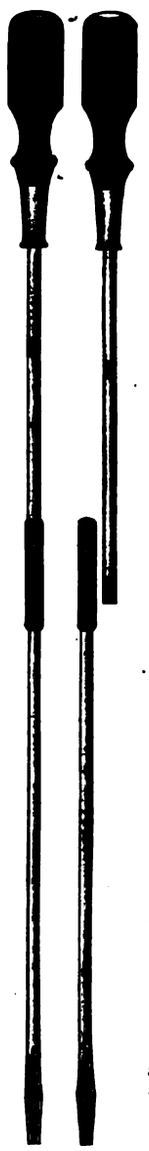
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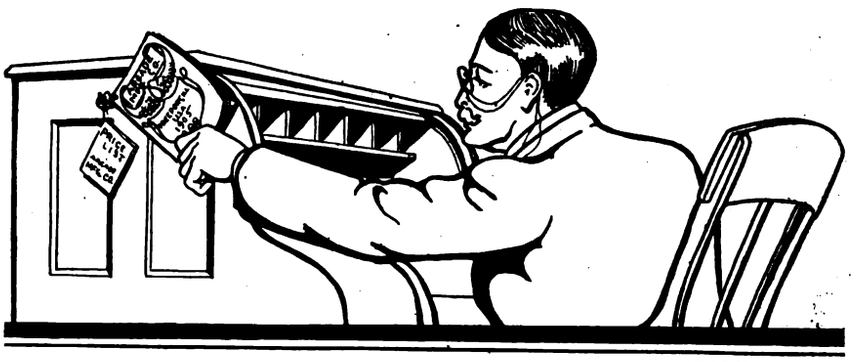
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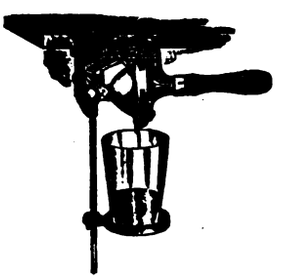


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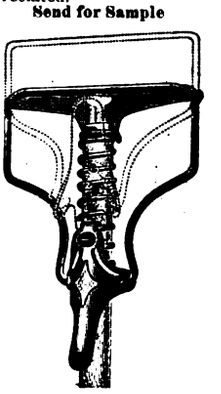
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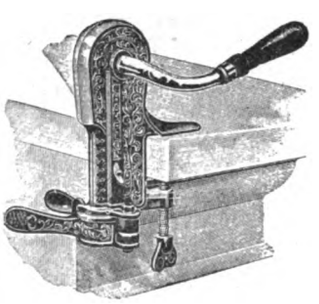
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Gem Mop Head

One of our many style in this line.

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Champion Cork Puller

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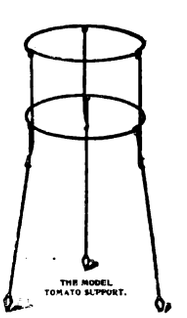
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Is the only perfect, the best and cheapest tomato or plant support.

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Made of heavy galvanized wire. Will not rust.

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Once upon a workday dreary, while I scrubbed both weak and weary,
On a ladder, tall and flimsy, shaking to its very core—
Suddenly there came a snapping, as of brittle twigs a cracking—
"Tis a fall I'll soon be taking"—Then I landed on the floor.

And again my thoughts recurring, to the dealer's words assuring,
When I went to do the buying, "It's just as good, so why pay more?"
Now I vow if he would sell me such contraptions, he can fool me
Never, Nevermore!

Mr. Dealer, here's a lesson, worthy of your contemplation,
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Put your trust in their fast selling, they will make you sales galore,
Rest assured the time is coming, when people buy them—
Evermore!

If there is one quality more characteristic of the articles we manufacture than any other—it is the strength of the lumber used in their construction. Only wood free from knots and other blemishes is used in



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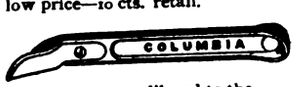
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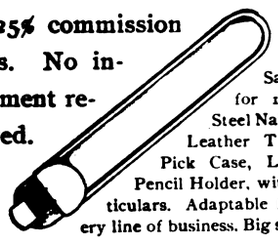


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Can Opener

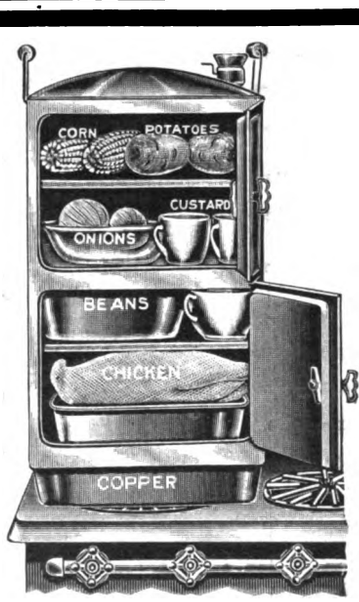
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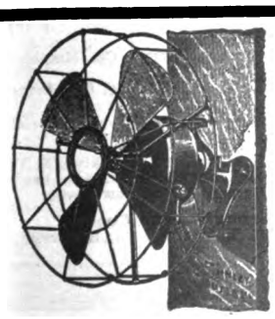
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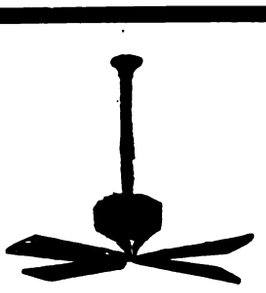
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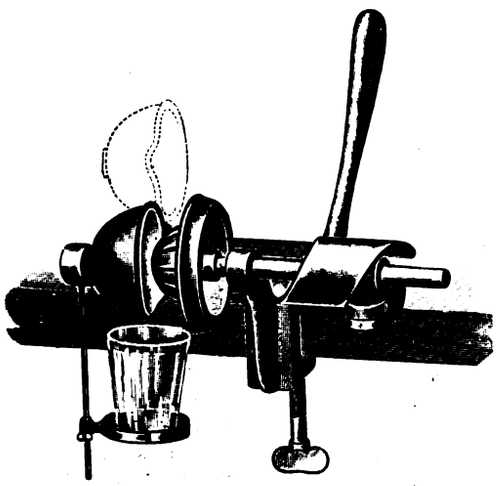
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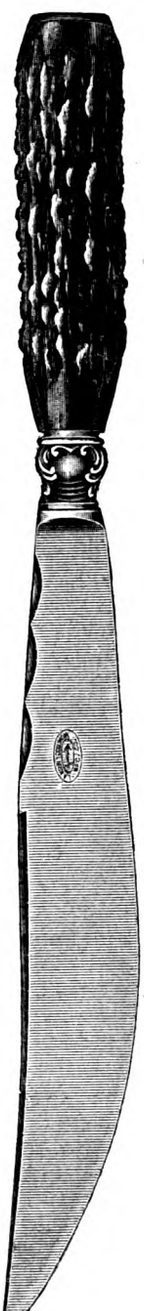
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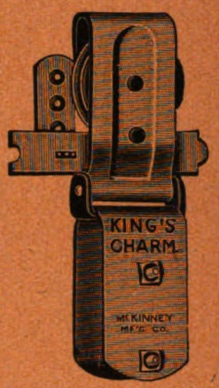
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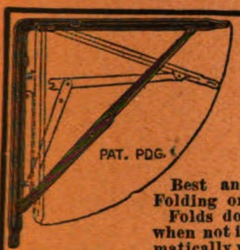
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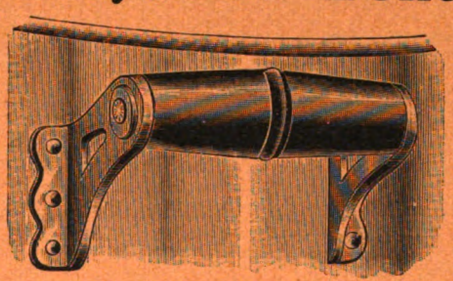
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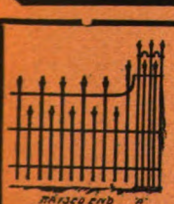


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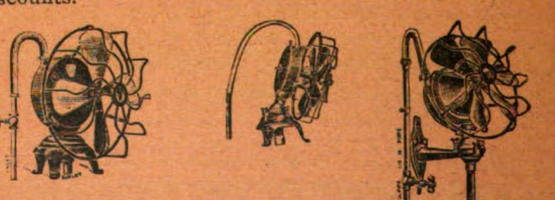
Twelve Medals Awarded at International Expositions.



Special Grand Prize Gold Medal at Atlanta, 1895.

G. & H. BARNETT COMPANY,
PHILADELPHIA, PA.

"BEWARE OF INFRINGEMENTS"
PATENTED JUNE 28, 1898.
You have no right to use nor sell any Water Motor or Water Fan that can be tilted and adjusted while running, except those made by us and bearing our NAME PLATE. Look for our name on motors.
AGENTS WANTED. Send for circulars and discounts.



The A. ROSENBERG CO., Manufacturers,
Baltimore, Md., U. S. A.

BOMMER SPRING HINGES
ARE
QUALITY GOODS
But cost no more than the inferior makes.
GOLD MEDAL PARIS 1900
GOLD MEDAL ST. LOUIS 1904
BOMMER BROTHERS
BROOKLYN, N. Y., U. S. A.



Who wants a poor Hack Saw,—when UNIVERSAL Hack Saws cost no more than inferior Saws?
You'll save Time in sawing work,—save money in the durability of UNIVERSAL Saws,—and save needless annoyance and worry.
Write for the UNIVERSAL Hack Saw Catalogue and Prices,—to-day!
WEST HAVEN MFG. CO., NEW HAVEN, CONN.

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VOL. XXXI
NO. 2

HARDWARE

Entered as Second Class Matter at New York, N. Y. Postoffice

NEW YORK
MAY 25
1905

IVES PATENT WINDOW STOP ADJUSTER



and 30-page Catalogue of WINDOW HARDWARE SPECIALTIES Mailed Free.



The H. B. Ives Co.
NEW HAVEN, CT.

SEE PAGE 17



Halter Chains—Dog Chains—Cow Chains—Coil Chain. Chains for all kinds of Machinery.

ONEIDA COMMUNITY, Oneida, N. Y.

Hardware Dealers Make Big Profits Selling These Goods



Stewart's Iron Fence Most economical fence you can buy for residences, churches, schools, cemeteries, parks, etc. Practically indestructible. Beautiful designs. Agents wanted. Attractive proposition. Write to-day for iron fence, vase or settee catalogue.
The Stewart Iron Works Co.
Cincinnati, O.
Iron Settee



COVERT MFG. CO.
Troy, N. Y.
STEEL CARRIAGE AND WAGON JACKS.
Harness Snaps, Chain, Rope and Web Goods.
SOLD BY ALL LEADING JOBBERS.



OSGOOD STANDARD SCALES

No BETTER Scale is made. The quality is absolutely guaranteed.

"Osgood on the Beam"

is your protection. Write for catalogue W and BEST prices. Our prices are RIGHT. We feel that we can save you money.

Osgood Scale Company
Binghamton, N. Y.

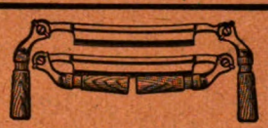
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PART ENVELOPES (imprinted with your firm name and address) are good advertisements for your store. Send for a supply—they will HELP YOU! We make:
RIFLES, PISTOLS, SHOTGUNS
140 PAGE CATALOG FREE ASK YOUR JOBBER

J. STEVENS ARMS & TOOL CO.
255 MAIN STREET,
CHICOPEE FALLS, MASS., U. S. A.

JOB LOTS

We buy and sell Job Lots, hardware and cutlery. Receive Jobs daily. Can save you money.
JACOB-McINERNEY CO.,
81 Warren Street, New York.



All hardware dealers should carry this draw knife in stock.
A. J. WILKINSON & CO.,
180-188 Wash. St., Boston, Mass.

Have you seen the
YELLOW JACKET
for particulars write to
C. E. JENNINGS & CO., - 42 MURRAY ST., N. Y.



The World Renowned MAGNOLIA METAL
ONE GRADE, ONE QUALITY ONLY.



CHEAPER and better than "Genuine Babbitt." Lasts longer with less friction. Saves oil, fuel, power, etc. The only anti-friction babbitt metal that is used all over the world by the leading Railroads, Steamships, Manufacturers, etc., and by twelve leading governments. Sold by leading dealers everywhere or by
FAC-SIMILE BAR OF MAGNOLIA METAL.
MAGNOLIA METAL CO., NEW YORK, 113-115 Bank St., CHICAGO, Fisher Bldg.
Pittsburg. Montreal. (We manufacture all grades of Babbitt metals at competitive prices.)

BLASTING SUPPLY? Write for Prices and Particulars on
ELECTRIC EXPLODERS, ELECTRIC SAFETY FUSES, ELECTRIC TIME FUSES, ETC., TO
STAR ELECTRIC FUSE WORKS, Wilkes-Barre, Pa.

For the Merchant who wants to build up a prosperous business there is no better method than to sell Hardware the equal of UNIVERSAL Hack Saws.
UNIVERSAL Hack Saws are filled with *quality*,—and will please the most particular user.
Get the UNIVERSAL catalogue and prices.
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Gold Medal---St. Louis Exposition
For VALVES, BRASS and IRON GOODS, PIPE FITTINGS, Etc.
ENGINEERS', GAS AND STEAM FITTERS' TOOLS,
AWARDED 1904 TO
WALWORTH MFG. CO. 128-136 FEDERAL ST., BOSTON, MASS. PARK ROW BUILDING, NEW YORK.
WRITE FOR POCKET CATALOGUE.

Wiley & Russell Mfg. Co. GREENFIELD, MASS., U. S. A. SCREW PLATES. TAPS & REAMERS.

When Writing to Advertisers Please Mention "HARDWARE"

GENEVA TOOL CO., HAND AGRICULTURAL TOOLS. GENEVA, OHIO.

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CHAIN,

Cable, Crane and Dredge

ALSO

Attachments and Forgings as Required

Fuller Brothers & Co.

139 Greenwich Street
New York

WE BELIEVE



It is always best to buy a No. 1 article, as it usually lasts longer, does better work and is so much better in every way. *You think so too*, and whenever you are induced to buy a cheap tool you are soon sorry you did so. Before buying a fire pot investigate the merits and advantages found in the No. 1, *then you will know that "The No. 1 is King of Fire Pots."* Try it. Your money back if you are not pleased.

NO. 1 FIRE POT, $6.00 Net

Jobbers supply at factory price. Our catalog is free.

CLAYTON & LAMBERT MFG. CO.
DETROIT, MICH., U. S. A.

LANE'S
Patent Steel Barn
DOOR HANGERS



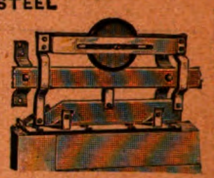
We are the originators and largest makers of U shaped Hangers

GET GENUINE LANE HANGERS

For Best Satisfaction

LANE'S STANDARD PARLOR DOOR HANGER
ALL STEEL

The popular hanger because well built on correct mechanical principles and **Gives Satisfaction**



GET OUR CATALOGUE

LANE BROS. CO.,
429-461 Prospect St.;
POUGHKEEPSIE, N.Y.



NOTHING BETTER
NILES
SPRING HINGE AND PIVOT.

WRITE FOR PRICES.

NILES MFG. CO.,
14-16 N. Canal St.,
CHICAGO.

The "ORIGINAL JENNINGS" AUGERS and AUGER BITS



For Sale by all Hardware jobbers

Genuine have "RUSSELL JENNINGS" stamped in full on the Round of each Bit.

The Russell Jennings Mfg. Co., Deep River, Conn.

Just a trial—but a just trial—is all we ask. It will substantiate all we claim for

Mayhew Tools

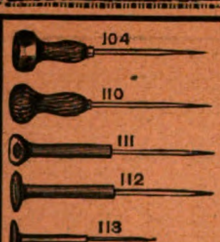
We know of no better line of tools that can be handled at a good profit. Send for catalogue and prices.

H. H. MAYHEW CO. Shelburne Falls, Mass.

Screen Doors

Window Screens, Snow Shovels, Clothes Horses, Garment Hangers, Towel Racks, Mops, Stable Scrapers, Kitchen Shelves, Door Holders, Nozzle Holders, Tack and Nail Boxes.

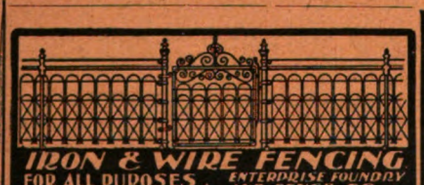
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WALKER'S
Quick and Easy

Steel Tempered Anti-Rust Nickel Plated **Ice Picks.** Every one tested and guaranteed.

ERIE SPECIALTY CO., ERIE, PA.



IRON & WIRE FENCING
FOR ALL PURPOSES
ENTERPRISE FOUNDRY AND FENCE CO.
115 S. Senate Ave. Indianapolis, Ind.

GOOD AGENTS WANTED TO SELL



THE MAGIC ELECTRIC CLOCK

is a most remarkable little timepiece. Needs no winding but runs itself and keeps fine time. Three tiny batteries in the base will keep it going for months and may be renewed at a moment's notice. It is 9 in. high, has a 3 in. dial and the base is 7½ in. in diameter. Intensely interesting to watch, yet thoroughly practical and useful.

Also Frying-pan, 60 day and Calendar Clocks.

Send for Catalogue No. 585.

THE PRENTISS CLOCK IMPROVEMENT CO.,
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Are you ready for the Spring Trade?



Cement Jointer.

Complete Line

Write for Catalogue.

Cement Workers, Paviors and Contractors Tools.
Low Prices.

JOHN STORTZ & SON
Manufacturers
210-212 Vine St. Phila., Pa.



THE MEN WHO KNOW



insist on having Richards' Royal Door Hangers, those that don't can be easily shown their exclusive features,

Say all the nice things about other door hangers, there yet remains one fact true only of the **RICHARDS ROYAL**

Ball Bearing Trolley House Door Hangers

They are the most reliable business builders for the dealer, because they insure the highest degree of satisfaction among consumers.

The remarkably smooth and noiseless action of the ROYAL is due to tightness of all parts and the fact that the wheels run on hard maple, the best wood for this purpose as it keeps a level and even surface and is not easily warped.

If you aren't selling Richards Hangers it will pay you to learn more about them. Write us for our book of Facts and Figures.

RICHARDS MFG. CO. **AURORA, ILL.**

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KEUFFEL & ESSER CO.

127 Fulton Street, New York.

Manufacturers of

MEASURING TAPES

Steel, Metallic, Linen, Ass-Skin, Steel and Linen Pocket Tapes

OUR GUARANTY: *Best Material, Highest Grade Workmanship, Greatest Accuracy.*

HIGHEST AWARD, GRAND PRIZE, ST. LOUIS, 1904

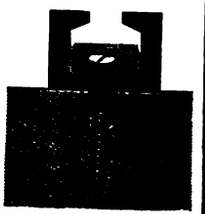
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FACTORY:
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812 Locust St., St. Louis.
308 Montgomery St., San Francisco.

MORE SHELF ROOM



Easily secured without increasing the size of the store by using

BAINES SHELF BRACKETS

Adjustable or Fixed



The accompanying cuts show the entire absence of obstructions, usually found on Hardware shelves; the manner of adjustment; and the way they are attached to the walls.

Our catalogue "H," for Hardware men, tells how to estimate the number of brackets required, how to install them, etc, It will be of interest to any merchant.

PIQUA BRACKET CO. PIQUA, O.

WE WANT AGENTS

A Hardware man in each town to sell our up-to-date line of Settees. Reservoir vases tree guards, stall guards **Iron Fence and Gates.**





Its an easy matter to sell these goods if samples are displayed.

They are different from competing goods because there are so many good talking points in each article. Furthermore all of our goods are *guaranteed*. Catalogue No. 26 is yours for the asking, it tells *why* Stewart goods are so easily sold. Highest award World's Fair, St. Louis.



The STEWART IRON WORKS COMPANY

Office and Factory, CINCINNATI, O.



Are you prepared for the coming Water-Cooler Season?

It's high time you considered your purchases of these Summer Necessities.

We make Water Coolers,—a wide variety of styles and sizes,—attractively finished,--*and they keep the water cold!*

Our extensive lines of Water Filters,---just the thing for Spring Sales,---Water Coolers, Chafing Dishes, Table Kettles, Baking Dishes, Crumb Trays and Scrapers, Urns, Cuspidors and Bath Room Fixtures are illustrated and described in our interesting catalogue.

Shall we send our catalogue—and discounts?

The BUFFALO MFG. CO.

Buffalo, N. Y.

BRANCHES:
18 Warren Street, New York.
238 Arch St., Philadelphia.
40 Dearborn St., Chicago.
247 Coronado Bldg., Denver.
61 Steuart St., San Francisco.

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EVER BITE A STONE IN A CHERRY PIE?

No doubt you remembered the experience for many days. Your customers have the same experiences. You still have time to get in a stock of the FAMILY CHERRY STONERS, the Simplest, Most Durable and Profitable on the market. Put some in your window or outside stand with the above inquiry on a placard and see them go. Mail us a postal with "Cherry Stoners" written on it, and we will send you illustrations and information.

GOODELL COMPANY, Antrim, N. H., U. S. A., 106 Main St.
New York Office, 10 Warren St.

The **AJAX SELF WITHDRAWING WOOD BORING MACHINE**



does not require a special auger; will bore to any depth; strong and durable—all important parts of malleable iron. Sold by the whole sale hardware trade.

AJAX MFG. CO.,
Pittsburgh, Pa.

Manufacturers of the Ajax and Phillips Wood Boring Machines, Standard and IXL Saw Gummers, Collins Self Feed and Dudgeon Style Tube Expanders, Cutters, Swages, etc.

78 YEARS. ESTABLISHED 1825. 78 YEARS.

CELEBRATED **HEINISCH** SHEARS,
ACKNOWLEDGED THE BEST.



Tailors' Shears, Trimmers, Scissors, Tinners' Snips, Etc.

R. HEINISCH'S SONS CO.,
F. A. VORDERMEIER,
NEW YORK MANAGER.

155 CHAMBERS ST.
MAIN OFFICE AND FACTORY,
NEWARK, N. J.

FULPER FILTER FACTS

IMPROVED
Natural Stone Germ Proof
Water Filters

Are as represented—always.

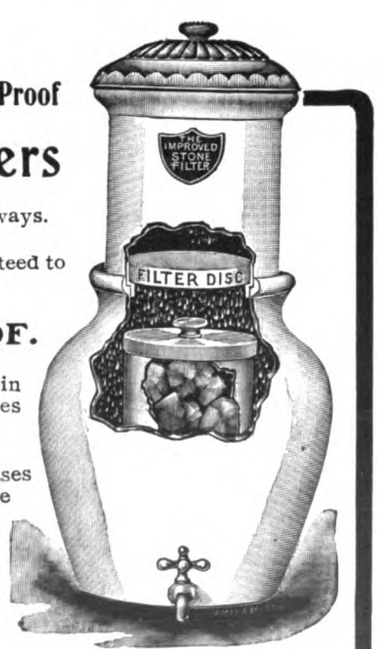
Every Filter is guaranteed to be absolutely

GERM PROOF.

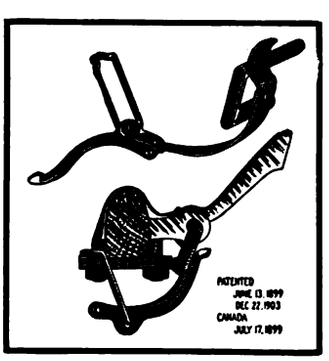
Every Filter is perfect in every detail when it leaves our factory.

Prevent Zymotic diseases by pushing the sale of these goods in your locality.

A handsome display card with each shipment.



FULPER POTTERY CO.
Flemington, N. J., U. S. A.



81504

shipped during

April, 1905

Fernald Quick Shift

The best medium-priced Shaft Coupler on the market. Is used in connection with regular shackle and eye, so can be attached to any vehicle.

Handled by Leading Jobbers Everywhere

FERNALD MFG. CO.
NORTH EAST, PA.

81504 during April

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CLOTHES WRINGERS

"Anchor Brand"
Clothes Wringers,
Rubber Rolls,
Rat and Mouse Traps.
LOVELL MFG. CO.,
Erie, Pa.

FILTERS

CORRESPONDENCE SOLICITED. WRITE FOR PRICE LIST & DISCOUNT
EXCELSIOR INJECTOR
N. A. WATSON ERIE PA.
WATSON FILTER

HARDWARE SPECIALTIES

Pillow Sham Holders, Broom and Dust Pan Holders; Carpet and Rug Clamps;



Flask and Corebox Clamps, etc.
E. E. Joseff Mfg. Co.
BUFFALO, N. Y.

HARDWARE SPECIALTIES

Shoe Daubers, Russet Shoe Polishes Towel Racks, Boss Dust Beater, Stove Polishing Mittens, Milk Strainers Mop Stick Thill Supporters.

PARKS & PARKS
Manufacturers
TROY, N. Y.



FACILE CHAIN HOIST

Most modern appliance for lifting loads ¼-3 tons.
JOS. F. McCOY CO.
157 CHAMBERS ST
NEW YORK

HORSE SHOES



Cable Address, BRYDENSHOE.
Lieber's Code used.
Bryden Horse Shoe Co.
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Snow Flake Axle Grease
AND
Snow Flake Coach Oil
MANUFACTURED BY
SNOW FLAKE AXLE GREASE CO.
FITCHBURG, MASS.

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"STAR"
Pump Bucket.
HENRY C. FRESHOUR
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"Three in One"
LUBRICATES
Prevents Rust
Cleans and Polishes
G. W. COLE CO.
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HOWARD
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HOWARD IRON WKS.
BUFFALO, N. Y.

Mention HARDWARE
when writing these
advertisers



FANS

WATER FANS
FOR DESK AND WALL ONLY
ELECTRIC FANS
FOR CEILING, DESK, WALL OR COLUMN
ANY VOLTAGE
SEND FOR CATALOGUE AND PRICES TO **D. L. BATES & BROTHER, Dayton, O.**
ALSO WATER MOTORS AND BELT DRIVEN FANS



The Portable Manger

HAS light steel frame and canvas body. Always open while horse is feeding. Cannot be upset.

Most humane, sanitary, economical, convenient.

Will outwear 3 ordinary feed bags.

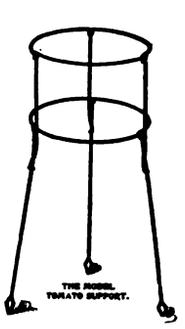
A splendid seller.

We want every Hardware man to handle it.

Write us for circular and prices.

Walsh's Sons & Co.
260 Washington St., Newark, N. J.

The Model Tomato Support



Is the only perfect, the best and cheapest tomato or plant support.

*

Made of heavy galvanized wire. Will not rust.

*

Meet it's Increasing Demand—Stock up now.

*

Easily handled. Comes in two sections. Complete height 34 inches.

*

IGOE BROTHERS, 226 N. 9th St., Brooklyn, N. Y.

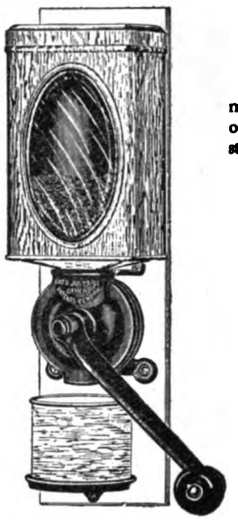
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THE OCEAN WAVE WASHER
SATISFIES
OVER
ONE HUNDRED THOUSAND IN USE
WE SELL TO ONLY
ONE DEALER IN EACH TOWN
WRITE US
Once sold it "Never" comes back
Distribution Points

Philadelphia, Pa. Albany, N. Y. Elmira, N Y. Columbus, O.
Milwaukee, Wis. St. Louis, Mo. Sioux City Ia. St. Paul, Minn.
Council Bluffs, Iowa. Indianapolis, Ind. Kansas City, Mo.

No 10 Oplex
Double Grinder

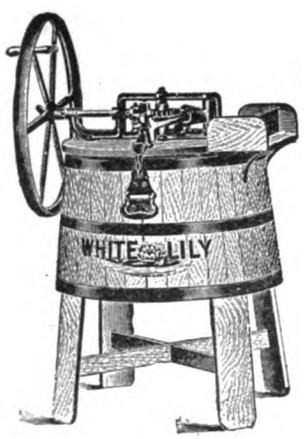


oval glass front

many other styles

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Made in Cleveland Ohio by
The Bronson-Walton Co
New York John H Graham & Co



The High Speed
of the
WHITE LILY WASHER

(2¾ turns of the fly wheel to one turn and return of the dasher) makes it the fastest and cleanest washer on the market. This great speed creates a foamy, cleansing suds and sends the water swirling through the clothes, washing out every particle of dirt.

The 20-lb. fly wheel with the weight in the rim, makes fast washing easy.

Test any Washer on Your Floor

and see if it compares in any respect to the White Lily.

Write for "To Salesmen on the Floor." Its full of talking points.

WHITE LILY WASHER COMPANY,
Davenport, Ia., Toledo, O.

"PULLMAN" SASH SPRING BALANCES.

Used in the Finest New Buildings



Just as good for Old Buildings

If you have not a stock for Spring trade, ORDER NOW!
PULLMAN MFG. COMPANY,
ROCHESTER, N. Y., U. S. A.

AGENCY JOSEPH RODGERS & SONS, LTD.
FOR CENTURIES THE WORLD RENOWNED HOUSE OF
JOSEPH RODGERS & SONS, Ltd.
SHEFFIELD, ENGLAND
Has had neither equals nor superiors in the manufacture of

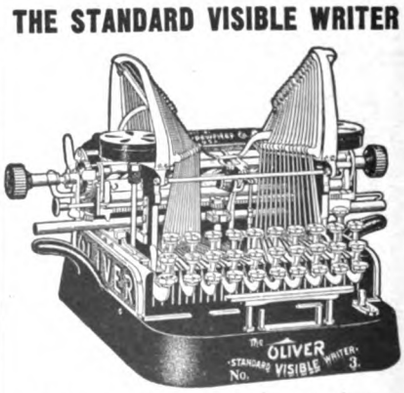
Carving Knives and Forks, Table Cutlery, Scissors,

CORPORATE MARK

Razors, Hunting and Bowie Knives, Pocket Cutlery, &c.

ALFRED FIELD & CO., 93 Chambers St., New York

The OLIVER Typewriter
THE STANDARD VISIBLE WRITER



ITS RECORD HAS NEVER BEEN EQUALLED
CATALOGUE FREE
The Oliver Typewriter Company
310 Broadway, New York



If you're looking for a Washing Machine that is made for long, satisfactory service,—that has strong "talking points,"—and that can be sold at a fair price,—you should by all means, investigate

O. K. Washing Machines

They're made to please. There's nothing weak about the O. K.,—no springs to repair,—no cheap pins to rot or warp, no complicated gearing to break and cause annoyance.

O. K. Washing Machines are easy running, durable, reasonably priced, steam tight,—and there's a profit in them for the dealer.

Write for our booklet and prices.

H. F. BRAMMER MFG. CO.,
Davenport, Iowa.

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THERE'S A HEAP O' SATISFACTION

in a name—a name that stands for bestness—best quality.

Take Axle Grease for instance: if there's any kind that gives all-a-round and lasting satisfaction, it's

FRAZER'S AXLE GREASE.

Its the Grease of quality; puts all the "just as good as" Frazer kind in the shade. Sells quickest; lasts longest. Sold in boxes, cans, pails, kegs, barrels. The question is: how mnch do you need?

FRAZER LUBRICATOR COMPANY,
85 Murray St., New York.

NEVERMORE!



Once upon a workday dreary, while I scrubbed both weak and weary,
On a ladder, tall and flimsy, shaking to its very core—
Suddenly there came a snapping, as of brittle twigs a cracking—
"Tis a fall I'll soon be taking"—Then I landed on the floor.

And again my thoughts recurring, to the dealer's words assuring,
When I went to do the buying, "It's just as good, so why pay more?"
Now I vow if he would sell me such contraptions, he can fool me
Never, Nevermore!

Mr. Dealer, here's a lesson, worthy of your contemplation,
That it pays to sell UDELL goods, goods that build your reputation.
Put your trust in their fast selling, they will make you sales galore,
Rest assured the time is coming, when people buy them—
Evermore!

If there is one quality more characteristic of the articles we manufacture than any other—it is the strength of the lumber used in their construction. Only wood free from knots and other blemishes is used in



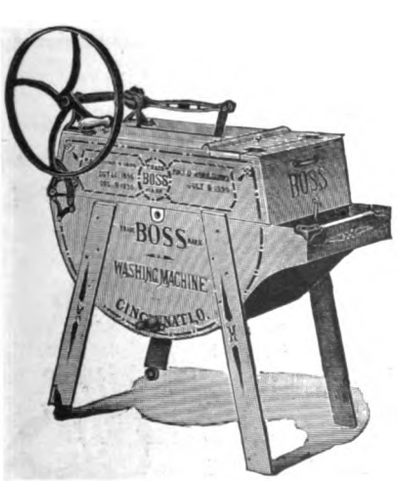
THE UDELL WORKS
INDIANAPOLIS, IND.
MANUFACTURERS OF
Hook Racks, Folding Clothes Racks, Towel Racks, Towel Arms, Rope Reels, Folding Tables, Ironing Stands and Boards, Commodes and Medicine Cabinets.
CATALOGS MAILED ON REQUEST
EASTERN REPRESENTATIVE
W. A. STOKES & CO.,
30 Warren St., New York

"BOSS" WASHING MACHINES

Illustrations represent our two best selling washers.

They are non-competition, therefore, most profitable to handle and sell.

Write at once for catalogue and price list, also our nearest distributing point to your location.

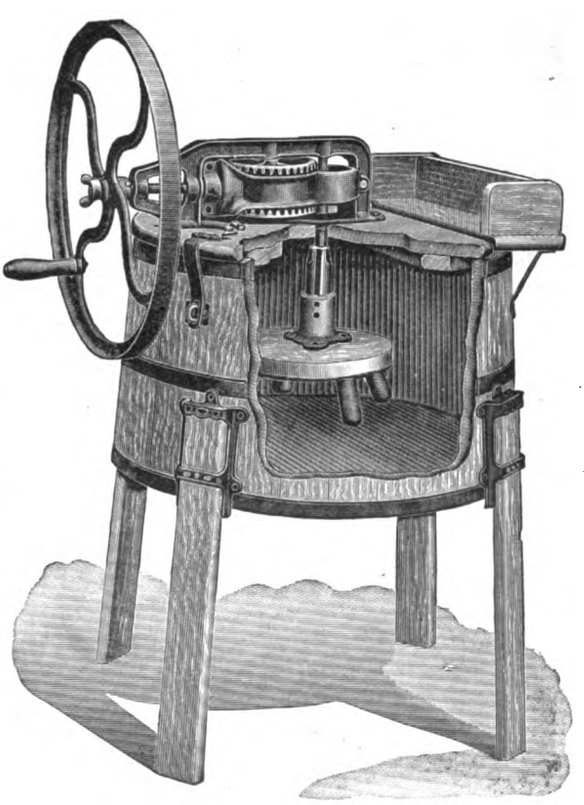


The only line of Washers not found in the catalogues of Catalogue Houses, therefore appeal to every dealer for support.

ADDRESS

Boss Washing Machine Co.

CINCINNATI, OHIO



BOSS DOUBLE ACTION

This machine is built on the true principle of rubbing clothes, similar to rubbing them on the old fashioned board, only that it just rubs a quantity at one time, and without the slightest injury to the finest of fabric including laces.

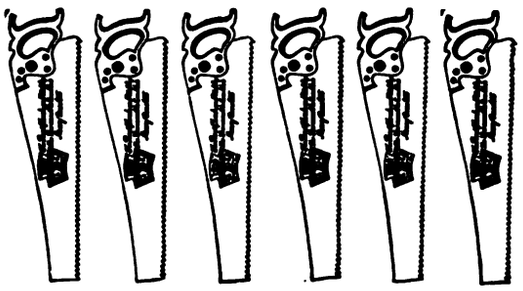
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Has gears protected by shield or cover.
Has Telescopic dasher post.
Has large cypress tub and rub block.
Has either stave or detachable legs.
Has Highest Speed of any rotary.

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THE BRAND
THAT STANDS
THE TEST OF TIME

HENRY DISSTON & SONS, INC., PHILADELPHIA, PA.

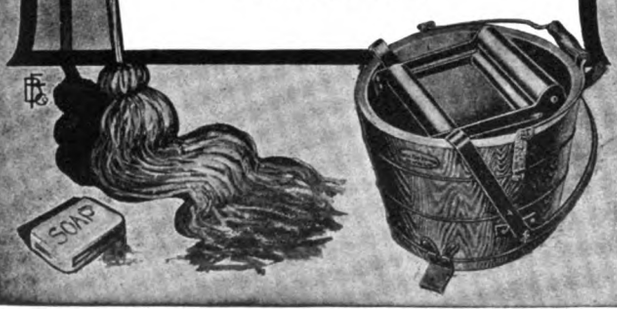
EAGLE
MOP WRINGERS

are made right in every particular, and will give longer and better service than others less carefully made.

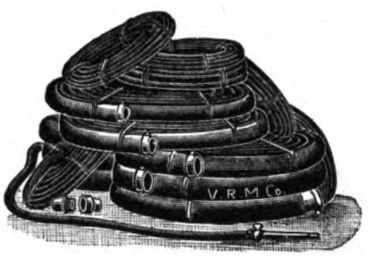
With no parts to stretch or break, the rolls in the EAGLE always close tightly and give the best possible results in use.

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Eagle Cooperage Works,
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Voorhoos Rubbor Mfg. Co.
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Manufacturers of
Superior Qualities of
Rubber Hose, Belting and Packing
Rubber Mats, Matting, Etc.

We have a reputation for making GARDEN HOSE that does hard service and on which claims for defect are not made.

Send for samples for season of 1905.

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If you're Looking for First Class
UP-TO-DATE BARROWS
ORDER THE ◆ ◆ ◆
Champions, the
All Kinds of Wood and Steel Barrows.
World's Best.
THE BRYAN MFG. CO., BRYAN, OHIO, U. S. A.

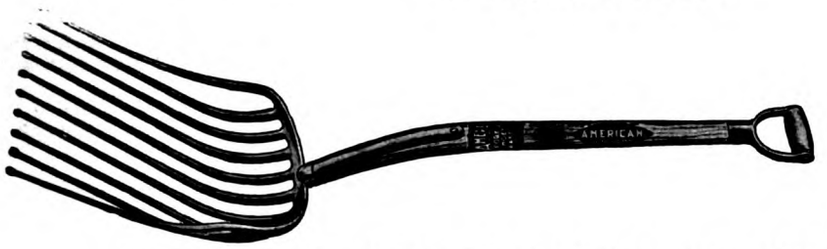


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POTATOES
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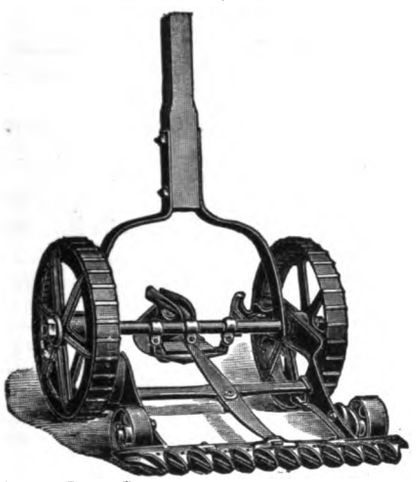


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CLIPPER LAWN MOWER CO.

Dixon, Ill.



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That will Kill all the Weeds in Your Lawns. If you keep the weeds cut so they do not go to seed, and cut your grass without breaking the small feeders of roots, the grass will become thick and the weeds will disappear. The CLIPPER will do it.

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PRICES TO THE TRADE:

No. 1,—12 inch	$4.50
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Please Send Draft, P. O. Money Order or Express Money Order or Registered Letter.

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are in daily use by thousands of satisfied buyers and the demand is constantly increasing.

They are thoroughly good---made on the right lines and of the best materials.

"BEECH" is the name of the patentee and does not refer to material used.

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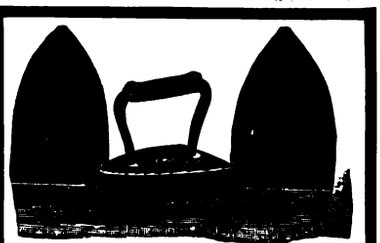
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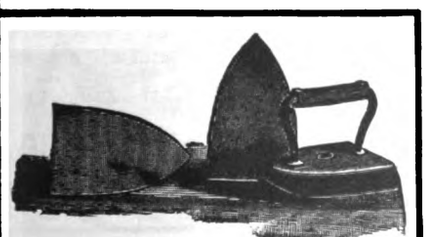
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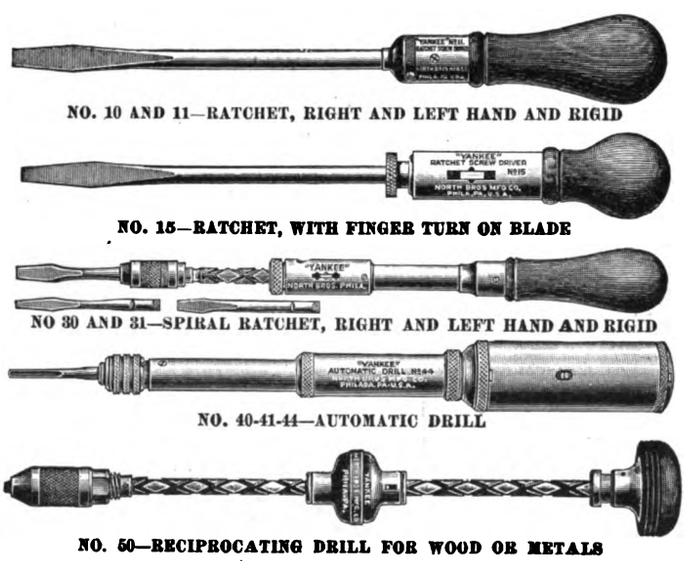
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Gives an Elastic, Durable Waterproof Gloss, and is positively safe to use on the finest stock.





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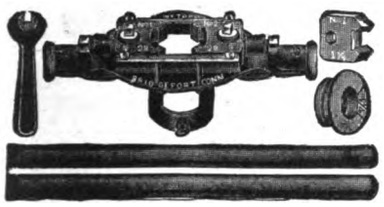
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FOR THREADING PIPE.

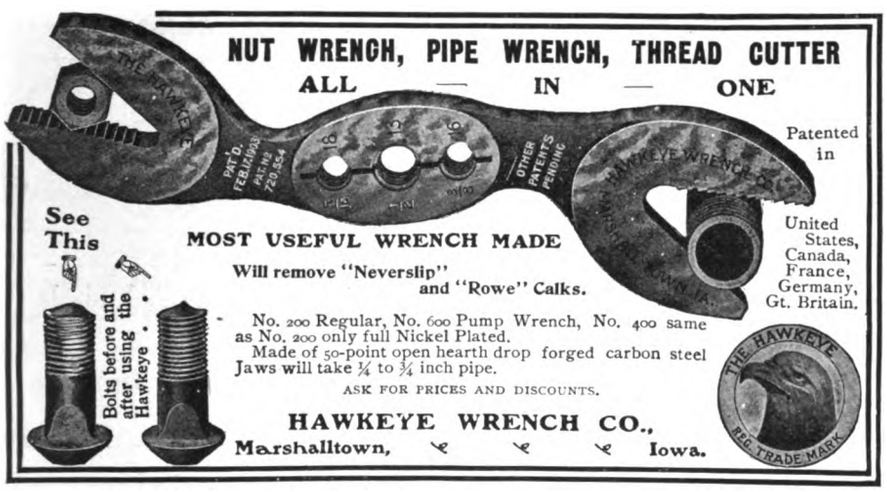
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¶ For years retail hardware men have been groping in the dark, looking for some efficient way to increase their business—some of them have found it!

Warren's Patent Sectional Glass Front Shelving

is designed and manufactured by a Hardware Man for Hardware Men.

¶ You can keep a line of samples of your entire stock on exhibition at all times.

¶ It preserves each article in the same attractive newness that it comes from the factory, prevents *dust, rust, finger-marks and dirt.*

¶ It enables you to sell goods to a *German*, a *Scandinavian* or *any* other foreigner who, even though he cannot speak English can *point* to what he wants.

¶ It improves the appearance of your store *100 per cent;* enables your salesmen to spend their time *selling* goods instead of *hunting* for them, and will *pay for itself in one year.*

¶ Send dimensions of your store and let us supply you—FREE—with a color plate made to scale, showing how *your* store will look when equipped with The Best Shelving in the world for your purpose.

¶ Remember the shelving is made on the unit plan—if you want to experiment—don't wish a complete outfit now—you can buy one—two—three stacks or sections—the rest will follow as your satisfaction increases.

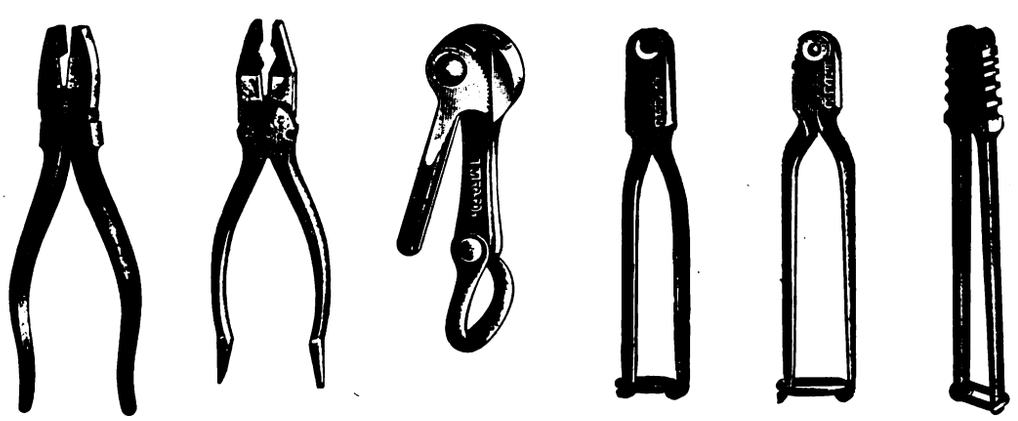
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Sold on Easy Monthly Payments



We Guarantee

To furnish a better cash register for less money than any other concern.

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Slightly used Nationals and registers of other makes at greatly reduced prices. Unions and Ideals at $30 and $60. Hallwood registers at $50, etc.

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BOYD'S REVOLVING FLOWER STAND

WITH FOUNTAIN ATTACHED



Just the thing for lovers of Flowers. Adapted for indoor and out. Holds 25 pots from 4½ to 7 inches in diameter. By connecting with hose at bottom and removing top pot, Fountain attachment can be placed on.

Floor space 36 in., height 5 ft., weight of stand without pots 35 lbs. We also can supply Pots for this Stand.

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BLACK SATIN STOVE POLISH

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PAINTED AND GALVANIZED WINDOW SCREEN CLOTH,

and every kind of

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Your attention to our line of Mowers for 1905

For thorough workmanship, durability, light running, and superior cutting qualities they are unsurpassed, and we are confident that our prices will interest you.

We manufacture Lawn Mowers adapted for every market, and inquiries for Export will have our special attention. Write us for catalogue.



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NEWBURGH. N. Y.

ONE MILLION

Five Hundred Thousand Sold

25 Years on the Market



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The Original and Only Natural Stone "Gate City" Filter?

Everywhere leading physicians endorse it because it removes absolutely all disease germs and all other impurities, making all drinking water pure, odorless and sparkling. Most easily cleaned. Price moderate. We help you sell it.

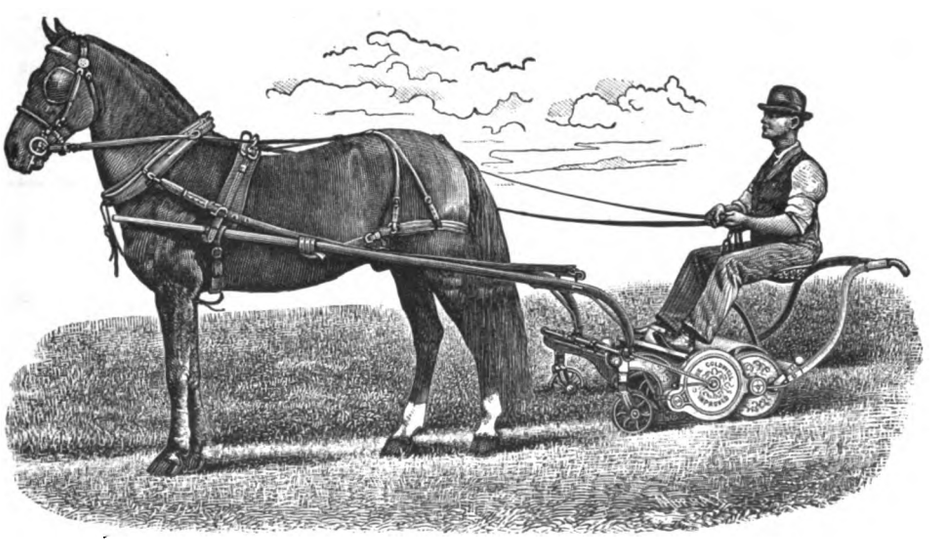
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HAND, HORSE AND MOTOR POWER



Used exclusively on the Parks of New York, Brooklyn, Buffalo, and on the grounds of 90% of the leading Golf Clubs of the United States and Canada.

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QUALITY GUARANTEED.

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FLAT TABLE WARE

SILVER PLATED, ALSO NICKEL SILVER (Without Plate)

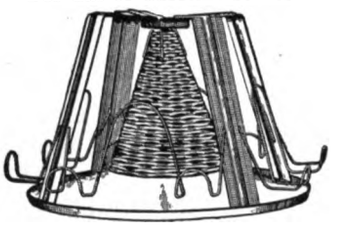
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ESTABLISHED 1840.

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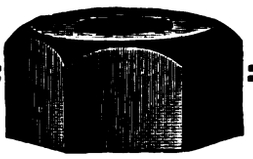
For Gas or Gasoline Stoves



Toasts five slices in two minutes. Open top toasts the fifth slice.
Wire Cone throws heat of bed of coals; catches the crumbs. Fits all stoves.
Will heat Plate, Tea or Coffee Pot.

Pays Dealer Large Profit. Order from your Jobber or write us direct.

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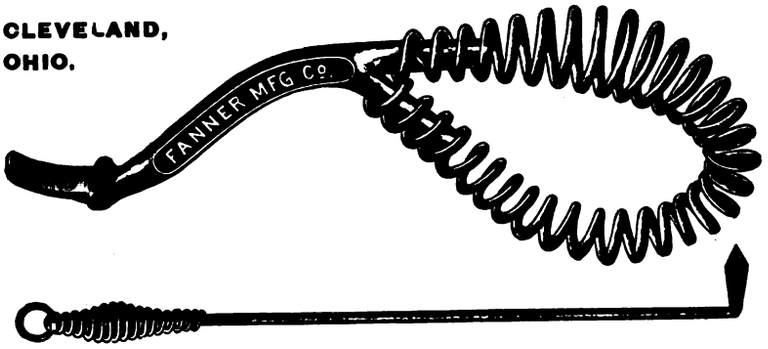
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Strong, compact and well made. Cuts sheets or bars to 3-16 in. thickness. Stands 8 in. high. Weighs 30 lbs. Send for circular.

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ADAM'S STEEL & WIRE WORKS.

Wire Fencing,
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"Hold up! I'll take off my hat to the MYERS."



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That's why "all Hats Come Off" when the **MYERS** come in sight and why *The Glass Valve Takes Competition Off Its Feet.*



THE MYERS PUMPS, HAY TOOLS AND STAY-ON DOOR HANGERS

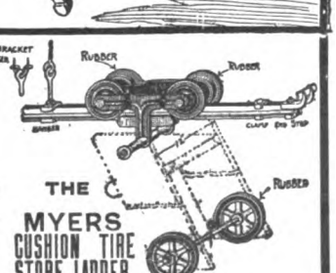
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Ask your Dealer for the Best Known Force Lift Tank and Spray Pumps.

Ask your Dealer for the Best Known Hay Carriers, Forks, Stayon Door Hangers, etc.

Write for Descriptive Circulars to

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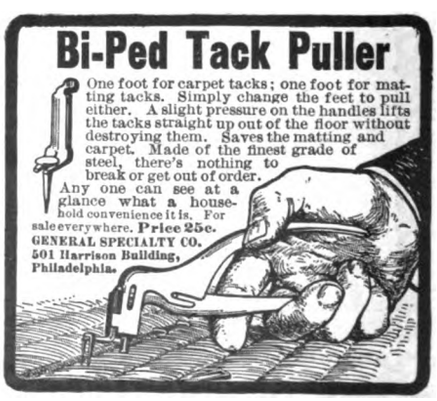
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Bi-Ped Tack Puller



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AT THE LOUISIANA PURCHASE EXPOSITION.

GRAND PRIZE, GOLD MEDAL AND BRONZE MEDAL

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OTHER LINES OF MANUFACTURE ARE

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made only by the

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Twenty-five years' experience, combined with the largest manufacturing facilities in this country, enable us to produce a superior line of fishing tackle that fishermen insist on having.

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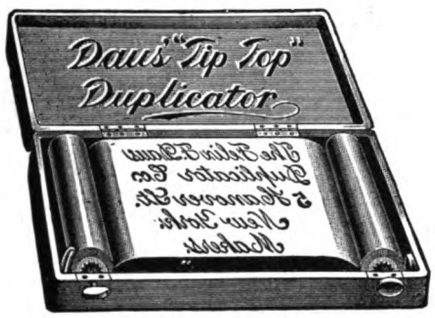
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STEEL CARPET SWEEPERS

In comparison with old style, wooden sweepers have as many points of superiority as the modern battleship over the frigate of 1812.

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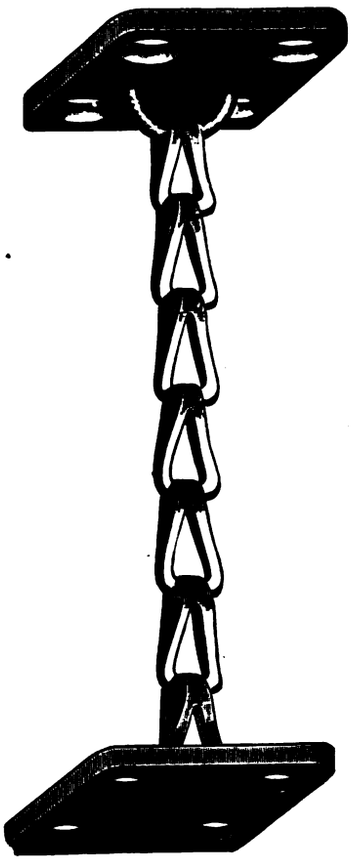
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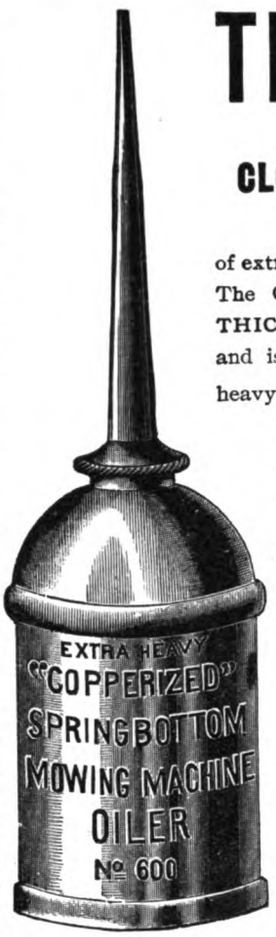
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SAYS:

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BUY THEM."

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Protect Yourself

against the wrath of the kitchen queen who despises a poorly designed Egg Beater.



HOLT'S Improved Dover EGG BEATER

beats eggs in 20 seconds—in one-fourth the time and as light or stiffer than the best hand whips.

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You ought to have our Price List circular.

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Tarrytown-on-Hudson, N. Y.

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HARDWARE

NATIONAL CYCLE TRADE ASSOCIATION.

A. M. Scheffey, secretary of the association, announces that the fourth annual meeting of the National Cycle Trade Association will be held at its office in this city on July 25, 1905. They will endeavor to make this meeting the most successful in the history of the association. Be sure to arrange your vacation so as to attend. The entire manufacturing and jobbing trade of the United States is invited.

JOHN E. HUMASON SUCCEEDS HIS FATHER.

The Chapin-Stephens Company, manufacturers of Rules, Planes, Levels, Etc., with main office and factory at Pine Meadow, Conn., since the consolidation of said company in 1901, have conducted a New York store under the personal management of Virgil P. Humason, who was also a director and vice-president of this company. This store until recently was located at 80 Chambers Street. Prior to the sudden death of Virgil P. Humason on May 6th, the store was removed to 9-15 Murray Street, where much better opportunity is afforded for large commodious offices, together with sample and stock rooms. At the death of Mr. Humason, the Chapin-Stephens Company installed as their manager, John E. Humason, who has been associated with his father in his business during the past dozen years. John E. Humason will also look after his father's interests in the silverware business of William Rogers Manufacturing Co., manufacturers of silver plated table Flat Ware and West Silver Co., manufacturers of silver plated Hollow Ware, and other lines that he was handling at the time of his death.

ARKANSAS RETAIL HARDWARE DEALERS' ASSOCIATION.

The annual meeting of the Arkansas Retail Hardware Dealers' Association will be held on June 21, and two succeeding days, at Gleason's Hotel, Little Rock. Indications point to an exceptionally large attendance at the meeting, many jobbers and manufacturers are expected to be present, or will send their representatives. Important matters will be brought up for discussion, among which will be the advisability of organizing a mutual fire insurance company for the benefit of the members.

NATIONAL ASSOCIATION OF MANUFACTURERS.

The tenth annual convention of the National Association of Manufacturers was convened at Atlanta, Ga., on May 16th, for a three days' session. Three hundred delegates were present. An address of welcome was delivered by Gov. Terrell of Georgia, and speeches were made by Mayor Woodward of Atlanta and John T. Graves. William McCarroll of New York replied in behalf of the association. The convention was called to order by President David M. Parry. At the conclusion Ludwig Nissen of New York read a paper on "Governmental Relation to Public Franchises." D. A. Tompkins of Charlotte, N. C., then delivered some lucid remarks on "The Present and Future of Cotton, from the Plantation to the Loom." In the afternoon David Davenport of Bridgeport, Conn., commented upon "The Necessity for Organization, National and Local." On Wednesday Secretary Metcalfe of the U. S. Department of Commerce and Labor delivered an address, very interesting and edifying.

OUR PRESENT PLACE IN THE FAMILY OF NATIONS.

The underlying causes of the wonderful development of the United States during the past twenty-five years through which it has reached first place in manufacturing in the family of nations, are suggested by a compilation recently prepared by the Department of Commerce and Labor through its Bureau of Statistics, showing the production of the principal minerals at intervals from 1880 down to date in the United States and in the world as a whole. The commerce of the United States has increased from 1½ billions in 1880 to 2½ billions of dollars in 1904, while the commerce of the world meantime has increased from 15 billions to 22 billions, the relative increase made by the United States being thus greater than that of the other parts of the world.

The United States produces 37 per cent. of the world's coal, 39 per cent. of its pig iron, 51 per cent. of its copper, 25 per cent. of its zinc, and 51 per cent. of its petroleum. In the production of coal, pig iron, copper and petroleum the United States leads the world.

In the production of precious metals, the total of which increased from 192 million dollars in 1880 to 442 millions in 1904, gold has contributed a larger proportion than silver during the past twenty-five years, its share in the world's output having increased from 106 million dollars in 1880 to about 349 millions in 1904, the growth being 243 million dollars, while the commercial value of the world's silver product meantime grew from 85 2-3 million dollars in 1880 to about 93 millions in 1904, the increase being but about 7 million dollars. Meantime the production of gold in the United States increased from 36 million dollars in 1880 to 84½ millions in 1904, while the commercial value of the silver output of the United States decreased from 34¾ million dollars in 1880 to about 31 millions in 1904.

The following table shows the world's production of the principal minerals in 1880 and 1903, the unit of quantity in each case being tons of 2,240 pounds, except as relates to gold and silver, the commercial value of which is stated, and petroleum, of which the quantity is stated in barrels of 42 gallons each:

PRODUCT.	1880	1903
Coal .....tons..	329 833,732	866,071,428
Pig iron .....do...	18,290,306	46,257,232
Copper .....do...	153,944	613 129
Lead .....do...	233,294	*a* 887,337
Zinc .....do...	233,200	564,789
Petroleum .....bbls..	*b* 148,144.975	195 203 511
Gold	$106,436 800	*c* $349 300 000
Silver	85,640 600	*c* 93,000,000

a 1900. *b* 1890. *c* Preliminary estimates for the year 1904.

The following table shows the production of the same minerals in the United States, 1880 and 1903; the unit of quantity in each case being the same.

PRODUCT.	1880	1903
Coal .....tons..	67,998.164	319.068 228
Pig iron .....do...	3.835,191	18,009,252
Copper .....do...	27,000	311,627
Lead .....do...	87,339	250.000
Zinc .....do...	20.749	142,159
Petroleum .....bbls..	26.286.123	100,461.337
Gold	$36 000,000	*a* $84,551 300
Silver	34,720,000	*a* 31,089 700

a Preliminary estimates for the year 1904.

DEATH OF WILLIAM F. HYATT.

William F. Hyatt, president of the Brass Goods Manufacturing Co., Brooklyn, N. Y., died at his residence in that city, May 12, in his eighty-first year. Mr. Hyatt was born August 2nd, 1824, in what is now East Broadway, New York, his parents moving to Norwalk, Conn., a few years later, where he remained for some time. Returning to New York, he entered the employ of Charles Merrill & Son, 556 Grand Street, who were Hardware merchants of long standing. In 1847 Mr. Hyatt sought like many others to better his fortune in California, returning from which in 1851, he found a place with his old employer. A year later he was employed by J. B. Sargent, afterward Sargent & Co., then located at 24 Cliff Street, with whom he remained until 1855. The following year Mr. Hyatt became a partner in the Hardware business in Platt, near Pearl Street, the firm name being Sullivan, Scofield & Hyatt, later Sullivan & Hyatt, who were succeeded by Hyatt & Spencer, at 54 Beekman Street, the latter firm being dissolved in the seventies and Mr. Hyatt continuing alone until about 1876 at the Beekman Street address, and was succeeded in 1876 by Spencer & Underhill, which later became in 1884 Underhill, Clinch & Co. In 1876 Mr. Hyatt established the Brass Goods Manufacturing Co., the factory of which is located at 86-92 Third Street Brooklyn, N. Y., and of which he continued president until his death. Mr. Hyatt was a man of sterling integrity and beloved by all with whom he came in contact in a business or social way; he was conscientious to a fault and of moral rectitude that confirmed the high esteem in which he was held. Despite his extreme age, which one would hardly suppose from his daily habits, by living abstemiously and taking regular exercise, he was well preserved. He is survived by a widow, two daughters and two sons, one of whom, Herbert O. Hyatt, is treasurer and general manager of the Brass Goods Manufacturing Co., the other being connected with banking interests.

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HARDWARE

DEVOTED TO THE AMERICAN HARDWARE TRADE

PUBLISHED ON THE 10th AND 25th OF EACH MONTH BY
HARDWARE PUBLISHING CO.
309 BROADWAY, NEW YORK

SUBSCRIPTION $1.00 PER YEAR. TO FOREIGN COUNTRIES $2 50

CHICAGO, - - - - - - 1164 Monadnock Block
C. H. GREENE, Representative
DETROIT, - - - - - - 61 West Congress St.
G. T. NEWKIRK, Representative

L. E. MACINTYRE, - - - - President.
A. P. MITCHELL, - - - - - - Secretary and Treasurer.

HENRY HOPKINS, - - - - Editor.
A. EUGENE BOLLES, - - - - Manager.

MAY 25, 1905.

Editorial Trade Review

The continued prevalence of cool weather has made a Spring favorable to the trade that most Hardwaremen find in due season. The long Winter we had will seem to make the present season a very short one, concentrating the sale of legitimate Spring goods within a narrower compass than usual, and preparing the way for the sale of the usual Summer requirements which are gradually becoming important and thrusting their wants upon you early. The eager hustling has had its due effect, and the Spring sales have responded so well that the trade is felicitating itself that the volume of business has left but little to complain of. A good amount of traffic with less cutting of profits has been the rule instead of as usual the exception.

The prices have been maintained by the manufacturers in a very satisfactory manner. The advances that have taken place have all been discounted in anticipation, and when the advance has been announced it was met by the trade in a spirit that seemed to say "it had to come, and I wonder it didn't come before." The way was often made easy for a slight advance by anticipating its speedy arrival, as goods were too low.

Except in the price of nails, the cutting of which was caused by manufacturing enough of them to supply them too readily, and when once the cutting system was adopted it was difficult to stop it, even while a possible advance in price was figured on to help the trade. The "boys" always like to have something to cut, and to confine it to the Nail market is always politic, when possible. There may be less trouble in the immediate future, when a curtailed production may prevent a continuance of the objectionable tactics and prevent any farther demoralization.

Orders from the travelers, when sought among the Retailers, have been of good assortments and not of too sanguine quantities. There is no disposition to overstock, and the stocks are in good condition generally for an activity notably in progress among the consumers. The policy of overstocking among both classes of trade is no longer an element of uncertainty, and is not too frequently indulged in. The increasing manufacturing facilities in all leading plants, is too generally the fashion for the manufacturer to scare the Jobber into ordering too largely under the old-fashioned idea that inability to supply will be the natural result. The delays now arise more from the inability of the transportation companies to deliver, than they do from any inability of the producer who prepares himself by adding to his plant. The last few years have seen ample preparations of this character.

Builders' Hardware is still in good request, the amount of building going on in every direction is encouraging to a great degree in that important branch of industry. This is noticeable in all trades of the improved articles now made to cater for a business that is kept in advance of the wants of the country. The fine artistic patterns of our better grades especially, may always be relied upon to equal any demand upon them by the intelligent architect, whose labors need the proper expression of his art.

In the way of goods generally, several items need looking after. Refrigerators are reported as being scarce, the demand has been so great as to be unexpected. There is a wide diversity in styles in this industry, and the taste of the individual is met more than half way by the manufacturer. The demand for the high-grade articles, with all modern improvements, increases in a manifold ratio annually, and keeps pace with the prosperity of the consumer.

Lawn Mowers and similar goods are having a busy season. There is a demand for these useful articles that is calling for better goods among the Hardwaremen, leaving the cheaper lines to be handled by the Department store, where they may be sold without the prospect of any weakness causing vexation in the future.

A REPRESENTATIVE COMMITTEE WANTED.

At the conventions in Hot Springs, Virginia, of the Southern Hardware Jobbers' Association, and the American Hardware Manufacturers' Association, too much importance cannot be given to the one particular subject in which all are fully interested, and that is the question connected with Transportation. In the April 25th issue of HARDWARE we called attention to the fact that the interests of Hardware Jobbers and Manufacturers were identical in the matter, and something might be expected from a committee appointed by the three great bodies, the Jobbers and Manufacturers, and if possible, the National Retail Association, representing as they would, the facts and sentiments of the whole trade. Such a committee would have the prestige and force of expression to bring about the desired reforms.

The mass of evidence already obtained by the Freight Committee of the American Hardware Manufacturers' Association, of which E. B. Pike is chairman, would be found to possess great interest, and prove a ground work which the stronger committee would need to formulate plans and movements, presenting the view both of the shipper and receiver, that would command attention. Chairman Pike has gone into the matter in a thoroughly exhaustive manner, and obtained data as to facts that could be used intelligently and be found convincing. In one way or another the several bodies cannot be otherwise than familiar with the confusion resulting from the present unequal and unjust classification; the loss and annoyance resulting from the seemingly unwarrantable delays in transportation; the inability of receiving proper redress from this state of affairs, especially when seasonable goods are detained until long past a delivery date, and the stealings which have in the past been a large percentage of loss, remuneration for which it was difficult to obtain.

It is to be hoped that with an appointment of a committee so representative, more complete and comprehensive data could be had, the obtaining of which would be within its powers, and the important bearing which this would have, could be actively and energetically discussed, and succeed in effecting a reform that would prevent a recurrence of existing abuses. It would be a power for good that would arouse the Hardware trade to the part—the important part—they play in this desire for a peaceful and harmonious settlement of these problems of transportation.

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SPECIAL BRANDS

By A. EUGENE BOLLES

It is hoped that at the coming Hot Springs Convention some definite action will be taken tending toward the elimination of the great and increasing evil of "Special Brands." It would seem that the time had come for the members of the Manufacturers' Association to lock themselves up in close executive session so that statements can be made freely; come to the definite conclusion that they will in the future run their own business under their own names and not continue to sell their birthrights for messes of pottage in the form of orders for goods under another firm's brand; then announce their decision and fight it out.

In the mind of the writer material success will never attend the fight against Catalogue Houses, the efforts being made towards Price Maintenance, or the attempts to reduce the evil of substitution as long as every Tom, Dick and Harry in the Hardware business is selling goods under his own brand. Furthermore no one seems to be in favor of the Special Brand Idea, save a few of those in the jobbing business, while it is practically an impossibility to find one of the nearly 30,000 retail Hardwaremen or of the several thousand manufacturers of Hardware, who is not of the opinion that the entire Hardware business would be better off were all goods made under manufacturers' brands. A few weeks ago I went through the shipping room of a factory in Ohio; on every hand were great piles of the factory's product ready for shipment and on every article the name of the firm was conspicuous for its absence; every article in the room—save those in a small pile in a corner—bore the private brand of the purchaser. The manufacturer told me of instance after instance where disagreeable complications had grown out of the making of "Special Brands." I asked him "Why don't you cut out the Special Brands and sail under your own colors?" He answered, with a shrug of the shoulders, "I suppose we ought to—but how?"

It is hardly straining the point to say that the average maker of Hardware is almost in a position akin to that of the habitual drunkard who has suddenly come to his senses sufficiently to realize that he is so thoroughly the slave to alcohol that reform is impossible. His only chance is the gold cure. There are thousands of men in the Hardware business to-day who will pour blessings without limit on the head of him who invents a "gold cure" for the Special Brand habit.

Of course it goes without saying that the jobbers—at least a large majority of them—will continue to put up a big fight to save their brands and perhaps were all Hardwaremen jobbers, they would do likewise. But even the efforts of the jobbers to continue Special Brands should act as an additional incentive to manufacturers to oppose them. If a brand is a valuable asset to the jobber who distributes the goods, it is still more valuable to the man who makes the goods and who is responsible for the material and workmanship in the goods. If the exploiting of Special Brands assists the distributor in gaining trade in the half dozen States that he covers, how much more of a help should be the maker's brand to the producer whose trade reaches to every corner of the globe. And more than this shall the Special Brand idea be continued because it is the will of ten per cent. of those in the trade, or shall the will of the ninety per cent., who prefer manufacturers' brands, prevail?

At previous conventions a great deal of time and oratorical effort has been spent on this subject, without, however, bringing about any material progress toward an abatement of the evil. Is there not among all the members of the American Hardware Manufacturers' Association some man, or group of men, who will take the lead at Hot Springs, in the attempting to discover and get together the necessary ingredients for the remedy—the "gold cure"—that is so much needed? The man who can bring this about, who can turn the coming meeting from a "talk-fest" into a "work-fest" will earn the undying gratitude of thousands of Hardwaremen.

* * *

The following, written by Charles Brown Griffin, and printed recently in Profitable Advertising, is well worth a careful perusal by those interested in the question of "Special Brands."

A mark, a hieroglyphic, a symbol in the beginning of their use had no other further meaning than ownership. They were used before the written name to denote proprietorship, and served as a notice to others that the article so marked was the exclusive property of the owner. In its broader application today, a registered trade-mark or brand carries within itself a legally protected right of exclusive use, and should bespeak a degree of merit for the goods so nominated. There was a time before the day of general publicity when certain lines of Hallmarks were clear evidence of the excellence of manufacture, and goods so stamped were accepted by the public as reliable and trustworthy. To-day, any manufacturer can lawfully register his mark without regard to the quality or worth of his product, and the consumer is left to give the final verdict of merit.

The relation of publicity to a trade-marked article is so vital, and advertising has so fully demonstrated the value of a brand in any line of commerce or trade, that it hardly seems possible that any manufacturer will still refuse to see the great advantages that come from the exploiting of a trade-mark that has behind it a good standard of make and of value. And yet, some most excellent products are known by their mark, though not advertised at all by the usual means, but by the best test of true and lasting worth—the publicity of a pleased consumer. However, the success of recent campaigns gives safe testimony to the fact that the value of an advertised trade-mark cannot be overestimated, and that its commercial earning power is limited only by the extent of the appropriation, the real worth of the goods, and the output of the manufacturer.

A manufacturer may make a superior line of goods and sell them freely and satisfactorily to jobber or to retailer, and consider his work well done, but this very excellence of production has little salable value as an asset in his business without the use of a trade-mark. Some of the most conservative firms today whose success in their various lines has blinded them to the power of publicity to create capital for a trade-mark article, are beginning to realize the great loss they have sustained by not branding their goods and advertising them. And it may be noted that a number of national advertisers would not part with their trade-marks for millions of dollars, in view of the great addition that advertising has made to this purchasable quantity in their assets.

The following is a simple tribute to the potency of trade-mark publicity. A sojourner in a distant city went to a store for his favorite shaving soap; it is a well-known brand, and is advertised nationally. The dealer did not have this particular brand in stock. He brought forth several soaps, possibly just as good—but the intending purchaser did not know them, had not seen their name in print, was not acquainted with their worth. Finally the dealer said "Colgate's," and immediately a sale was made. Why? Because "Colgate" for one hundred years has stood for good soap; and more, it has been advertised until the very name suggested the "Colgate" Dutch boy with his heavy head of hair, his quaint attire, and his wooden shoes. That is where advertising does its best work by creating an influence in favor of brands that are known through general publicity.

The distinctive value of a trade-mark lies in the ease with which the goods are known and handled by the trade, and the readiness of the public to adopt as their choice goods of merit that are so plainly marked for identification—it is a commercial convenience and a protection to the consumer. The proposition which now confronts us is to find the best way to successfully advertise a brand or trade-mark. We will consider an advertising manufacturer who sells his branded goods to the jobber only. He has the several forms of publicity at his command, and can succeed in increasing the sale of his goods just in so far as his campaign is judiciously managed and the size of his appropriation will allow. He can use the trade journals to interest the retailer for the benefit of the jobber, and he can employ the various other means of publicity, either with or without the co-operation of the dealer, to secure the patronage of the consumer; for the retailer, who in turn buys of the jobber, who is sold by the manufacturer. The manufacturer selling his goods to the retailer can pass by the jobber, pocket the profit saved, or expended as above stated for popularizing his goods in the various ways.

If the manufacturer sells direct to the consumer, he can use the usual forms of publicity with a degree of success commensurate with the necessity for the article, its cost and its merit. It has been found that for a manufacturer to advertise his branded goods to the retailer for the benefit of the jobber whom he sells, is a better paying proposition than for a manufacturer to advertise to the retailer for his own benefit alone; because more firms buy their goods from jobbers than from manufacturers. In fact, it has been estimated that a large proportion of the total

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volume of business in most lines of trade is done by the smaller stores who usually patronize the jobber, and many bigger concerns are compelled to go to the jobber for some lines of goods.

The experience of one manufacturer in selling branded goods to the retailer is interesting. He spent a large sum annually in the several avenues of publicity to awaken general interest in his line of goods. He was a leader in his line, and sought to confine his goods to one store in each city. The advertising proved so large a success, and the demand from the public so great, that the competitors of his favored store in some towns bought his goods in other cities, and sold them under price so as to be able to supply the demand for the coveted article, and the war thus begun ended by many dealers dropping the brand because of the loss of profit, and his whole scheme of advertising was vitiated. The error he made could have been obviated only by selling the branded article under a price openly advertised to the consumer, and by an iron-clad contract with the dealer not to cut the price advertised. This is being very successfully done to-day by many manufacturers, and is the only safe way to advertise and market a branded article, as it precludes the possibility of destructive price-cutting, and insures a safe return for your advertising investment.

Over five thousand of the best retail merchants in this country were recently interviewed in regard to the rapid changes which publicity by the manufacturer is making in the retail trade, and all that gave answer agreed that the branded article for which a demand was created by advertising on the part of the maker would very soon almost supplant the unbranded and unknown lines. The moral is: Manufacture a good article, brand it, put retail price upon it, sell to any dealer who will contract with you to maintain the price, use every source of publicity that your given amount will allow, and you will succeed in pushing the sales of your product far beyond your fondest expectations and hopes. Every day is demonstrating anew the commercial value of an advertised trade-mark. It pays to brand your goods and advertise them.

LETTER FROM PRESIDENT CRUMLEY.

To the Members of the
SOUTHERN HARDWARE JOBBERS' ASSOCIATION.

Gentlemen:—

I desire to call your attention to the importance of your being represented at the convention at Hot Springs next month, also the necessity of being prepared to take a lively part in the discussion of the various subjects which have been outlined in copy of programme, which is being sent out by our secretary. We are very much gratified to learn that so large a number of our members have already signified their intention of attending the meeting and I sincerely hope that those who have not signified their intention of going will at once make arrangements to do so and will notify Mr. Carter at Knoxville as soon as possible in order that names of your representatives may be placed in the attendance book and proper buttons and badges provided.

You, of course, appreciate the fact that the more closely our association can work with the American Hardware Manufacturers' Association and the more harmonious our relations are, the greater will be the results from our efforts. The members of the Manufacturers' Association have a very high regard for the Southern Hardware Jobbers' Association and are willing and anxious to serve our interests in every way possible. If we have grievances, they are disposed to treat with us on the most liberal basis and in turn we should render them every assistance in our power in more firmly cementing the ties of friendship that now bind us together in order that our business relations may continue to be most pleasant.

There are two subjects which will be given very special attention at our convention by both the manufacturers and jobbers—namely, Restricted Prices and Freight Matters. As you will note from programme, the question of Restricted Prices will be taken up at an Executive Session and a consensus of opinion of our members will be arrived at in order that at a later session we may intelligently approach the manufacturers and explain to them our wishes. This subject is a very important one and if the jobbers hope to derive remunerative profits on many lines which are now sold below cost, it is to their interest to attend the convention and assist in securing such legislation as will accomplish the desired results.

I enclose herewith clipping from HARDWARE under date of April 25th, on the subject of "Freight Committee." You will notice from programme that Mr. E. B. Pike, of the Pike Manufacturing Co., Pike, N. H., will deliver an address at one of our joint sessions at Hot Springs on the subject "Freight Matters of Interest to Manufacturers and Jobbers." This is almost as important as the question of "Restricted Prices," and should receive the very careful consideration of both the manufacturers and the jobbers.

Looking forward with much pleasure to seeing a representative from your company at Hot Springs in June, and assuring you that every possible effort is being made to make the meeting a success in every particular, but which results cannot be obtained unless our members attend the meeting, I beg to remain,

Yours very truly,

(Signed) W. M. CRUMLEY, President.

THE RECEPTION COMMITTEE OF MANUFACTURERS.

The Reception Committee of the manufacturers, which is a large and imposing one and representative in the fullest sense, all well-known names are embraced in the following selection:

Irby Bennett, chairman, Winchester Repeating Arms Co.
John E. Avery, Union Metallic Cartridge Co.
Geo. F. Baker, American Screw Co.
R. N. Barber, Smith & Hemenway Co.
W. H. Bennett, Lawson Mfg. Co.
S. B. Bispham, Russell & Irwin Mfg. Co.
A. W. Bond, Goodell Cutlery Co.
R. P. Boyd, John H. Graham & Co.
A. W. Bowman, Atlantic Screw Co.
E. H. Brittan, Ohio Tool Co.
E. G. Buckwell, Cleveland Twist Drill Co.
R. D. Carver, Ala. Steel & Wire Co.
Frank I. Clark, Iver-Johnson's Arms & Cycle Works.
H. P. Chenoweth, Birmingham, Ala.
W. F. Comer, American Can Co.
W. A. Corry, J. C. McCarty & Co.
Geo. L. Corbin, Corbin Cabinet Lock Co.
W. A. Chenoweth, Birmingham, Ala.
W. W. Crandall, W. W. Crandall & Co.
Frank G. Drew, Winchester Repeating Arms Co.
W. H. Foege, American Steel & Wire Co.
F. H. Forman, Pittsburgh Steel Co.
L. C. Frazer, Birmingham, Ala.
J. S. French, Peters Cartridge Co.
Robert Garland, Garland Nut & Rivet Co.
T. W. Gathright, C. E. Jennings & Co.
John R. Gilfillan, Belfont Iron Works Co.
J. J. Gilmore, American Steel & Wire Co.
N. A. Gladding, E. C. Atkins & Co.
T. H. Gossett, Peck, Stow & Wilcox Co.
J. H. Grubb, Hussey, Binns & Co.
C. M. Griswald, Corbin Screw Co.
Frank Guildener, Sargent & Co.
D. P. Hale, Standard Wheel Co.
John E. Harbster, Reading Hardware Co.
Geo. H. Harper, National Enameling & Stamping Co.
Geo. L. Haven, P. & F. Corbin.
G. B. Hobson, Tredegar Iron Works.
John Hoen, Henry Keidel & Co.
Jos. M. Hottel, G. & H. Barnett Co.
T. B. Hendrickson, Reading Hardware Co.
Fred. M. Huggins, Landers, Frary & Clark.
Arthur S. Jones, Indiana Chain Works.
Tom J. Johnson, Pittsburgh Steel Co.
George W. Jeffords, Columbian Enameling & Stamping Co.
J. P. Kelly, Kelly Axe Mfg. Co.
Chas. P. King, American Iron & Steel Mfg. Co.
George L. Knight, Tubular Rivet & Stud Co.
A. C. Langston, Jenkins Bros.
H. J. McCue, American Steel & Wire Co.
O. C. Mead, Mead & Smith.
D. A. Merriman, American Steel & Wire Co.
Guy Mitchell, Beers & Mitchell.
V. A. Moore, Atlanta, Ga.
Frank Ouerbacker, O. K. Stove & Range Co.
J. B. Parrent, Yale & Towne Mfg. Co.
Geo. S. Parker, E. I. DuPont Co.
Thos. E. Parnell, Crucible Steel Co. of America.
E. R. Phillip, American Can Co.
E. Bertram Pike, Pike Mfg. Co.
Wallace L. Pond, Nicholson File Co.
James T. Powell, Stanley Rule & Level Co.
J. T. Quarles, Lamson & Goodnow Mfg. Co.
H. F. Reese, The Fairbanks Co.
H. G. Reinicker, Warren Edge Tool Co.
J. W. Ryan, P. & F. Corbin.
John S. Sanders, Union Metallic Cartridge Co.
A. R. Sisson, Russell & Erwin Mfg. Co.
W. P. Smith, Mead & Smith.
F. Herbert Smith, E. C. Atkins & Co.
W. K. Stone, F. I. Stone & Co.
Daniel X. Stucki, White Mountain Freezer Co.
J. P. Tabb, Ames Shovel Co.
Wm. Taylor, Pittsburgh Steel Co.
L. D. Vogel, Charter Oak Stove & Range Co.
F. C. Wheeler, Herman Boker & Co.
Chas. H. Wier, Wier & Wilson.
Geo. P. Wier, Wier Bros.
Robert E. Wier, Wier Bros.
John K. Wilson, Wier & Wilson.
C. K. Woodburn, Warren McArthur.
Clyde L. King, Atlanta Agricultural Works.
Sergeant-at-Arms, H. H. Beers, Beers & Mitchell.

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THE COMING CONVENTIONS

The committee in charge of the entertainment features for the June conventions at Virginia Hot Springs, is to be congratulated on having secured a promise from Judge Taft, Secretary of War, that he will spend Tuesday, June 6th, at the convention. The banquet will be held Tuesday evening, and Judge Taft will be the principal speaker, and furthermore it is safe to prophesy that in the matter of service and food the Hot Springs banquet will be all that could be desired, differing materially in that respect from some Hardware banquets of previous years. The entertainment features for the other evenings of the week will be of a musical character.

The business programme will consist of several short sessions, two each day, beginning Tuesday morning and closing with an executive session of the jobbers Friday morning. The sessions will all be executive in character except the afternoon sessions of Tuesday and Thursday, which will be open to all present. During the meetings a number of subjects of great importance to the Hardware business will be discussed and it is expected that material results will be accomplished. The reports of several special committees, who have been doing a great deal of very thorough work during the past year, will be of much interest and their recommendations will tend toward the correction of numerous evils and annoyances now existing in the trade.

The principal features of the programme are as follows:

TUESDAY:—Executive session of jobbers in the forenoon at which reports of committees will be read. A meeting of the Manufacturers' Executive Committee will be held at ten o'clock. In the afternoon the General Opening Session will be held with the usual opening addresses. In the evening a banquet will be tendered to the jobbers by the manufacturers, with Secretary of War William H. Taft, Senator Carmack, of Tennessee, and Samuel Spencer, President of the Southern Railway, as principal speakers.

WEDNESDAY:—Executive session of the jobbers at 9.30 A. M. Principal subject under discussion "Restricted Prices." At 10 o'clock an Executive session of the manufacturers, at which will be given the reports of different committees. In the afternoon a joint session of jobbers and manufacturers will be held during which will be discussed "Freight Matters" and "Restricted Prices." Wednesday evening, an informal Reception tendered by the Reception Committee.

THURSDAY:—Morning session of the jobbers at 9.30, strictly Executive. During this session "Uniform Terms" and "Mutual Fire Insurance" will be discussed. The manufacturers will hold an Executive Session at 10 A. M. Thursday afternoon a general session will be held at 2.30 with addresses on The Catalogue House Question and several other matters of general interest. Thursday evening, Dance and Musicale.

FRIDAY:—The only session in the day will be an Executive Meeting of the jobbers at 9.30 for the winding up of convention business. The entertainment features of Friday afternoon and evening are to be supplied by the Reception Committee.

"HARDWARE'S" SPECIAL.

Within a very few days the cards will be made up for HARDWARE'S train, and all reservations for space made in the order in which they have been placed on the temporary list, and each person who has made a reservation will be notified as to the exact character and location of the space reserved for him.

Nearly enough requests have been received up to date to fill five cars, including those who will come aboard at Philadelphia, Baltimore and Washington, but it is hoped that two more can be filled before the date of departure. The cost of Pullman space from New York, each way, is as follows: Compartment (in compartment car) $7.00; section, $5.00; berth, $2.50. The transportation cost from all points south of the Ohio River is one fare for the round trip. From northern points a rate of one and one-third fares for the round trip will be charged, and the usual certificate plan will be used. HARDWARE'S party will leave Jersey City (Pennsylvania Station) Monday evening, June 5th, at 5 o'clock; West Philadelphia, 7.35 P. M.; Baltimore, 9.55 P. M.; Washington, 11.10 P. M. Arrangements for the return trip will be announced either before June 5 or during the trip South.

The train will run over the Chesapeake and Ohio Railway, a route of exceptional scenic beauty and the officials of that road promise the Hardwaremen the best of equipment and service.

Arrangements have been made with the management of the "Homestead" so that those in HARDWARE'S party who have reserved rooms in advance will be notified on board the train as to the number and location of their rooms, thus making it unnecessary to stand in line to register on arrival.

Although reservations for Pullman space that come in as late as June 5 can very likely be cared for, it is desired to complete the train arrangements as soon as possible and it is therefore hoped that all those who desire to make the trip on this train will send in their reservations at once. All requests for Pullman space should be addressed to A. Eugene Bolles, 309 Broadway, New York.

Those who, for business or other reasons, are prevented from attending the Virginia Hot Springs Convention will miss not only an important event in the history of Hardware, but as well a most enjoyable trip. Approaching the Springs, the traveller passes through the most rugged part of the Blue Ridge Mountains, winding through valleys beautiful in their wildness, with the mountains on either side rising almost to the clouds. At the upper end of a particularly wild glen, 2500 feet above sea level, the train stops at Hot Springs Station and the traveller finds he has been in a moment transported from the wilderness to a resort of fashion.

The entrance to the "Homestead" grounds is in front of the station, and a few moments walk past several springs, the bath house and golf club, brings one to the main entrance of this famous hotel. Inside is the magnificent lobby, one of the finest in the country, from either end of which extend the wings of the hotel. On the first floor are the parlors, dining rooms, ball room, cafe, billiard room, and a beautiful "sun parlor." On the second and third floors are the sleeping rooms, capable of accommodating seven hundred guests. The interior decorations are a glistening white, and the entire hotel is furnished with an eye to comfort and elegance. At one end of the hotel building are the bath houses, containing almost every variety of bathing machinery and an immense swimming pool; a stone's throw from the main entrance are the golf links with a playing distance of six thousand yards, while near by are several splendid tennis courts.

The drives around the Springs should not be missed. They include one of three miles to "Healing Springs," another of five miles to Warm Springs, a resort for one hundred and fifty years, and famous for the health giving springs and mint julips; and still another to Fassifern Farms, twelve miles to the north, noted for game dinners.

The manager of HARDWARE visited Hot Springs a few days ago and after a talk with the manager, Mr. Sterry and his able assistant, Mr. McLaughlin, does not hesitate to predict that all who attend the June convention will be well cared for. A large number of reservations have been booked but there is plenty of room for more.

The fact that this hotel is well patronized by health and pleasure seekers makes it impossible for the management to designate definitely certain rooms to those who have made reservations far in advance of the convention; at the same time the assurance is given that there will be plenty of room and that every effort will be made to please every one.

Judge Taft Coming.

Secretary Carter of the Southern Hardware Jobbers' Association is sending out the following:

"It is with much pleasure we have to announce that Secretary of War Taft has accepted invitation to attend the Virginia Hot Springs Convention. Invitation was tendered jointly by the American Hardware Manufacturers' Association and the Southern Hardware Jobbers' Association, but it was largely through the personal efforts of Henry B. Lupton that we will be accorded the pleasure of having Judge Taft with us. He will spend Tuesday at the convention and will deliver an address at the banquet, which will be given on Tuesday evening, and may possibly make a short address at Tuesday afternoon's Joint Session. This is of course earlier in the convention than we have ever held a banquet; however, this was the only date Secretary Taft could give us under the circumstances, and we shall be only too glad to make our arrangements accordingly."

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LEGAL CORRESPONDENCE.

Any subscriber to "HARDWARE" is privileged to ask any legal question he pleases in this Department and it will be answered free of charge. Address all communications to Law Editor "HARDWARE," No. 309 Broadway, New York City.

Real Estate—Power of Alienation.

QUESTION: A person wants to tie up his real estate as long as possible after his death so that it cannot be sold, the income to be paid to his children. For how long a time can this legally be done?

REPLY: By the rule of the common law the power or sale or alienation of real estate could not be suspended for a longer period than a life or lives in being and a period of minority afterwards. The property may be legally tied up for the longest of any number of designated lives and the term of twenty-one years thereafter. This is still the rule in England and in many of our States, such as Georgia, Illinois, Kentucky and New Jersey. But in other States, as in New York, the power of sale of real estate cannot be suspended for a longer period than during the continuance of the lives of two designated persons in being at the death of the testator and the period of a minority thereafter. An attempt to keep real estate out of the market for a longer period than this is regarded as contrary to public policy and is prohibited by statute. As this branch of the law abounds in technicalities and subtle distinctions, we should advise no one to attempt to suspend the power of sale of his property without competent legal advice.

Marriage and Age.

QUESTION: Will you please answer through the columns of your valuable paper the following questions: First, does a woman become of age when she gets married in Illinois; second, if she has property coming to her from Illinois and was born in Illinois and she moves to Iowa and gets married before she becomes of age, does that entitle her to her share of her property immediately, or does she have to wait until she is eighteen years of age; third, does one have to sue immediately for malpractice or can one sue any time one sees fit, or is it outlawed after one year in Iowa?

REPLY: In reply to your first and second question, we know of no statute of Illinois which provides that a woman shall become entitled to property which she could not otherwise claim until she has attained her majority. Replying to your third question, actions for personal injuries must be brought within two years in Iowa or they will be barred by the statute of limitations.

THE HOME OF JAP-A-LAC.

The Largest and Most Complete Varnish Factory in the World.

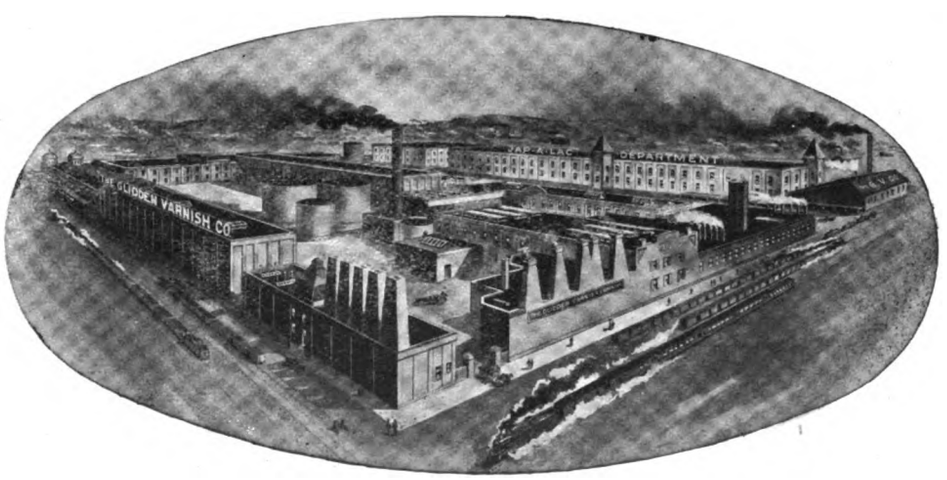
We illustrate herewith the plant of the Glidden Varnish Company, manufacturers of Jap-a-lac. The progress this company has made in pushing a specialty has been one of the most remarkable campaigns of advertising ever inaugurated. The faith and courage displayed by them is exemplified by the fact that they continued to advertise Jap-a-lac although for three years the balance was on the wrong side of the ledger.

We consider this season's Jap-a-lac campaign one of the best commentaries on the efficiency of persistent, organized advertising with which we are acquainted. Jap-a-lac was first put on the market late in the Fall of 1898, and the first general advertising, which appeared on it, was in the Spring of 1899. Since the insertion of their first advertisement, the manufacturers have manifested unbounded faith in its future, and through many vicissitudes have continued to advertise it most liberally.

The advertising which they expended this Spring alone, amounted to $60,000. This amount, we understand, is greater, by far, than that spent by all concerns put together on any similar product. The manufacturers report an overwhelming increase in sales as a result of their Spring campaign, and seem to feel very confident that the future of Jap-a-lac promises a corresponding increase.

The dealers throughout the country have evinced the utmost interest in Jap-a-lac. A great many have expressed themselves as satisfied that it is the finest product of the kind manufactured. The fact that Jap-a-lac has back of it such a large amount of money spent in advertising makes it a ready seller with the dealer. The field opened up for it is an entirely new one. It has forced itself into the home as a household article, and is looked upon by the housewife as one of the necessary adjuncts to the renewal of articles about the home.

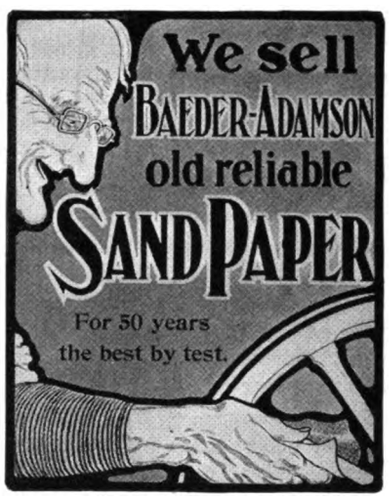
Any further information about Jap-a-lac, we are informed, will be gladly furnished to such dealers who ask for it.



PLANT OF GLIDDEN VARNISH COMPANY, CLEVELAND, OHIO.

THE STANDARD MANUFACTURERS OF THEIR LINE.

Baeder, Adamson & Co., Philadelphia, Pa., in commemoration of fifty years devoted to the manufacture of Sand Paper by machinery, are distributing to the Hardware trade an attractive card hanger for store display of which the accompanying cut presents a fair illustration. The fact of the firm, ever since the commencement of the industry of manufacturing by machinery, have been the acknowledged standard of Sand and Emery Paper, is something preserving this half century of endorsement, which every user of sand paper is familiar with; and the display of this Card and the necessary stock to back it up, should make it easy to reap the benefit of dealing in the goods of this old and reputable house. They add the following paragraph as an impressive postscript to their action in distribution: "If your jobber is one of the very few who do not carry a full line of our Sand Paper, Emery Paper and Glue, write us. We will put you in touch with one who does."



✤

"A husband's jealousies, my dear, are the mushrooms on the beefsteak of matrimony!"

"We Americans have never learned to irrigate the alkali out of our humor!"

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AUBURN TRADE.

Business Good in the Empire State.

General business conditions throughout New York State are good. Although both materials and labor are high, there is an unusual amount of new building taking place. This is especially true in the large cities and larger manufacturing centers. Jobbers report a good demand for all classes of Hardware from the country trade, plainly proving that business with the country merchant is also good. The weather has been favorable for farmers and prices for all dairy products are good. The general outlook is very satisfactory.

J. F. Murphy, of Woodruff & Murphy, large Hardware retailers, of Auburn, N. Y., in speaking of trade conditions said: "Here in Auburn business is very good. A large number of houses are being built and are rented as rapidly as completed; the building trade has been unusually active all the Spring. We notice a demand for better grades of Hardware, which speaks well for the prosperity of the people. Collections are also good, and the outlook has never been better at this season of the year." Mr. Murphy has been in the Hardware trade of Auburn about twenty years, forming the present firm of Woodruff & Murphy in 1903. The business was a success from the very start.

P. M. Herron Hardware Co.'s store, No. 34 and 36 Genessee Street, is one of Auburn's largest stores. This concern do both a wholesale and retail trade, working closely the territory adjacent to Auburn. The arrangement of the store is excellent, and stock is well displayed. A very large line of oil stoves was being shown and a good business was reported. Large windows are used to splendid advantage in displaying goods. In addition to general Hardware the Herron Hardware Co. carry an extensive line of manufacturers' supplies, which are found profitable.

Another Auburn concern carrying on both a wholesale and retail business is Smith & Pearson, occupying the large double store, No. 102 and 104 Genesee Street. Plumbing and heating supplies are carried and an extensive business is done in these goods, both at retail and wholesale.

The old Hardware firm of Choate & Bro., has been succeeded by Post & Duncan, at the same old stand, 88 Genesee Street. The old firm had been in business some fifty-five years and the new concern will continue the same agencies and carry the same up-to-date goods, pursuing the same policy of selling "honest goods at honest prices." Mr. Post of Post & Duncan was for many years in the employ of the old house, and understands well the local trade. House furnishing goods is one of the side lines pushed and other new lines will be added.

At 34 Market Street is located the store of H. W. Durnford, who makes a specialty of furnace work and jobbing. A very complete tin shop is maintained, and business was reported good.

The large double window of Everts Hardware Co. on lower Genesee Street, is always one of the best trimmed windows in Auburn. Special attention is given to this means of advertising and it is found to pay. A very effectual display was recently made of Spring goods, including house furnishing supplies.

Probably not another city of the size in the country has as many Hardware stores as Auburn, and all are prosperous; and all the Hardwaremen devote themselves pretty closely to regular lines. One such is Hiram J. Rich, whose store is at 116 Genesee Street. Confining himself almost exclusively to staple and shelf Hardware, Mr. Rich has succeeded in building up a large business.

A well arranged store is that of Pomeroy & Coe, at 137 Genesee Street. Plate glass cases are used to good advantage in showing tools and cutlery in which lines the firm have a fine trade.

Stoves and ranges are handled by some of the Hardwaremen, although there is one store selling this line exclusively. Wm. H. Laton, located at 29 State Street, does a profitable business in the line, in connection with an up-to-date tin shop.

The sporting goods trade of Auburn is left to three or four exclusive dealers, none of the Hardwaremen having ever taken up the line. It is closely identical to the Hardware trade, but because of the retail and because the sporting goods dealers carry such complete stocks, the trade is left to them. The sporting goods store of Whipple & Foreman is one of the best in New York State, and the trade of this concern is so well established it would be difficult for any one to enter the field successfully. A complete fishing tackle catalogue is issued by Whipple & Foreman and is found to bring considerable business from the country districts.

The Wright-Dana Hardware Co., of Utica, do a large local jobbing business, and yet pay much attention to their retail store. A special feature is made of the window displays which are always seasonable and attractive. Being often changed the goods in the window always look new and bright, which adds much to their attractiveness. Many Hardwaremen seem to feel that because their line is not dry goods that no effort need be made to keep windows up-to-date or attractive. The success of the retail business of Wright-Dana Co. proves conclusively that it pays to keep windows attractive.

Another Utica concern doing a large business is the Roberts Hardware Co. The business is largely wholesale, but an extensive retail trade is also done, the retail store of the Roberts Hardware Co. being one of the best furnished and appointed Hardware stores in the country. Spring business has been brisk and the outlook is good.

Closely identified to the Hardware trade is the business of Clark, Horrocks Co., the fishing rod and tackle manufacturers of Utica, N. Y. A large variety of fishing tackle is made by this concern, and trade has been very active all the Spring, taxing their factory to fullest capacity.

The Savage Arms Co., another Utica concern, is in close contact with the Hardware trade, and also reported good business. The line of Savage rifles is being constantly enlarged and in this way the company are expanding their trade.

HAMMERNAIL.

BISSELL'S FIRST PRIZE.

Of the thirty prizes distributed in their Holiday Contest for the best and most artistic advertisement in their interest, the decision has been reached, and L. J. A. Surveyor of Montreal, Quebec, was the lucky individual to carry off the first prize of one hundred dollars which he received for the advertisement as shown in cut herewith. The awards were made through the supervision of Lord & Thomas, Chicago, whose high standing as



well as experience and undoubted ability has satisfied all the contestants. The second and third prizes of $75 and $50 were won by French and Hitchcock, Wellington, Kansas, and J. LeCour & Sons, Kankakee, Ill., respectively. The Bissell Carpet Sweeper Company trust that all those who competed in this contest and failed to secure prizes will feel fully repaid for their efforts through the increased sale of Bissell Sweepers, resulting from the extra advertising done.

"COLONIAL" HARDWARE.

George N. Wood & Co. announce that they have purchased the stock, machinery, tools and good will of Enoch Robinson, manufacturer of "Colonial" and House and Furniture Trimmings, 39 Cornhill, Boston, Mass., and will continue the business at same address adding such new lines as prove desirable to place the business on an up-to-date footing. They retain the services of L. Stanton Hall, who is thoroughly familiar with the details of the business, having been with Mr. Robinson a number of years. The new firm solicit the continuance of the patronage formerly extended to Mr. Robinson, and they will endeavor to merit same by prompt and satisfactory service. Catalogues of manufacturers covering this special line are requested.

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OUR BRITISH LETTER.

(From Our Special Correspondent.)

London, May 12, 1905.

ANNUAL CONFERENCE OF THE IRONMONGERS' FEDERATED ASSOCIATION.

The conference held at Bristol from May 3 to 5 was an interesting event and one which showed the way in which the claims of association work are fast taking hold of the Hardwaremen of this country. The Ironmongers' Federated Association which held its annual gathering is a representative body, and includes the different local associations which are federated. It is largely guided by a Central Board, the members of which elected on the nomination of the different local associations. It may therefore be taken that the deliberations of the delegates at Bristol were representative of the opinions held by Hardwaremen in Great Britain, and the subjects under discussion those which at the present time are held to be of paramount importance among British Hardwaremen. The conference met on May 3 for business, and received a hearty welcome from acting president Verity, who, at the request of the Central Board, took the position rendered vacant by the death of the late W. J. Bacon, tne president of the I. F. A., who died last month. After the usual formal business had been transacted and reports taken the election of officers for the ensuing year was proceeded with, Charles Parsons, of ? ? being elected president. On the evening of the same day a banquet was held in the Royal Hotel, Bristol, and was attended by a large number of delegates and members of local associations. The conference resuming on the 4th inst., opened with an address from the new president, in which Mr. Parsons drew attention to the principal matters which would be brought before the conference for discussion. Among the more important matters brought up were the following, a report of the recent examination held in London, a request to the Central Board to appoint a sub-committee to revise the "In Accord" list, and the questions of direct trading, collection of accounts, price maintenance, municipal trading, and the continuous importation of foreign goods. The continuance of the policy of price maintenance was strongly advocated; it was also thought that a firm front should be presented to those manufacturers who adopted price maintenance and yet supply co-operative societies who give away dividends or bonuses. British manufacturers of lawn mowers who have supported the Hardware trade in maintaining the prices of machines were thanked, and the opinion was generally expressed that all enquiries received by manufacturers who advertise lawn mowers should be handed on to some retailer in the district from which the enquiry emanates. In view of the immense quantity of manufactured articles now being imported into Great Britain the attention of Chambers of Commerce and mercantile associations was drawn to the question with a view of their realizing their proper responsibility and duties on this important subject. The members of the conference were entertained at lunch and at an "At Home" by several manufacturing firms. On the following day arrangements had been made enabling the delegates and Hardwaremen present to visit several of the most important works in the neighborhood. Undoubtedly the annual conference at Bristol was a thorough success, and showed plainly that the association movement is steadily gaining ground in England. It is also clear that by concerted action Hardwaremen have been enabled to effect many useful reforms in commercial matters, and that they will doubtless continue to make themselves heard when questions of dispute involving their welfare are raised either in municipal or commercial circles.

ANOTHER IRONMONGERS' ASSISTANTS' ASSOCIATION FORMED.

Ironmongers' assistants are gradually beginning to assert themselves and carve out careers based upon mutual co-operation. Some two years ago an association was formed in Liverpool among the ironmongers' assistants, which, although of considerable local value, has not yet led to the formation of similar societies in other parts of the country. There are, however, assistants' associations in both Dublin and Glasgow doing good work and helping on the interests of assistants; encouraging them, and rendering their work easier, by social intercourse and by the discussion of matters of common interest and promoting the welfare of the trade at large. For some time past there has been an association of ironmongers' assistants in Australia, with its head quarters at Melbourne. The most recent development of the movement has now come from South Africa where a hardware assistants' association has been formed on somewhat similar lines to the one existing in Australia. The headquarters of the new association will be in Johannesburg and arrangments have already been made for branch associations in other parts of the South African colonies.

THE RECENT FURNISHING TRADES' EXHIBITION IN LONDON.

The Furnishing Trades' Exhibition and Market which has recently been held at the Agricultural Hall, Islington, London, was well attended by ironmongers and others engaged in the different branches of the furnishing trades. The exhibition was a great success and the promoters are to be congratulated upon the excellent arrangement of the different stands, and upon the pleasing variety of furniture and furnishing accessories they had been enabled to get together. Not only were novelties in household furniture on view but many good Hardware lines, and a specially choice selection of side lines, which latter part of Hardware is being developed rapidly by the Hardwaremen of this country. Such goods as framed pictures and ornamental picture overmantels are quite commonly introduced into Hardwaremen's stocks. The sale of wicker goods is also an important feature, and some of these exhibited at the hall were beautiful examples of American cane and choice rattan and willow work. J. C. Plimpton & Co. of Liverpool and New York had an excellent choice of American roll-top desks and a good selection of office furniture, all of which goods, were much appreciated by visitors to the Exhibition.

ANOTHER TESTIMONY TO THE QUALITY OF AMERICAN PRINTING.

American manufacturers have long been noted for the quality of the printing used in their business catalogues and of the smart and attractive lists which they issue from time to time. One of the latest indications of advance in art is shown by the striking catalogue just issued by the Coldwell Lawn Mower Co. in this country. This enterprising firm have employed one of the best American artists in the production of the cover of their new catalogue. It is a work of art and is a reproduction of a cleverly modelled panel; the warbling of the bird, the spray of blossom and the joy of the cherub all announce the coming of Spring making a suitable introduction to the lawn mowers which are so largely used by horticulturists at this season. The Coldwell machines, invented by Thomas Coldwell, an English settler in the States, who claims to have been the first American inventor of lawn mowers, are very popular in this country, and the firm have wisely introduced an English type of machine, realizing that the conditions of gardening in this country are somewhat different from those in the United States. The great secret of American success in Great Britain appears to be their quick adaptability to the requirements of the people for whom they are producing their specialties, and to the intuitive knowledge they have of the right things to introduce at the right moment.

HARDWAREMEN IN AGRICULTURAL DISTRICTS.

As the summer advances English ironmongers are much occupied with their agricultural implement departments, especially those located in country districts, find this branch of business very profitable and one which leads to extension of trade in many directions. The English show season will shortly commence, the first event of any importance being the agricultural show to be held at Nottingham under the auspices of the Bath and West and Southern Counties' Society, which is considered to be the premier migratory society in this country. Already arrangements have been made on an extensive scale, and it is an open secret that many of the stands will be exceptionally good. As on former occasions American harvesting machinery will be well represented and during the last week of the present month many British agriculturists will have opportunities of inspecting the smart, clean and well-built implements manufactured in such large quantities in the United States. The implements and machines made by the International Harvester Company are very popular in Great Britain, and, although arrangements are now made by which the different branches of the Harvester Trust are independently handled in this country, there is every probability that a larger trade than ever will be done in these machines during the ensuing season.

TOO MANY AMERICAN GOODS.

Among the various discussions which took place at the recent conference of ironmongers at Bristol the one dealing with the increasing importation of American Hardware into Great Britain was of paramount importance to the manufacturers of the

(*Concluded on page* 35.)

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POPULAR TALKS ON LAW.

Landlord and Tenant.

NO. 2. THE TENANT'S RIGHTS TO ALTER THE PREMISES.

Alteration means something more than repair. To alter is to change the form or nature—to make different. To repair is to retain the form and nature, but to make more perfect. The tenant has a right generally to make repairs; indeed, without anything in the lease to that effect, he is bound to hand the property over to his landlord at the expiration of his lease in the condition in which he took it, ordinary wear and tear excepted. But a tenant has not the right without his landlord's consent to make alterations, even if the alterations are improvements and admitted to be such by the landlord. When one rents premises he is presumed to be satisfied with them as they stand and the landlord has the right to expect them to remain as at the time the lease was given, subject to his right as against the tenant to have the premises kept up.

Where premises are rented for a particular purpose known to the landlord, the law will presume that the tenant has the right to make any alterations reasonably needed to fit the premises for the use. Where, however, the landlord does not know the purpose, he has a right to expect that they will be used for the purpose for which they are naturally fitted without alteration.

Where in the lease there is a clause stating that the premises are "to be used" for a particular purpose, naming it, the question sometimes arises whether this amounts to a restriction on the use so that, where the tenant uses the property for another purpose, he has broken his lease. There is an uncertainty on this point due to a variety of opinions expressed by the courts. There is no question, however, in a case where the restriction is made positive and definite, as where the lease reads that the premises shall be used only for some particular purpose, naming it. Where, therefore, the landlord desires to restrain the tenant from using the premises for any other than a particular purpose he should make the restriction positive.

Alterations, then, without permission of the landlord are in general not allowable. The tenant cannot cut a window through an outer or inner wall, nor open a fire place, nor erect a partition, nor cut a hole through the floor for pipes or wires or elevators; nor can he move a partition to change the shape or size of rooms, nor change the place of the staircase, nor move the out-buildings, nor destroy trees or flowering shrubs, nor change their location; nor can he move a fence, nor turn a grass plot into a garden.

Tenants may make such alterations as are not permanent in their nature where they may be removed at the expiration of the lease without injury to the property.

The ordinary remedy for the landlord where the tenant proposes to make an unauthorized alteration is a writ of injunction, though a suit for damages will afterwards lie against the tenant.

Reverting again to the matter of use it should be said that where there is no restriction as to use contained in the lease, yet the tenant may be restrained by the landlord from using the premises for a purpose or in a manner contrary to law.

In our next talk we shall consider the right of the tenant on leaving the leased premises to remove fixtures.

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(To be continued.)

GRAY & DUDLEY CO.'S NEW INDUSTRY.

The following interesting announcement is made in Nashville, Tenn.:

"The Gray & Dudley Hardware Co. has secured a large tract of land at the corner of Clifton Street and Charlotte Turnpike and will begin in the very near future the erection of a manufacturing plant of a character new in the South.

"The company will manufacture quite a varied line of Hardware and cast iron goods, including anvils, hammers, hinges, butts, sash weights, stove hollowware, well wheels, grindstone fixtures, gate latches, blind hinges, hitching weights, hay fork pulleys and stoves. They eventually expect to make other lines that are more complicated, such as lawn mowers, ice cream freezers, Builders' Hardware, edged tools etc. The company has already been manufacturing quite a number of its lines for several years, including harness, saddlery, trunks, wood goods, etc., and have found it a profitable part of their business.

"The property purchased consists of about thirteen acres, and on it will be built the manufacturing plant and a large and thoroughly up-to-date three-story warehouse. Excellent railroad facilities are available at the location selected for the plant, both the Nashville, Chattanooga & St. Louis tracks and those of the Tennessee Central running by the site. The warehouse will take the place of the rented building in South Nashville now used by the company.

"It is announced by the management that William A. Griswold will be the manager of the new plant, and he will leave in a short while for an inspection trip through the northern and eastern territory, getting ideas from the best conducted plants of those sections. Between one hundred and one hundred and fifty men will be employed at the plant from the start. It is stated that the company has a sufficient surplus on hand for the erection of the plant, and no new issue of stock will be made.

"The Gray & Dudley Hardware Company are splendidly equipped to have a plant of this kind for the reason that they have already built up an enormous business and their facilities for distributing the product of their foundry and factory is unexcelled, as the company travels forty-two salesmen, covering every State in the South. They have beside their main house in this city a branch house at Birmingham and a warehouse at Memphis. In addition to the foundry and manufacturing plant the company will erect on this property at the western end a large warehouse for their wholesale department. This warehouse will cover possibly two acres of ground and will be three stories in height and will be well equipped for economical and rapid handling of freight. The company has been renting a warehouse in South Nashville which they will give up as soon as their new warehouse is completed, as they will have tracks from all the railroads passing through the warehouse as well as through the foundry yards.

NEED OF STUDYING FOREIGN TRADE CONDITIONS.

Combinations Among German Manufacturers.

Combinations in Germany in certain branches of manufacturing have been shown to be entirely feasible. The tendency to consolidate forms one of the conspicuous features of trade in the Empire; but it by no means affects all branches alike. German manufacturing extends into every village and along every stream. It enlists thousands of men of small capital who are content with modest earnings and who neither seek combinations nor are dismayed by threats of them on the part of others. This is especially true in the commoner branches, in which the work is, or can be, largely done by hand or inexpensive machinery. The number, size and distribution of these smaller concerns is often such as to give them considerable influence in manufacturing. This was true in the case in hand, and was doubtless one fact not fully reckoned upon. The relatively greater difficulty of embarking in a new enterprise tends to make the manufacturer slow to give up even an unprofitable business which may have been in the family for two or three generations.

German manufacturing is in no small degree influenced by the system under which practically all farmers live in the towns or villages, and thereby puts close to these village factories a large body of cheap labor of both sexes, which in the United States, for example, has no counterpart. This labor engages readily in the manufacture of the cheaper grades of cloth, paper, glassware, stoneware, matches, cheap jewelry, toys, leather, paper boxes, cigars, cheap agricultural implements, wrought-iron work, low-priced shoes, etc. The rapid introduction of better agricultural machinery is reducing the number of persons required in the fields and adding to the ranks of the manufacturing classes. Improved machinery, even in these smaller concerns, is increasing their productiveness and increasing their influence in the home and foreign markets.

MARKETS FOR AMERICAN MANUFACTURES.

It would be wholly incorrect to say that the two classes of factories—the larger ones in the cities and the smaller ones referred to—cover the whole field of manufacturing, leaving no place to the exporter to Germany and its neighboring States. On the contrary, a valuable market remains to the American manufacturer even in Germany, but it is limited in scope, and the tendency doubtless is toward further narrowing. The market is for excellent reasons open to a considerable list of manufactured articles widely sold throughout the Empire. It is barred to a long list of articles simply because the cost of making here excludes foreign competitors. The American manufacturer or exporter must determine to which list his wares belong. Two questions of importance confront him: What class of goods does a foreign market require? At what price does the native manufacturer make these goods, if at all, or at what price can he make them if a demand should be created?

As the great manufacturing nations prepare to supply their own demands and force trade into other fields where manufacturing is less developed, the importance of accurate knowledge of trade conditions in such fields will become more and more apparent.

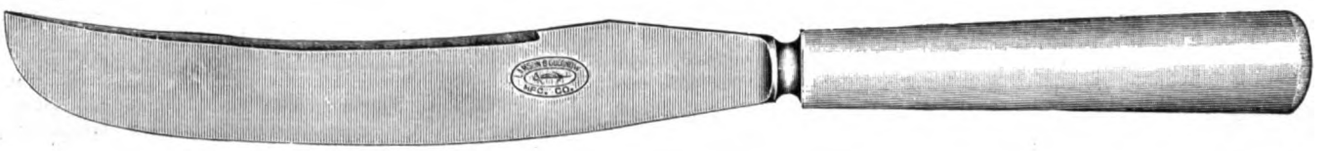
H. W. HARRIS, *Consul.*

MANNHEIM, GERMANY.

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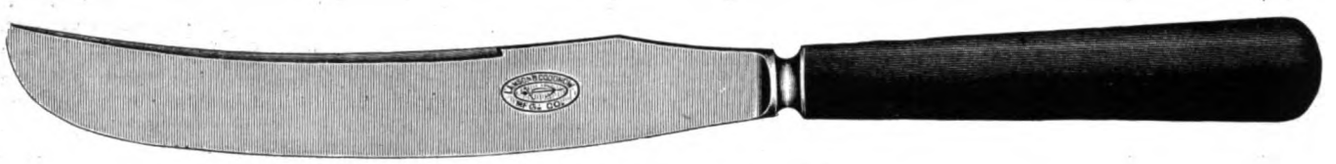
LAMSON & GOODNOW MFG. CO.'S CUTLERY.

Lamson & Goodnow Manufacturing Co., Shelburne Falls, Mass., and 45 Murray Street, New York, was one of the pioneers in the manufacture of cutlery in America, and its products of whatever description have always enjoyed the best of reputations for quality. Carving knives and forks and a full line of Druggists' and Painters' goods are specialties of this company.

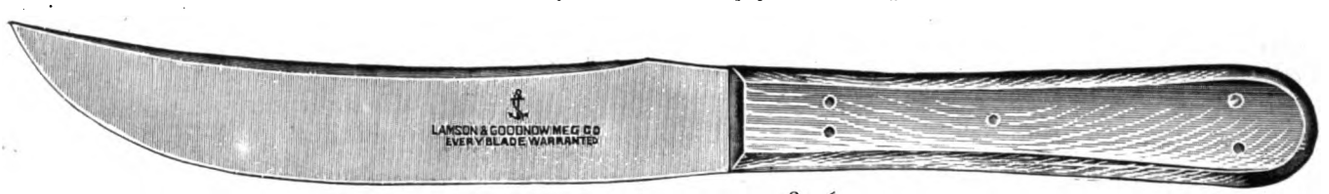


GRAIN CELLULOID MEDIUM KNIFE NO. 845 C.

Attention is also paid to fine grade Butchers' tools. The goods made at Shelburne Falls have always enjoyed an excellent reputation, not only in this country, but in foreign countries from which there comes a firm and growing demand. The export trade steadily increases; Japan and other Oriental islands of the sea have used Lamson & Goodnow cutlery with increasing satisfaction. To enumerate all the different kinds of cutlery turned out at Shelburne Falls, would only increase the interest taken in the manufacture, but from the catalogue an idea can be gained of what is made there. In the matter of Carvers, there are pearl handles, stag, celluloid, rubber and ivory, to mention only a few. There are spatulas for druggists, spatulas for bakers' use, butter knives, butter spreaders, cheese knives and cheese scoops, cigar knives, hacking knives, pie knives, scrapers, and so on, and a long list numbering several hundreds of patterns of table cutlery. The company does not make pocket knives. Many of the Lamson & Goodnow employes have been in the employ of the company for long periods, some for half a century.



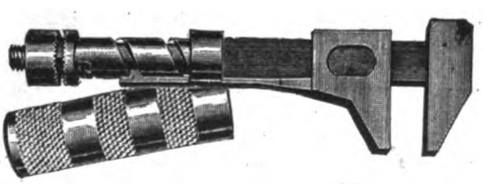
RUBBER HANDLE MEDIUM KNIFE NO. 545 C.



BOXWOOD HANDLE BUTCHER KNIFE NO. 080, 6-INCH.

THE BOSTON TIME SAVING WRENCH.

The Richards Tool Company, 15 Court Square, Boston, Mass. are the manufacturers of the Boston Time Saving Wrench, of which we give an illustration, which acts instantaneously in adjustment to the work to be accomplished. On the extension of the sliding jaw is a stud engaging the worm which is of the desired pitch to operate readily. Within the lock nut is a spiral spring of sufficient tension to keep the two toothed surfaces apart when the handle is loosened. A thread on the end of the shank engages the handle. A half turn of the handle absolutely locks the wrench at the point where it has been set. A half turn in the opposite direction releases the jaws, and the sliding jaw moves freely back and forth until locked again. The wrench has accurate adjustment, the jaws being parallel. Once set the wrench cannot get out of adjustment, it is stated, by fall or other shock. The working parts are drop forged and the handle is of steel.



THE BOSTON TIME SAVING WRENCH.

Principal Difference.

Sarcastic Guest—You call this an omelet, do you? Would it have been any different if I had ordered scrambled eggs?

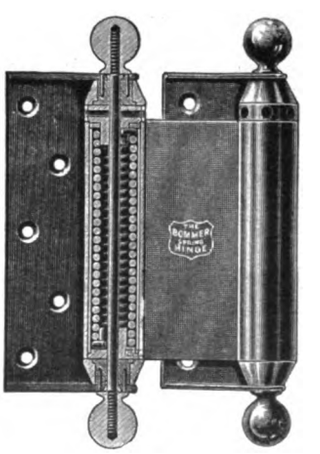
Waiter Girl—Yes, sir, there would have been a difference of 10 cents in the check.—*Chicago Tribune.*

HUMBUG ABOUT "NEVER ADVERTISING."

A certain firm of accountants, one of the concerns which is opposed to advertising in the trade papers or in any papers on the ground that it is unprofessional, recently sent out a card announcing its change of address. The card mentioned the different lines of work of the firm and also its office addresses in other cities than New York (which have not been changed.) The card was sent out broadcast not only to manufacturers and business men with which the firm was already doing business, but to almost everyone with whom there was any possibility of doing business. It takes a keen nose for professional etiquette to detect a difference of odor between an advertisement in a trade paper and such a card sent out to the people who read the trade paper.—*Exchange.*

BOMMER'S SPRING HINGES, IMPROVED.

Bommer Brothers, 255-271 Classon Avenue, Brooklyn, N. Y., have made several very important improvements in their well-known line of Bommer's Spring Butt Hinges, which are shown in the accompanying illustrations, making them more popular than ever with the architects. Formerly the ball tips were riveted to the pintles, making it necessary in order to take the hinge apart, to remove the rivet head by filing at the top or bottom ball tip, which, to say the least, was somewhat inconvenient. Through the recently patented improvements, this compulsory riveting is entirely obviated; a pintle with threaded ends is now provided, the thread of the ball tip forming the nut being of a different pitch from that of the ends of the pintle, so that a sufficiently rigid hold may be obtained to prevent the pintle and ball tip from unscrewing unless considerable force is used, without, however, injuring the threads, even after the hinge is taken apart several times. This will be found a great convenience to Hardware merchants when distant from the factory, as they are thereby enabled when in want of Bommer's Spring Hinges, and do not happen to have any in stock of the finish wanted, to take what they want from any finish in stock, have them taken apart and refinished by any local plater.



BOMMER'S SPRING HINGES, IMPROVED.

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RECENT TRADE PUBLICATIONS.

The Globe Lawn Mower & Mfg. Co., Reading, Pa., in their latest catalogue present their line of Lawn Mowers, regarding which they state: "Our patented adjustment on the cutter bar, which makes the lawn mower of to-day a perfect mower, has been acknowledged by experts as the keystone to the situation. Its simplicity is such that it can easily be adjusted on the lawn and operated by any man, woman or child." Their book is illustrated, also shows sections of the principal parts. Their "Hawk" and "Sparrow," they claim, are the very best high-grade ball-bearing lawn mowers, constructed so as to cut with ease, grass seven to eight inches high, and can be adjusted to actually shave the earth. Send for pamphlet catalogue.

The Wire Goods Company, Worcester, Mass., have issued a new discount sheet No. 22, and request that all previous discount sheets be destroyed. No. 22 applies to their Catalogue No. 5, and is a supplement to it, illustrating articles added to their line since it was issued. If you have not a copy of their catalogue No. 5, let the Wire Goods people know and they will be pleased to send you a copy by express, charges prepaid, and they will quote you a line of prices that will interest you.

Streator Metal Stamping Co., Streator, Ill.; New York agent, J. C. McCarty & Co., 10 Warren Street, have distributed a neat pamphlet catalogue of long envelope size covering their line of "Sterling" Steel Carpet Sweepers, which are a distinct novelty in the line of sweeper construction. In presenting this line, they offer an article which in no particular departs from the accepted principles of standard sweepers, but which enables them to introduce many new novelties heretofore never attempted in the line of sweeper construction. The book gives a complete description of each of the principles involved in their sweepers, such as case construction, wheels, bearings, broom action, dumping of dust pans, bail, anti-raveler, anti-tipping device, protecting band, material, workmanship, etc., etc. The illustrations are given in the colors in which the goods are furnished. Send for their catalogue.

Stanley Rule & Level Co., New Britain, Conn., and New York office and Export Department at 107 Chambers Street, have distributed to their trade their 1905 catalogue No. 31, in which the prices and descriptions given take precedence over all previous list prices and descriptions. This catalogue covers their regular line of rules, planes, plumbs and levels, try and mitre squares, gauges, braces, screw drivers, mallets, awls, mitre boxes, etc. All of their goods which may show a defect in workmanship or material, due to the fault of the maker, will be exchanged for a new tool if brought to their attention. The above mentioned book is gotten up in large pamphlet form and contains 77 pages. A number of pages at the back of the book are devoted to a table of original packages, giving contents, weights and measurements of full cases, which will be found valuable to those ordering this way. Send for catalogue No. 31 if you have not already received a copy.

Saunders Automatic Sash Lock Co., 401 Keith and Perry Building, Kansas City, Mo., are placing in the hands of their patrons an envelope size pamphlet, exploiting their Automatic Sash Lock, with which, they claim, the window automatically locks itself, thus eliminating all possibility of loss by carelessness or forgetfulness. They state it is easy to put on, cannot get out of order, will replace any other sash lock, and is available for any window. Send for pamphlet which fully describes and illustrates it.

The Michigan Stove Co., Detroit and Chicago, manufacturers of the Garland Gas Ranges and Stoves, have sent us a copy of their 1905 catalogue. This firm claims to be the largest makers of stoves and ranges in the world. The book opens with an interesting conversation in story form between Mrs. Potter and Mrs. Garland, entitled "Mrs. Potter's Decision." It isn't hard to guess the "decision" after one studies over the merits of the Garland gas stoves and ranges. The book contains many testimonial letters from people who "ought to know," and who are in a position to know. The particular feature of the Garland gas range that wins universal approval is the high oven and broiler which are right on a level with your arms and shoulders where you can get at it in the easiest, quickest possible way and see what is going on without any stooping or bother. Their book is illustrated throughout and may be had for the asking.

Western Steel Gate Co., Two Rivers, Wis., have distributed among the trade a most excellent book of Western Gates and Fencing. The book is finely printed with brown ink on heavy coated paper, and is bound in brown, and is handsomely illustrated throughout. Altogether it has the appearance of an up-to-date catalogue. This concern have designed a special City Auto Gate, where the operating mechanism is placed under ground in water tight pipes. This does away with the entire superstructure. All that is visible are two ornamental lattice-steel hitching posts, which carry the operating levers. A push on the handle of the lever, conveniently placed in reach from an auto or carriage, swings the gate quickly open before it is reached. A push on the second lever in passing releases the gate, and it swings back and latches tight. Every part is guaranteed mechanically perfect, and on account of its careful construction, no attention is required to keep it in perfect working order for years. This gate adjusts to swing over the snow. Write for prices, giving exact dimensions required.

Barnes Tool Company, New Haven, Conn., manufacturers of Three Wheel Pipe Cutters, pipe wrenches, special tongs, bicycle wrenches, hand and foot power sawing machines, etc., have issued a new catalogue exploiting same. They claim to have made the first three wheel pipe cutter that worked successfully; the first pipe cutter that would cut pipe over four inches in diameter, and the first bicycle wrench ever put on the market. A specialty made by this company is their Johnston Pipe Wrench, which is a strictly high grade tool, drop-forged and warranted. They claim it is the strongest, simplest and best of its kind on the market; never jams; self-adjusting and self-releasing. It is made in three sizes; ten, sixteen and twenty-four inches, takes pipe from one-eighth to two and one-half inches. Write to manufacturers for a copy of their latest catalogue which fully describes and illustrates their entire line.

W. R. Ostrander & Co., 1433-1439 DeKalb Avenue, Brooklyn, N. Y., have sent us a copy of their extensive catalogue, fourteenth edition, containing 564 pages. It includes in its contents such lines of goods as speaking tubes and whistles, electric bells and batteries; electric burglar alarms, electric gas lighting material; watchman's clocks, electro-medical apparatus, line material and construction tools, electric lighting supplies, fan and power motors, arc and incandescent lamps, miniature lamps, novelties, electric heating specialties, telephones and telephone systems, telegraph instruments and lightning arresters. They also issue special catalogues describing fully all of their telephone instruments, "with directions for wiring the different systems," and electric fans. These will be sent free upon application.

The National Cement & Rubber Mfg. Co., 3053-59 Monroe Street, Toledo, Ohio, and New York office at 11 Warren Street, in their 1905 catalogue illustrate and describe their lines of bicycle and automobile sundries, electricians and cobblers' supplies, sewing machine oils, boot and shoe manufacturers' cement and Hardware supplies. The trade mark used on all of their goods is "High Pressure," which they state stands for highest quality. They take particular pains in the manufacture of their "High Pressure" goods, sparing neither labor nor expense. They aim to make them the very best on the market, and fully guarantee the entire line. Send for catalogue for further information.

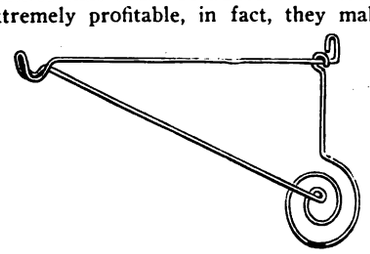
Wiebusch & Hilger, Ltd., 9-15 Murray Street, New York, N. Y., manufacturers' agents and importers, are supplying their patrons with a copy of their 1905 illustrated catalogue and price list of American and Foreign Hardware and cutlery, chains, anvils, etc., which list cancels all former lists and quotations. The book is a neat and attractive one, bound in cloth, and containing 145 pages. Wiebusch & Hilger have the agency for the following American firms: Challenge Cutlery Corporation, American Shearer Manufacturing Co., Bridgeport Manufacturing Co. Clark & Parsons Co., Dunn Edge Tool Co., Henry T. Seymour Shear Co., Standard Horse Nail Co., Wm. Rose & Brothers, I. T. Henry Manufacturing Co., New York Stencil Works, Philadelphia Steel & Iron Co., Higgenum Hardware Co., Wm. Hjorth & Co., C. & A. Hoofman and T. J. Pope. They also have the following foreign agencies: Hilger & Sons, Remschied and Solingen, Germany; Burgon & Wilkinson, Ltd., Sheffield, England; Isaac Nash, Belbroughton, England; Peter Wright & Sons, John Harrison & Sons, Dronfield, England; Needham Brothers, Sheffield, England, and Wm. Hunt & Sons, Birmingham, England.

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NEW GOODS AND SPECIALTIES.

J. R. DAWSON MFG. CO.'S HOUSEHOLD SPECIALTIES.

Among the number of household and office wire goods manufactured by J. R. Dawson Manufacturing Co., 1520 Palethorp Street, Philadelphia, Pa., there are an assortment of salable novelties and necessities that could be added to a stock of Hardware and prove extremely profitable, in fact, they make a large list



WIRE BIRD CAGE HOOK.

of articles of which this might be said, among which may be mentioned Wire Easels in great variety and of every possible shape, large and small, for plaques, bric-a-brac, cards or photographs.



WIRE FLESH FORK.

Numberless wire articles of domestic design, such as Towel holders, Toasting forks, Flesh forks, which we illustrate, and Bird cage hooks also shown, Corkscrews, Potato mashers and Toilet

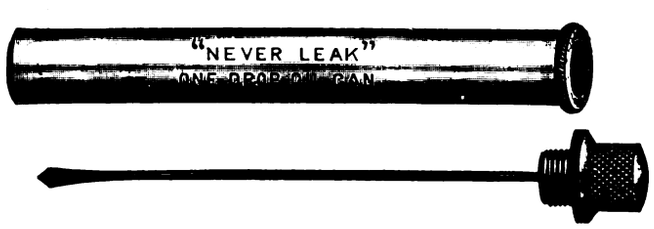


WIRE ICE TONGS.

accessories. A low priced Ice tongs are among the kitche
necessities. They issue a catalogue that will suggest many
sale. Send for it.

THE "NEVER LEAK" ONE DROP OIL CAN.

A. F. Meisselbach & Bro., Newark, N. J., are the manufacturers of the "Never Leak" One Drop Oil Can, which from its condensed usefulness has become exceedingly popular. It is made of brass and nickel plated; the illustration which we give



THE "NEVER LEAK" ONE DROP OIL CAN.

of it is actual size of article; 3½ inches long by ⅜ inch in diameter. As its name indicates, it gives one drop only, and can be applied just where it is needed. It can be carried in pocket or case, without soiling other articles, as it will not leak, and there is no superfluous oil needed to be wiped off. The limited quantity of oil that can be supplied by its use, makes it extremely desirable for clock machinery, music boxes, phonographs, typewriters, sewing machines, fishing reels, guns, etc. It is furnished



MODE OF HANDLING.

attractively displayed on cards of one dozen, and at the moderate price at which it can be sold should prove very salable.



THE DIME SCREEN DOOR CHECK.

This is an article manufactured by the Caldwell Manufacturing Company, Rochester, N. Y., about the undoubted utility of which, and its moderate price, there can be no possible question. It is

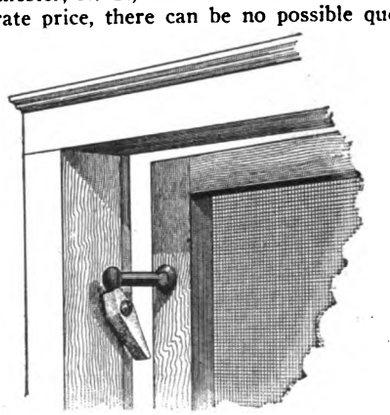


FIG. 1.

a Screen Door Check constructed in a novel manner to effect the object of closing the door, which is demonstrated in the illustrations presented herewith. The bumper is of moulded rubber,

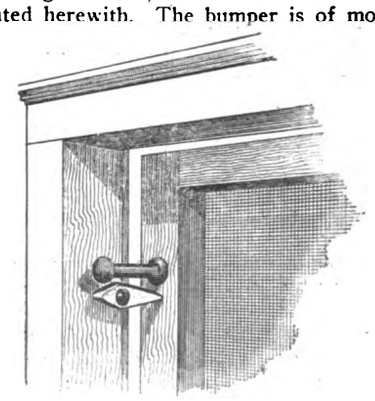


FIG. 2.

tapered to give the greatest amount of spring. The operation, not depending on the momentum of the door, must always work,

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whether the door is opened wide or only partly opened. Fig. No. 1 illustrates the closing door, bringing the plunger on the

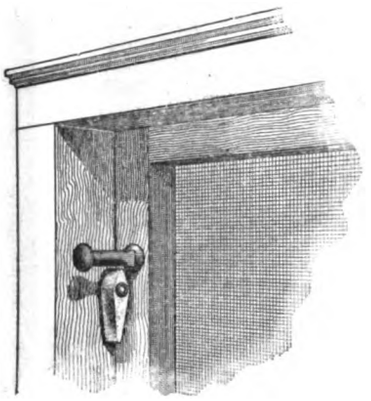


FIG. 3.

door in contact with the top of the rubber bumper, throwing it up to position as in Fig. No. 2. The door rebounds from the concussion and the rubber drops by gravity to position as shown in Fig. No. 3, allowing the door to close. It is packed for retailing in attractive display boxes. A card of directions exactly locating both screw holes, is packed with each check.

STEVENS NEW DOUBLE BARREL GUN NO. 225.

It is extremely doubtful if any gun manufacturer in this country has brought out as many new goods for the introduction, under proper auspices, by the trade, as the J. Stevens Arms & Tool Company, Chicopee Falls, Mass., in the same length of time.



STEVENS NEW DOUBLE BARREL GUN NO. 225.

Within four years they have added three new models of rifles, three models of double barrel shot guns, and six models of single barrel shot guns. They now present, in accompanying illustration, their latest production the Double Barrel Gun No. 225, which is now ready for the trade to handle, and of which they speak in the most interesting manner in the following description of its many meritorious features. "We believe it is the best value, in the way of a popular priced shot gun, that we have ever produced. It is of strong construction and especially designed for high pressure powders. The frame and action is a radical departure from anything on the market, mainsprings being spiral and working on the plungers, which are set in the frame directly in front of the hammer, thus insuring an easy and positive action. It has a check hook to take up all wear, top snap, low circular hammers, re-bounding locks, solid plungers, American walnut stock, pistol grip checkered, regular length and drop, patent snap fore-end and nitro steel barrels. Is made in 12-gauge 28, 30 and 32 inch barrels, 16-gauge 28 and 30 inch barrels and weighs from 7 to 8½ pounds. It lists at $15.00."

HAYDEN'S EXTENSION POLE GRIP.

The Hayden Implement Co., 46 Duane Street, New York, are the manufacturers of the Extension Pole Grip which we illustrate herewith. It is made of malleable iron and nickel plated, and without removing grip, the poles may be lengthened or shortened. It will be found an extremely useful appliance for reaching high or low walls, windows, cornices, decorated ceilings and chandeliers. Will fit any size pole, and obviate all weak ferrules, being a double grip there is no breaking of poles, as the manufacturers claim that two poles fastened together with this grip are stronger than a single long pole. It is also a very handy, useful and necessary article for joining two poles for the purpose of reaching high trees in pruning, picking fruit, or burning blighted branches when occasion requires.



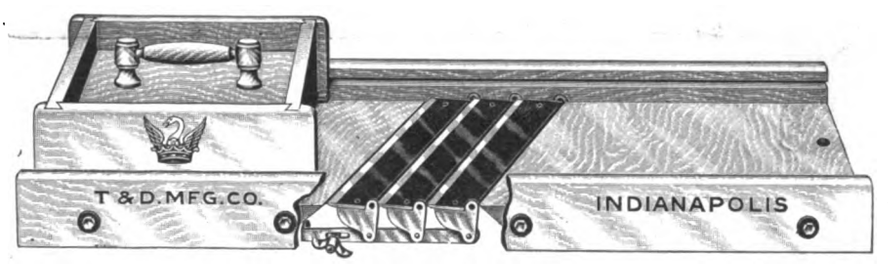
MODE OF USE.



HAYDEN'S EXTENSION POLE GRIP.

IMPROVEMENT IN KRAUT CUTTERS.

The Tucker & Dorsey Manufacturing Co., Indianapolis, Ind., are placing on the market for the coming season a new line of Kraut Cutters showing material improvement in the manufacture of these goods and possessing features of much merit. The "Indianapolis" Cutter here illustrated is of heavy construction, and has highly finished tempered steel knives, adjusting easily in one operation with pull and locking device at both ends; side rails bolted to head blocks in which the grain of the wood is run cross-wise to prevent warping. The sliding box is furnished with a protecting lid, has mortised, dove-tailed corners and inserted runners working in polished grooves in the side rails. The knives are pivoted at the heel, so that the cutting edges are raised or lowered without changing the position at the back of the knife. And not a minor feature by any means is the fact that the metal attachment to the knives is tinned to prevent rusting. The "Indianapolis" Cutter is made in three sizes, with two, three and four knives. The woodwork is given a satin finish in the white.



IMPROVEMENT IN KRAUT CUTTERS.

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JAP-A-LAC

REGISTERED TRADE MARK

"WEARS LIKE IRON"

IMPORTANT NOTICE TO ALL DEALERS

The List Prices of Jap-a-Lac Must be Maintained at all Times

We are informed that some dealers handling JAP-A-LAC have been so unmindful of their profit that they have cut the retail prices as established by us through six years of constant advertising and at an expenditure of more than TWO HUNDRED THOUSAND DOLLARS.

We wish to announce to the trade that we do not sanction any cutting of the list prices and

WE SHALL POSITIVELY DECLINE TO SELL JAP-A-LAC TO ANY DEALER WHO DOES NOT AT ALL TIMES MAINTAIN THE PRINTED LIST PRICES ON ALL SALES TO THE CONSUMER.

We shall be very glad to be promptly advised of any case where JAP-A-LAC is sold or advertised to be sold to consumers at less than the regular list prices. The co-operation of all the dealers and jobbers is earnestly requested that full protection may be afforded to dealers who are entitled to and shall receive every assistance from us to reap all the benefit of our extensive advertising.

THE GLIDDEN VARNISH COMPANY,

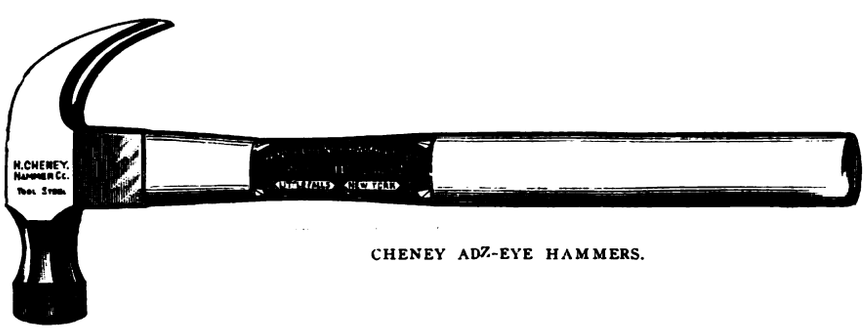
MAKERS OF HIGH-GRADE VARNISHES FOR ALL PURPOSES

ADDRESS: 641 WILLIAMSON BUILDING,

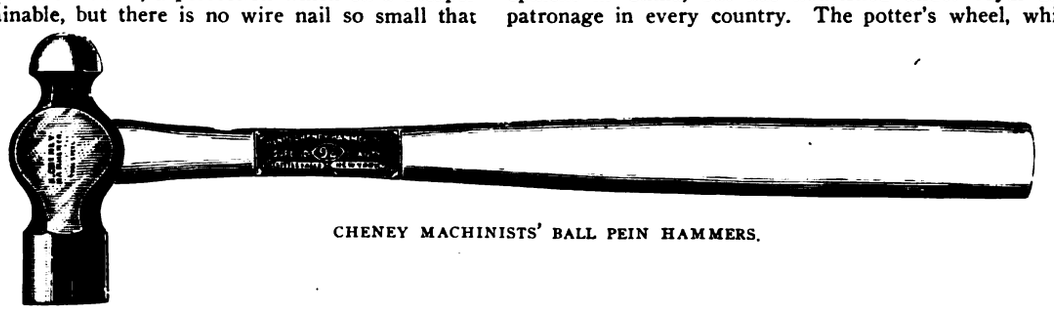
CLEVELAND, OHIO

CHENEY'S CRUCIBLE STEEL HAMMERS.

The Henry Cheney Hammer Company, Little Falls, N. Y., is engaged in making a line of hammers made of crucible cast steel that for years have sustained a reputation for quality, second to none. Their Adz-Eye and Bell Face Hammers (the latter of which are nickel plated) have a record that has made them known all over the world; and a "Cheney" Hammer is as well known in Australia as it is in New York. They are noted for the perfection of their claws, a perfection which on a cheaper hammer is unobtainable, but there is no wire nail so small that a Cheney Adz-Eye will not draw it from the wood. Their Machinists' Ball Pein Hammers appeal to a Hardware dealer as being of "Machinists' quality" fully finished and warranted. They cost a little more than when quality is not a consideration, but give the best value for your money. The dealer who handles these tools can always rely on three things: the quality, the finish and the perfection of form; they have never deteriorated in any respect and are the same as when they first established their reputation at a date too remote for even a Hardware Veteran to remember. Send for circular and discounts.



CHENEY ADZ-EYE HAMMERS.



CHENEY MACHINISTS' BALL PEIN HAMMERS.

PORCELAIN.

The art of potting porcelain had its origin and complete development in China, but has flourished under royal and princely patronage in every country. The potter's wheel, which is, perhaps, the most ancient of all mechanical contrivances, is still used in the shaping of porcelain in China and Japan, and that, too, in a simple form, which differs little from that employed 4,000 years ago in Egypt, and probably at an even earlier period.

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REVIEW OF THE MARKETS.

WIRE NAILS: A meeting was held recently in Chicago by some of the leading independent manufacturers of wire products which was called in order to stop the cutting of standard prices on Wire Nails, especially by those not directly identified with the Hardware trade. To counterbalance the weakening tendency of the market, some of those present expressed a willingness to advance prices, but not being able to secure the co-operation of the American Steel & Wire Company, it was finally agreed by the independent companies to use every effort to prevent cutting of prices, in which the American Steel & Wire Company promised to aid them. They will also endeavor to curtail production during the dull months, should the market seem to require it. Quotations accordingly remain as follows: f.o.b. Pittsburgh, 60 days or 2 per cent. discount for cash in ten days:

Carload lots to jobbers.....$1.80
Carload lots to retailers..... 1.85

New York.—A fair business is being done locally with territory adjacent to the city. Quotations are as follows: Single carload $1.99. Small lots from store $2.05.

CUT NAILS: The market was considerably strengthened by the action of the meeting held in Chicago by which it was effectually braced so that the demand was improved and less hesitation was manifested. Quotations are as follows:

Carload lots $1.80
Less than carload lots to jobbers..... 1.85
Less than carload lots to retailers..... 1.95

f.o.b. Pittsburgh. Iron Cut Nails for delivery at Pittsburgh, Buffalo and all points west of these cities 10 cents advance per keg on Steel Cut Nails.

New York.—The local market was favorably influenced by the action of the Chicago meeting, and New York will lend its assistance to strengthen the market. New York quotations are as follows:

Carload on dock.....$1.94
Less than carloads on dock..... 1.99
Small lots from store.....$2.co to 2.05

BARB WIRE: The demand is light as the trade is well supplied and better conditions influence the market caused by the meeting in Chicago to maintain prices. Quotations are as follows: f.o.b. Pittsburgh, 60 days or 2 per cent. discount for cash in ten days:

	Painted.	Galv.
Jobbers, carload lots	$1.95	$2.25
Retailers, carload lots	2.00	2.30
Retailers, less than carload lots	2.10	2.40

SMOOTH FENCE WIRE: The demand shows some improvement, prices being firm and having the confidence of the buyer. Quotations are as follows: f.o.b. Pittsburgh, 60 days or 2 per cent. discount for cash in 10 days:

Jobbers, carload lots.....$1.65
Retailers, carload lots..... 1.70

The above prices are for base numbers, 6 to 9. The other numbers of Plain and Galvanized Wire take the usual advances.

SHEET ZINC: Under date of May 12 a reduction is announced in the price of Sheet Zinc, which is now quoted at $7.25 per 100 pounds in 600-pound casks, f.o.b. mills, subject to the usual discounts for cash and quantity.

BINDER TWINE: General market quotations f.o.b. Eastern factories, may be given as follows:

White Sisal (500 feet to the pound).....9½ @ 9¼
Standard (500 feet to the pound)..... 9½ @ 9¾
Standard Manila (550 feet to the pound)..10½ @ 10¾
Manila (600 feet to the pound).....11½ @ 11¾
Pure Manila (650 feet to the pound).....13 @ 13¼

Less than carload lots quarter of a cent extra.

ROPE: The following prices may be said to represent the market:

	Cents per pound.
Pure Manila, 7-16 and larger	12¼ to 12½
Pure Sisal, 7-16 and larger	10
No. 2 Sisal, 7-16 and larger	8¼

Less ¼ cent to the large trade.

LINSEED OIL: Under date of May 17th the following advanced quotations are announced on "City" Raw Oil by the Dean Linseed Oil Co.:

In lots of less than 5 barrels.....51 cents per gallon.
In lots of 5 barrels or more.....50 cents per gallon.

The "American" brand for respective quantities, 1 cent per gallon less.

The five-barrel price applies only to deliveries of that quantity at one time.

Boiled Linseed Oil, 2 cents per gallon higher than Raw.
Calcutta Oil.....60 cents per gallon.

THE PHILADELPHIA TRADE.

The market to-day might be described as steady. Prices are without material change one way or the other, although it is noticeable that there seems to be a steady tendency to advance the price of all goods in which wood forms a leading part. This, of course, is largely due to the diminishing supply of this useful material. Our country, so far, has been too young and extravagant to realize the value of wood, and the time is no doubt coming when it will pay to adopt means for the cultivation and care of forests. The average American, however, wishes to see results in his own life time, and it is a difficult matter to induce him to take thought for future generation. Trade is fair, and it is somewhat difficult to supply the demand for certain seasonable goods. Much complaint is frequently made with the delay on shipments made direct from the factory, and we do not wonder that the dealers often feel aggrieved from this cause. Unfortunately, however, we see little or no remedy for this delay, as long as the present practice continues or shipping so many goods direct from factory in order to save the dealer a small amount of freight. Jobbers as a rule would be only too glad to carry ample stocks of seasonable goods so as to fill orders promptly, but the demand for the freight allowance is so great that the jobbers are compelled to send many orders to the factory for direct shipment. The inevitable fact is that the factories are swamped every year, and every season there comes the cry of woe from all parts of the country because shipments are delayed. We cannot but feel that these direct shipments are often times a real injury to the dealer, but we appreciate the fact that they seem inevitable. BIDDLE HARDWARE CO.

THE PITTSBURGH TRADE.

Within the past few days Pittsburgh has been the center of several important gatherings. First was the congressional committee on river improvement under the leadership of Mr. Burton. This committee made up of representatives from all parts of the country were shown some of Pittsburgh freight producers and then started down the Ohio on the steamer Queen City to make a thorough inspection of the river from Pittsburgh to Cairo. They see a stream capable of carrying the commerce of the world at its present stage of water and what it might be all through the year if improved with locks and dams. The towns and cities along the route are vieing with each other to make the trip of the committee a success. The next is the convention of railroad men lately assembled in Washington from all parts of the world. They visit our city to see the place that produces more freight than London and New York combined and whose products reach all parts of the world. They will visit the Westinghouse Air Brake shops, the Carnegie Armor Plate mills and other points of interest. We are also favored this week by the presence among us of the executive and advisory committees of the National Hardware Association. These gentlemen come from as far east as Boston, west as San Francisco, north as St. Paul and south as Birmingham. The local Hardware Association took them in automobiles through our residence and park district and showed what Pittsburgh is from the aesthetic side. It proved to be a revelation to men who had only known Pittsburgh as a city of manufactures. They were also entertained at a banquet by one of our manufacturing concerns and will be given further attention during the remainder of their stay. Important matters relating to the business of the association are being considered by the committee. Beautiful Spring weather has helped trade lately and a good amount of business is doing among the merchants. There is very little trouble with labor this season, the only strikes being in the builder trades and these are being gradually adjusted. LOGAN-GREGG HARDWARE CO.

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THE CLEVELAND TRADE.

The building trade is extremely brisk, making an extra demand for material and labor. Labor in some cases is making demand for increased wages, and that may interfere with what might otherwise be an active season. Improvements in city and country are steadily going on. The people are being better housed and comfort and pleasure are being provided. Increased machinery is lessening the drudgery of farm life, and the country homes are adding pianos and carriages. Street railroads, telephones and mail delivery are making country life quite different from what it has been. No quarter of a century in our history has added so much pleasure to country living. The good road movement promises one of the most important improvements, and the country as well as the city should enthusiastically support it. Liberal provisions for good roads should be encouraged by both political parties, and both parties should find a place in their party platforms endorsing it. The agricultural department at Washmgton cannot afford to ignore the demand for such improvement. It is fast becoming a political question and appeals to a very large number of our citizens. If the voice of the people is not respected, the country fences of our law makers will need repairing soon. It is well to build docks and dredge rivers, provide for army and navy, but urban improvements must not be neglected. The Lockwood-Taylor Hardware Co.

THE COLUMBUS TRADE.

We wonder what would happen if human beings had control of the Jupiter Sprinkling Pot. Would we have too much, too little or just enough? It certainly looks as though we were getting too much now. It is too wet to plow, and those who could not get plowing done early are going to be very late in planting corn. The corn that was planted is coming along nicely, even with all the rain, while oats, wheat and grass are looking fine. If man had the say so, one would want it nice to-day, so he could go fishing, and the other fellow would want rain on his potato patch to-day and nice the next day, so he could go to the ball game. We fear such an arrangement would cause more trouble than the measles, so it is better as it is.

Trade has held up nicely, and April showed a nice increase over 1904. The wet weather is making an active demand for lawn mowers, but has temporarily checked the demand for builders' Hardware; but that must come later, as more new buildings and improvements are projected than last year, which was an exceptionally good year. Prices with manufacturers are holding pretty firm, but as jobbers are in business simply for pastime, they continue to do foolish things. Stove boards are an example. If we could only work in a little Beef Trust and Standard Oil Profits, we could go fishing oftener and see more ball games. There is no ban on tainted money for these amusements. Who ever heard of a Hardware man hunting a place to give his money away? No, no; they need it to buy bread and butter, and occasionally something on the side; but, as a rule, they are happy.

The Smith Bros. Hardware Co.

THE MINNEAPOLIS TRADE.

Of late we have had considerable dull weather, cold and rain, with some danger of floods in the Red River Valley, but as seeding was all completed before this weather set in, which was accomplished rather unusually early and under most favorable conditions, with such weather as we have from now on everything will get a good start. There is an unusually large amount of building in this city and St. Paul, and this is true in the country also. The only labor trouble we have been obliged to contend with so far is the plumbers, and that is practically settled now, by the places being filled to a large extent with new men, some of the old men going back, and all shops now being run as open shops. This seems to be the cry here, one of our largest and most successful contractors being forced to take that position last year, who has fought it out successfully and has in hand at the present time more work than any one else. We don't believe there will be any further disturbance in that direction here. We have a new jobbing house here now, the Simmons Hardware Co., of St. Louis, having purchased the stock of the Nelson, Bouquet, Holliday Hardware Co., and Mr. Hurty, formerly of Farwell, Ozmun, Kirk & Co., taking an interest in the business, which is being conducted as the Hurty-Simmons Hardware Co. They are getting matters in shape to do business on somewhat larger scale and are already looking about for larger quarters. There was undoubtedly an opening here for another house and it will probably be better for the trade as a whole to have them located here. The country tributary to the Twin Cities has been growing very rapidly and without doubt will continue to grow for years to come. We think the Retail Dealers as a whole are having satisfactory business and the Retail Association is doing good work. W. K. Morrison & Co.

THE SAN FRANCISCO TRADE.

This morning, May 18, the writer noticed in Powell Street, a half block away, several big trucks being loaded with Hardware stock. The trucks were at the front entrance to the store of Henry Gracey, secretary of the California State Retail Hardware Association. Investigation resulted in obtaining this trade news item: Mr. Gracey closed a deal yesterday as a cash buyer of the extensive stock of the ten years' old concern known as the Detroit Range Company, located at 1011 and 1013 Market Street, which place he also yesterday leased for a term of years. A few years ago Mr. Gracey bought the stock and good will of the Myers Stove Company, and now he is removing his stove department stock from the Powell Street store to his new six times larger store in Market Street. He will operate both stores, seven blocks apart.

The authorized committee of the California State Retail Hardware Association to put in the field an association promoter has selected for this work Mr. F. B. Dickson, who during the last nine years has served well as manager of the implement department of the wholesale Hardware house of Baker & Hamilton. Commissioned with the official title of "State Organizer," Mr. Dickson started for the interior the past week on his missionary work.

Following are trade news notes brought to San Francisco this month by travelers: In California Kirkham & Son have opened a Hardware store in South Berkeley. In the town of Gridley, R M. Beebe has been succeeded by Mayer & Ashley. In Visalia the Otto Hardware & Implement Company. Hardware firm in Selma, Griffin & Brown. In Fresno, Hardware; Gearhart-Favors Company. In San Jose, implements; San Jose Implement Company. In Merced a Hardware dissolution has occurred, whereby Mr. Olcese is the retiring member of Olcese & Garibaldi. The firm succeeding them is Garibaldi Bros. Cross Hardware & Implement Company in Visalia is the new trade name of O. R. Cross & Co. In Paso-Robles the Hardware stocks both of P. Doyle and the Paso-Robles Hardware Company have been purchased by the new proprietor, George F. Bell.

In Washington the Spokane Hardware Company has incorporated, $100,000, to continue business as heretofore, under the management of Thomas Coulan. In the town of Lind, the copartnership, Charles Labes & Son—Hardware and agricultural implements—are reported incorporating as Charles Labes & Company. G. J. Tompkins & Co., implements, have opened in Ferry, a branch of their main store, in Republic. The Hardware dealers in Columbia, Seldonridge & Campbell, are reported succeeded by E. A. Seldonridge. In North Yakima, the Hardware business of Fawcett Bros., has been bought by Hartung Hardware & Implement Company. H. A. Bier, Hardware and implements, Kennewick, has been succeeded by the Kennewick Hardware Company. Meagher & Mitchell have succeeded Meagher & Folsom in the Hardware business in Sprague. In Colfax the interest of W. J. Windus in the Davis Implement Company, has been bought by G. W. Howell. In Pullman, the Stewart-Outman Hardware Company is succeeded by Stewart-Clure Hardware Company. G. H. Adkins has bought the Hardware and general stock of O. H. Smaby in West Sound. In Hartline the implement business of G. R. Roberts has been bought by the Thompson Mercantile Company. A. J. Smith will have erected this month a new building in Govan, in which he will open a Hardware store. E. E. Plough has succeeded the Lyse Mercantile Company as Hardware merchant in Wilber. The Arlington Hardware and Plumbing Co. in Arlington, has just now been incorporated. In order to carry a great deal more stock the Davis Hardware Company is having built an additional warehouse 50 by 94 feet. J. D. Allen is reported buying out the Pullman Hardware store of Pullman. Vuger & Loop are about to start a Hardware store in Edison. In Oregon, in Baker City, a Hardware store is M. E. Swan's new business venture. E. H. Hutchinson is about to open in Madras in the agricultural implement business. Butler & Faulkner are starting an implement and wagon store in Independence. The Ashland Hardware Company, Ashland, has incorporated. W. Giesy has withdrawn from A. H. Giesy & Company, merchants in the trade in Aurora, and in Forest Grove a store in the trade is being opened by George Boos. In Idaho the Griffith Hardware & Plumbing Co., of Idano Falls, is starting a branch in Twin Falls, and in Genesee the general merchant, J. K. Bell, has sold his Hardware and harness stock to Timothy Driscoll, and his implement stock to Johann & Miller. Industrial Press Association.

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FILES



Nicholson
Arcade
American
Great Western
McClellan

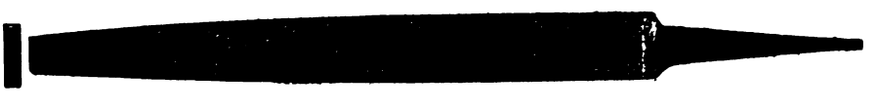
PROGRESSIVE Hardware Merchants confine their sales to these well-known Brands.

MANUFACTURED BY

NICHOLSON FILE CO.
Providence, R. I.

Kearney & Foot
Eagle
J. B. Smith
"X-F"
Gold Medal

RASPS



OUR BRITISH LETTER.

(*Concluded from page 26.*)

United States. Mr. Stephens, who introduced the subject, proposed that in view of the immense quantity of American articles imported into this country the attention of the Chambers of Commerce and various mercantile associations should be drawn to the matter with a view to their realizing their proper responsibility and duties. Mr. Stephens contended that the chief reason why such goods as pressed steel butts, back flaps, and tee hinges of American make are being sold in preference to those of British origin is that American goods are up-to-date, whilst on the other hand many of the English goods are of the same patterns as those supplied a few generations ago. Whilst this statement is, to a certain extent, true, it is only fair to English makers to record the fact that some more advanced manufacturers have adopted new types and are closely following the popular demand. The discussion was interesting and should be encouraging to American makers, at the same time it should put them on their mettle, to maintain the good names they have won.

HARDWARE PATENTS.

The following list of Patents, Trade Marks and Designs of interest to the Hardware trade are furnished by Davis & Davis, Solicitors of American and Foreign Patents, Washington, D. C., and St. Paul Building, New York City.

PATENTS ISSUED MAY 2, 1905.

788,754. DUST PAN. S. J. Corner, Burchad, and L. Corner, Stella, Neb.
788,772. WRENCH. I. F. Johnson, Sioux Falls, S. D.
788,899. CARPENTER'S BRACKET. J. G. W. Grieves and C. S. Grieves, Amesbury, Mass.
788,941. AUGER. A. Y. Pearl, West Lebanon, Me.
788,989. VEGETABLE OR FRUIT PARER AND SLICER. A. L. Allen, Pittsburgh, Pa.
789,103. COMBINATION TOOL. A. M. Parker, Mexico, Pa.

PATENTS EXPIRED MAY 15, 1905.

382,712. PLIERS. Wm. C. Marr, Onawa, Iowa.
382,718. FLAT IRON HEATER. A. Modery and A. Leukhardt, Indianapolis, Ind.
382,742. COFFEE MILL. J. M. Waddel, Greenfield, Ohio.
382,755. WASHING MACHINE. N. B. Clabaugh, Frederick, Md.
382,799. PIPE WRENCH. R. Copland, Eureka, Cal.
382,821. COMBINATION TOOL. J. D. Masters, Boston, Mass.
382,874. LASTING TOOL. C. H. Helms, Poughkeepsie, N. Y.
382,975. WRENCH. B. R. Hagar, Bradford, Pa.
383,049. WRENCH. A. F. M. Garrett and F. Frank, Dadeville, Ala.

PATENTS ISSUED MAY 16, 1905.

789,717. WRENCH. R. L. Combs, Arco, Okla.
789,797. WRENCH. F. G. Cornell, Louisville, Ky.
789,803. PRUNING IMPLEMENT. F. M. Garrison, Berrien Center, Mich.
789,850. IRONING BOARD. E. Q. Gatteys, Booneville, Miss.
789,880. MOP HEAD AND WRINGER. O. H. Rice, Sioux Falls, S. D.
789,927. SOLDERING IRON. M. Mossig, Berlin, Germany.
789,928. IRONING BOARD. J. W. McKinney, Tyrone, Pa.
789,930. MOUSE TRAP. J. F. O'Dell, Oil City, Pa.
789,938. COMBINATION LOCK. J. P. Rosendahl, Brooklyn, N. Y.
790,065. MILK PAIL. F. W. Lechner, Wenona, Ill.
790,084. WRENCH. M. A. Smith, Hatcher, Ala.
790,091. LOCK. R. A. Turner, Panther Creek, N. C.
790,092. LOCK AND LATCH. H. G. Voight, New Britain, Conn.
790,168. WRENCH. T. J. Baldwin, Beaumont, Texas.

CLARK-HORROCKS CO.

Clark-Horrocks Co., fishing rod manufacturers of Utica, N. Y., have purchased the fishing tackle manufacturing business of Gillette Bros., Auburn, N. Y. By this purchase the new owners will greatly increase their manufacturing line. Gillette Bros., three years ago, succeeded another concern that had been engaged fifteen years in making fishing tackle, trolling spoons, spoon bait, frog spears and other specialties in the tackle line. Clark-Horrocks Co. have now acquired this plant, machinery and good will, and are moving the business to Utica where it will be continued in connection with their fishing rod factory. The line will be somewhat enlarged, although at present there are something over 140 different styles of trolling spoons made by this concern. The same high standard will be maintained by the new purchasers, who will continue to cater to the large jobbing trade with whom Gillette Bros. have an extensive business. By the purchase of this well equipped plant Clark-Horrocks Co. have strengthened their line of fishing tackle. The company for some years have been making fishing rods, artificial flies and other specialties and does a large business through the country and abroad. The material used in the manufacture of rods, comes from a great distance; bamboo being imported from Japan and India; lancewood from Cuba and greenhart from Brazil, and the finished product finds its way to England and the Continent as well as Australia. The officers of the Clark-Horrocks Co. are: G. A. Clark, president; H. J. Horrocks, vice-president; J. H. Horrocks, treasurer; E. D. Idbotson, secretary.

STANLEY RULE & LEVEL CO.

NEW BRITAIN, CONN., U. S. A.

Improved Carpenters' Tools.

SOLD BY ALL HARDWARE DEALERS.

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WISCONSIN RETAIL HARDWARE ASSOCIATION.

The Hardware Dealers Mutual Insurance Company, under the auspices of the Wisconsin Retail Hardware Association, are sending to every Hardware dealer in the State a list of those who have taken insurance during the first year of their existence, and accompanying it the State Association stir up the dealers in the following fashion, giving it a thorough endorsement:

What are we doing?

We have enrolled 475 of the progressive Hardware dealers of the State working together for one common purpose, viz.: the bettering of the condition of the retailer. How?

By working in sympathy with the jobber and manufacturer.

By making common cause in any just reason for complaint.

By working with the National Association, which now comprises twenty-six States and 6,000 members.

By getting fire insurance at cost, and in many other ways that are public only in the records of the association. Wisconsin stands second in size of the twenty-six State Associations and with a little effort on your part can stand first.

Suppose you step in and see your competitor who is not a member and ask him to join, get his application and send it to the secretary. It is very little to do on your part and will do you good and help the association. Tell him that in the past we have secured the pledge of 600 manufacturers and jobbers not to sell their goods to catalogue houses.

That we have stopped the distribution of catalogues by railway companies' agents.

That a membership costing $2.00 is worth $5.00 as the $2,400 in the treasury belongs to the membership.

That it gives him the National Bulletin, a quarterly filled with good matter of interest to every live dealer.

That it enables him to secure insurance in our own company at actual cost, and the profits belong to us.

That the first eight months the insurance company saved $1,200 to the dealers who took advantage of its benefits, and if these arguments won't convince him you might add that he will be associated with 500 of the live, up-to-date dealers of the State, who are making money and have their rod up to make more.

Can't you do this much for the association? Of course you can. Will you? This is an urgent appeal and the cause is a good one and worthy of your attention.

Don't lay this aside and think the other fellow will attend to it.

Do it yourself and do it now and the association will watch to see what luck you have, and report at the next annual. One new member who attended his first association meeting in Milwaukee in February said he would not miss the next one if he had to lock up for two days to go.

Finally, are you one of the sixty-three who have their full limit of insurance with us. One firm last year saved $26.40. It is worth your while to get into the "band wagon" without waiting for the secretary to call on you.

The company is yours and the profits will rattle in your pocket if you say the word.

Prospects of a big dividend the present year were never brighter. Our expenses at this date are only 12 per cent. Compare that with the expenses of any old line company. Isn't this a pretty good appeal to you to work for the association and also for your own pocket.

The officers will do all in their power, but they can't do it all.

Suppose you make a mark to do something along this line to-day and we will do all we can to help you.

Insurance Company.—O. P. Schlaffer, president; C. A. Peck, secretary; H. L. McNamara, treasurer.

Association.—R. M. Burtis, president; C. A. Peck, secretary-treasurer.

GERMAN PATENT LAWS.

The following points of interest regarding the German patent laws are taken from a recent number of the bulletin published by the Chember of Commerce of Berlin.

An American patent to be valid in Germany must be filed simultaneously in the United States and in Germany. The filing of such patent or application must be made in writing on blanks furnished by the German patent office. Each application must be made out on a separate blank. The first part of such application shall form the petition and the second part the specification proper. Until such patent has been issued all alterations are admissible.

The application for the patent must first be submitted to a preliminary examination. If not found to conflict with any application previously made, it is grantable. On the publication of such patent in the official Government organ, the Reichsauzeiger, the patent acquires provisional validity. Such publication can, however, at the request of the patentee, be postponed for six months from the time of the decision reached by the preliminary examiners.

Should the application be rejected, the patentee is entitled to appeal within one month after being informed of such decision. Such right, of course, applies to any opponent or opponents of such patent. The costs of appeal entail the payment of $5, which if not made renders the appeal null and void.

The amount thus paid may be refunded to the interested party whose appeal is sustained. If after publication of the application for payment such application be refused, the yearly fee already paid shall be refunded to applicant. Applicants living abroad are required to give security for expenses of legal proceedings in case of appeal. Such security is fixed by the proper authorities arbitrarily. The patentee, on being summoned to appeal, must file his reply within one month from the date of issue of such summons. Appeal may also be made against the decision of the patent office authorities and carried to the Reichsgericht, in Leipzig, which appeal must be filed in writing at the patent office within six weeks after the decision of the patent office.

For a full patent to run fifteen years, the full or long term, an application fee of $25 must be paid on filing application. A power of attorney and duplicate specification in German, including drawings, are required; one set of drawings to be on bristol board and the other on tracing paper or cloth.

The patent, if granted, must be worked within three years from time of granting, when a fee of $28 is required. For assignment of a patent a fee of $10 is required. Patent designs run for three years. They can, however, be renewed once after first expiration. The fee for three years is $14.

The person first applying for a patent design obtains the same. In this respect persons living abroad should be particularly cautious. Power of attorney is also required, and drawings in duplicate, the same as for full patent. No working of patent design is required.

"LEST WE FORGET."

There was a time when tallow candles cost 10 cents each and gave less than one-twentieth of the illumination for a dollar that gas gives.

There was a time, and very recently, when gas, per unit of illumination (candle-power), cost the public double what it now does.

There was a time, still more recently, when there was no electric light turning night into day.

There was a time when we were satisfied to travel four miles an hour in an omnibus or horse car without light or heat, or transfers, and pay six or ten cents for what we now get for five cents with light and heat, and with speed doubled.

There was a time when we thought it was a great thing to be able to telephone to a friend for 15 cents, and yet we are not satisfied, * * * forgetting that "corporation" means "co-operation," and that through it this progress has been made.

The Socialist forgets that the waste of public ownership and operation exceeds corporate profit, and doesn't care whether it does or not so long as he gets something at somebody else's expense.—*The American Grocer.*

YOUR LETTER WENT ASTRAY.

Because you forgot to address it.

Because you forgot to stamp it.

Because you forgot to write the town or State on the envelope.

Because you didn't write the street and number plainly.

Because you used a once-canceled stamp.

Because you used internal revenue stamps instead of postage stamps.

Because you used a foreign stamp.

Because you wrote the address so badly that no one could read it.

Because you wrote the address on top of the envelope and it was obliterated by the postoffice dating, receiving and canceling stamps.

Because you put your letter in a blank envelope and sent it to the dead-letter office, where thousands upon thousands of valuable letters are daily destroyed because the people are either careless or ignorant of the postal laws.

Bank—Check—Bona-fide Holder.

The New Jersey Court of Errors and Appeals held, in the recent case of The National Bank of New Jersey vs. Berrall, that a bank which receives in the ordinary course of business a check drawn upon it presented by a bona-fide holder who is without notice that payment thereof has been stopped, and which pays the amount thereof to such holder, cannot afterwards recover back the money as paid by mistake on the ground that payment of the check had been countermanded by the drawer.

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AMERICAN HARDWARE MFG. CO.

In illustration given below, is a Door Catch that is manufactured by the American Hardware Manufacturing Co., of Ottawa, Ill. It is made very strong, being stamped wrought steel, corrugated, and presents a very attractive appearance.

The illustration, Fig. 1, shows the mechanism of the catch,

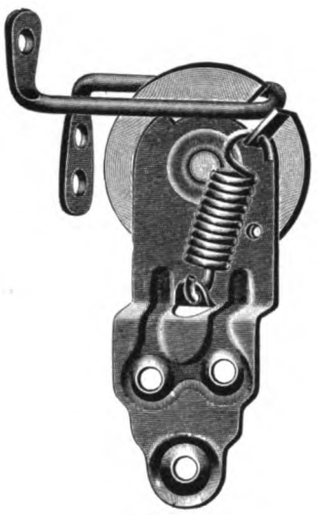


FIG. 1.

which is very simple, and as there is nothing to get out of order, it will last a life time. It can be used on any door, whether it swings right or left, in or out, and will hold any door, from a light cupboard door to a heavy storm door, but it is used almost exclusively for the screen door, as in Fig. 2.

When the Catch is attached, all that is necessary to open the door is simply a gentle push, and when the door is closed the Catch holds it automatically. It is an absolutely perfect Catch and requires no attention whatever, and no similar Catch on the market compares with this Catch in effective work or in price. It keeps the door closed, the flies out, prevents warping and works in a positive, silent manner. It works on any door that swings on hinges and does away with the old style latch.

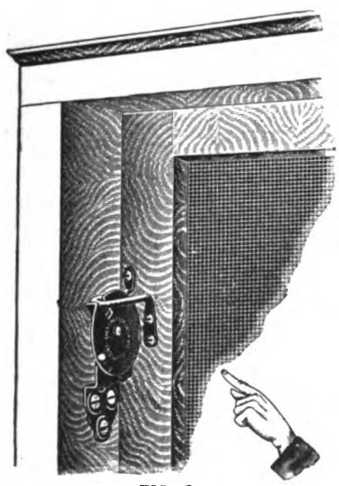


FIG. 2.

There is also a very unique way of placing this Catch on the market. The Catch, staple, screws and cardboard templet are all packed in a strong envelope and one dozen of these are packed in a strong carton with swing back cover and colored display cards, which makes it a show case article. The templet is also a very neat piece of work, with an outline of the Catch and staple, which is bent at right angles, showing the location of the holes in door and jamb, so that any one can attach the Catch and does not need to send for an expert.

The American Door Catch is meeting with a most unbounded success from the jobbers, dealers and consumers, and requires only to be seen to be appreciated. Have you seen it? If not the manufacturers will, upon request, send a sample Catch complete, prepaid, no charge, to any dealer. You can attach this Catch to any door in your store or home and therefore be able to judge the merits of this Catch.

Her Disease.

Madge—Did the doctor tell you that you had any pronounced disease?

Dolly—Yes, dear; but I couldn't pronounce it if I tried for a week.—*Town Topics.*

GUARDS BEATEN BY CIVILIANS.

Stevens Winning High Honors Abroad.

A match with miniature rifles of the smallest calibre took place recently between a team of twelve of the most doughty champions of the Scots Guards pitted against twelve civilian riflemen of Southfields Rifle Club, in which the Guards were severely beaten. This is a significant portent, not only in regard to the shooting powers of our paid national defenders, but equally significant of the inferiority of British-made rifles to those of the United States. The Guards, firing with rifles made by Greener of Birmingham, got an aggregate total of only 1,949 points, against an aggregate of 2,167 made by the civilian team, which fired with a rifle, the Stevens, produced in the United States. The crack shot of the Scots Guards, the instructor of musketry, to the battalion, made for his side the best score, as was to be expected, but it was absolutely eclipsed by a civilian, this competitor not being by any means the best shot in his club. The victorious civilian, Mr. Newitt, at the first of the two ranges scored every point possible but one out of the maximum of 100, making 99 points. To do this he had to put nine bullets within a circle of half an inch in diameter, the tenth being merely a hair's breadth out. This phenomenal performance by Mr. Newitt is not quite a record for the club, a fellow competitor who went through the Boer campaign as a member of the Mounted Sharpshooters, holding the club record of a perfect score, in which all ten shots were placed within the half-inch circle. This club champion is Mr. A. J. Comber, who won the Queen's Silver Medal at Bisley within a few days of his return from South Africa.

Lord Roberts had promised to attend this match, to show his interest in civilian rifle shooting, but failed to attend, sending a telegram instead, with a promise for some day after Easter.—*Reynolds Newspaper* (England.)

A Way They Have.

Patient—Doctor, it hurts me awfully to cough.

Dr. Snapper—Then I wouldn't do it; wouldn't do it.

Patient—But how can I help it?

Dr. Snapper—Ah, that's a question in physiology! You'll have to consult Dr. Groper. I confine myself to pathological cases.—*Boston Transcript.*



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HARDWARE DEALERS' RECORD.

Hardware dealers, the country over, are requested to contribute to this page. News of new stores, changes, improvements, etc., will be gladly received, and promptly published.

New Stores, Incorporations, Etc.

Ashtabula, Ohio.—The Adams Hardware Company has been incorporated by F. R. Hogue, Harry C. Adams, James G. Mitchell, Emma Mitchell and E. N. Goddard. Capital stock, $10,000.

Attleboro, Mass.—John E. Walsh has opened a large Hardware and tin store in North Attleboro.

Bangor, Me.—N. H. Bragg & Sons has been organized for the purpose of conducting a wholesale and retail business in Hardware of all kinds, bar iron, steel and carriage stock, with $100,000 capital stock. The officers are: President, Charles F. Bragg, of Bangor; treasurer, Franklin E. Bragg, of Bangor.

Boise, Ida.—Carison-Lusk Hardware Co. has been incorporated. Capital stock, $100,000, all subscribed. Incorporators: W. W. Hart and C. H. Cook of Wallace and A. E. Carlson, J. R. Lusk and J. E. Clinton, Jr., of Boise, directors. A. E. Carlson, trustee.

Chautauqua, Kan.—C. T. Lee is opening a new stock of Hardware, furniture, etc.

Chicago, Ill.—C. N. Michaels Company has been incorporated; capital, $30,000; Hardware, machinery, automobiles, electrical supplies; incorporators, Christian N. Michaels, Joseph R. Oliver, William C. Wieland.

Cleveland, Wis.—Cleveland Hardware Company has been incorporated; capital, $15,000; incorporators, William A. Erdmann, M. G. Douna and William H. Toepel.

Edison, Wash.—Unger & Loop have opened a new Hardware store.

Erie, Pa.—The Erie Hardware Company, located at 1220 State Street, is the name of Erie's new Hardware establishment under the proprietorship of H. S. Schneider, son of Lewis Schneider, former senior partner in the firm of Schneider Bros., Hardware dealers. H. S. Schneider has stocked his store with an immense line of Biulders' and Household Hardware, farmers' and blacksmiths' tools and Hardware in general. H. S. Schneider is well known in Erie through his former association with the firm of Schneider Bros.

Hillsboro, Texas.—McCall Hardware Co. has been incorporated. Capital stock, $10,000.

Hoxie, Kan.—S. S. Reynolds has engaged in the Hardware and implement business.

Las Vegas, New Mex.—W. J. Millen will at once build a large store and put in a big stock of lumber, Hardware, etc.

Little Rock, Ark.—Lem Kirkpatrick is opening up his new store on East Washington Avenue, North Little Rock. He will have an extensive stock of Hardware and farm implements.

Myrtle Point, Ore.—McClosky & Mehl are opening a new Hardware store.

New York, N. Y.—Benjamin S. Alder Co. (Hardware), has been incorporated; capital, $20,000. Directors—B. S. Alder, Brooklyn; W. W. Crowell and James Dongue, New York.

New York, N. Y.—J. K. Larkin & Co., who handle heavy Hardware, have opened and stocked with goods a store at No. 34 Reade Street.

Oakland, Cal.—Leo Strouse is opening a miscellaneous stock of Hardware and house furnishing goods in the Smith Building on Macdonald Avenue.

Pasadena, Cal.—Stevens Hardware Company has been incorporated; directors—Frank D. Stevens, Kingsley N. Stevens, John G. Elliott, Arthur Bush Stevens and Will A. Benshoff of Pasadena. Capital stock, $50,000, with all subscribed.

Pendleton, Ore.—The Taylor Hardware Company has been incorporated; capital stock, $30,000. Incorporators, Thomas C. Taylor, Wilson E. Brook and John S. Kees.

Stoneham, Mass.—Bell Hardware Company has been incorporated. Capital $2,000. Promoters, Florence D. Tobin, Laura A. Tobin and George O. Bell.

Taunton, Mass.—Presbrey-Mason Company has been incorporated; Hardware. Capital, $20,000. Promoters, Fannie S. Presbrey, Ernest A. Mason, Charles R. Mason.

Urbana, Ill.—The Hardware and furniture firm of W. I. Saffell & Co. has been incorporated and henceforth will be known as the W. I. Saffell Co. The capital stock is $25,000. The officers are as follows: President, W. I. Saffell; vice-president, O. C. Boggs; secretary and general manager, M. E. Smith; treasurer, Charles A. Hall.

Vernal, Utah.—The Leslie Ashton Hardware Co. has been incorporated with a capital stock of $8,400.

Whitman, Mass.—Fairbanks Brothers' Company has been incorporated; Hardware; capital, $4,500. President, George E. Hunt; treasurer, George E. Fairbanks.

Winona, Minn.—It is announced that definite arrangements are concluded for the opening of a large retail Hardware store on or about July 1st, by E. J. Lewis, W. S. Morrison, W. E. Muir, G. A. Lasch and others. These gentlemen are well known employees of the R. D. Cone Company in whose service their entire business lives have been spent.

Worcester, Mass.—Worcester Pattern & Novelty Co. has been incorporated to deal in tools, implements, etc.; capital, $2,000. President, Henry A. Skinner; treasurer, John M. Sawyer; clerk, J. Walter Smith; all of Worcester, Mass.

Changes.

Bristow, Neb.—The Munson-Bostrom-Samuelson Co. will on May 15 succeed to the Hardware business of the Bristow-Munson Co.

Burchard, Neb.—L. Boswell has purchased the Hardware business of Hunt & Hutton.

Canajoharie, N. Y.—Lewis St. John has purchased the Hardware stock of L. S. Davis.

Centralia, I. T.—E. C. Perriman Co. have sold their Hardware business to the Centralia Supply Co.

Deep River, Iowa.—T. H. Connell & Co. have purchased the Hardware business of Icanbiol & Whitney.

El Reno, Okla.—S. A. Stream has purchased an interest in the Hardware and furniture business of J. G. Arrington.

Esbon, Kan.—The McCammon Hardware Co. has succeeded to the business of Shepherd & McCammon.

Fairport, Mo.—J. A. Davis has purchased the Hardware stock of G. W. McRea.

Friendship, N. Y.—W. C. Gould has sold his interest in the Hardware firm of Gould-Carter Co., and the firm will continue under the name of Philbrick Hardware Co.

Fulton, Wash.—J. F. Samuel has sold a half interest in his Hardware and furniture business to L. J. Lindsay.

Gadsden, Ala.—The Smith-Echols-Burnett Hardware Company have closed a contract for the erection of a $15,000 modern three-story brick structure to be used as a Hardware store. The building will front 125 feet on Court Street and run back 75 feet, being on the corner of Locust and Court Streets.

Howells, Neb.—Frank J. Prucha has succeeded to the Hardware business of Kovarik & Prucha.

Los Angeles, Cal.—W. H. Norwood has sold his Hardware and grocery business to J. W. Somerville.

Mineola, Texas.—Speights & Dean have been succeeded in the Hardware business by Speights & Cage.

Muldrow, I. T.—J. L. Hight & Co. have sold their Hardware business to A. J. Stewart.

Napoleon, Ohio.—W. G. Coover has closed out his Hardware stock to Mr. Arnold. Mr. Coover was in business for forty years.

North Yakima, Wash.—Fawcett Bros. have sold their business to the Hartung Hardware & Implement Company.

Osawatomie, Kan.—W. W. Laing has sold his Hardware business to W. J. Hill.

Pomona, Kan.—Geo. Ullom has sold his interest of the Hardware firm of Ullom & Ottaway to W. O. Sutherland.

Porter, I. T.—The Talley Hardware Co. has succeeded to the business of the Talley & Dunham Hardware Co.

Riverside, Iowa.—D. A. Fesler has been succeeded in the Hardware business by D. A. Fesler and Sons.

South Auburn, Neb.—W. C. Buckman has purchased the Hardware business of Scaman & Redfern.

South Haven, Kan.—A. M. Braun has sold his interest in the Hardware firm of McProud & Braun, and G. K. McProud will continue alone.

Terre Haute, Ind.—The Townley Stove Co. has changed its name to The Townley Hardware & Stove Company.

Watonga, Okla.—A. W. Ferrin is about to purchase the Hardware business of D. Koch & Son.

Wellington, Ohio. — The Carpenters Hardware Company has changed its name to the M. L. Carpenter Hardware Company.

Weston, Neb.—H. Gross has purchased the Hardware business of E. E. Hustin.

Wilbur, Wash.—E. E. Plough has purchased the Hardware stock of the Lyse Mercantile Co.

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ASK FOR "AGENCY"



The Comfort Swing Chair

The Comfort Swing Chair combines the comfortable features of ordinary porch chairs, hammocks and swings. Occupies but little space and can be moved about at will. The frame work is made of steel. The back and seat of fancy colored canvas. Retail selling price **$3.50** f. o. b. Chicago.

Our advertisements in popular magazines this year during May, June and July will occupy large space commanding the attention of nearly 7,000,000 readers monthly. This advertising creates the demand. We sell through the trade exclusively so far as possible. Write for "agency proposition."

HAGGARD & MARCUSSON COMPANY
Manufacturers
425 South Canal St., Chicago

COMFORT SWING CHAIR

AMERICA ALARM



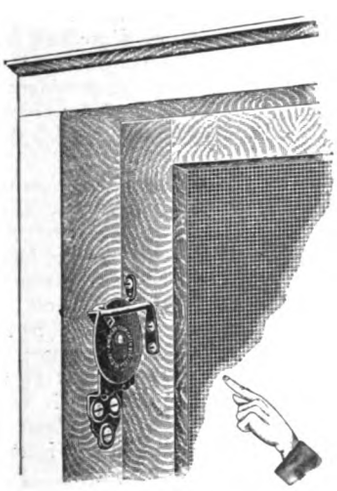
A Guaranteed Clock at the Lowest Price.

The Western Clock Mfg. Co.,
La Salle, Ill.
Sole Manufacturers of the "America" Alarm

NEW YORK
51 Maiden Lane

CHICAGO
131 Wabash Ave.

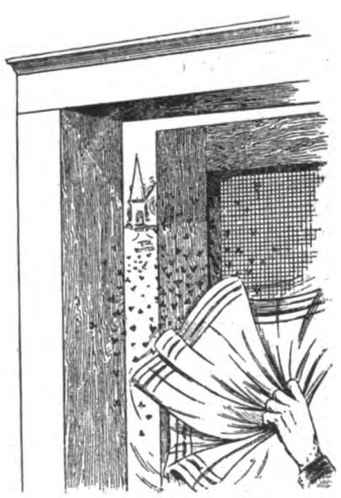
FLY SEASON NOW ON



MR. HARDWARE MAN
are you selling the

AMERICAN DOOR CATCH

A CATCH THAT LATCHES.
A LATCH THAT CATCHES.
A CATCH THAT CAN BE LOCKED.
THE GREATEST SELLER.
THE LOWEST PRICE.
THE LARGEST PROFIT.



THE BEST CATCH ON THE MARKET TODAY

Each catch packed complete with cardboard templet, screws, staple and hook for locking is sealed in a strong envelope; no extra parts needed on the American. When you buy an envelope you get it all.

One dozen envelopes in a neat, strong carton, swing back cover, and two-color display card.

SOLD BY ALL LEADING JOBBERS

DROP A POSTAL FOR SAMPLE CATCH MAILED FREE.

ATTACH IT TO A DOOR—
NOTE THE RESULT.

Manufactured by

Holds any door, right or left' flush or lapping; inside or outside; on cupboard doors, right or left side, on top or underneath shelf.

It keeps the dust out, keeps the flies away, stops rattling, prevents warping, and keeps the door closed.

AMERICAN HARDWARE MFG. CO.,
OTTAWA. ILLINOIS.

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HARDWARE MANUFACTURERS' RECORD.

Hardware manufacturers, the country over, are requested to contribute to this page. News of new factories or companies, changes, improvements, etc., will be gladly received, and promptly published.

New Incorporations, Etc.

Acton, Me.—John M. French Flexible Bit Company has been organized for the purpose of manufacturing and selling saddlery and all other kinds of Hardware, and in particular to manufacture the John M. French flexible bit, with $100,000 capital stock. The officers are: President, John H. Roberts of Acton; treasurer, Herbert McChase of Cambridge, Mass.

Austell, Ga.—The Austell Swing & Ladder Company, a new manufactory with ample capital, has commenced operations with a large force of hands. They are thoroughly equipped with modern machinery and appliances.

Bangor, Me.—N. H. Bragg Co. has been organized for the manufacture of Hardware. Capital stock, $100,000. President, C. F. Bragg; treasurer, F. E. Bragg, both of Bangor, Me.

Boston, Mass.—Union Tool Co. has been incorporated to manufacture wrenches, etc. Capital, $20,000. President, Wellington L. Haller, No. 310 Commercial Street, Boston; treasurer, Frank C. Allen, No. 100 Boylston Street, Boston; clerk, Joseph C. Hosher, No. 120 Liberty Street, New York.

Chicago, Ill.—Steel Products Company has been incorporated; capital, $2,500; manufacture cutlery; incorporators, Albert N. Eastman, Edward P. Eastman, Don E. Harris.

Detroit, Mich.—Crosby & Co. has been incorporated with a fully subscribed capital stock of $100,000 and will devote itself exclusively to the manufacture of "6-5-4 Stove Lufta," as its stove polish is named to the trade. The product is the only one of its kind known to the trade and consists of a paint which endures heat and shines without polishing. Charles F. Crosby of Detroit, A. Cunningham of Oakland, Cal., and George H. Hill of Worcester, Mass., hold all the capital stock. The company will erect a factory of its own and will start out with 50 hands. The business has for two years been in an experimental stage in Detroit.

Elmira, N. Y.—Fuhrman Hardware & Plumbing Co. has been incorporated. Objects, manufacturing Hardware and Hardware supplies; capital, $25,000. Incorporators: Harry K. Fuhrman, Burton Martin, W. W. Hervey, John C. Dyatt and Charles S. Garey, all of Elmira.

Freeport, Ill.—American Incubator Company has been incorporated; capital, $10,000; manufacture poultry implements. Incorporators, J. W. Miller, Oscar R. Zipf, S. C. Ridgway.

Hamilton, Ont.—The Smith Stacker and Feeder Company has been incorporated; capital, $40,000. It will manufacture agricultural implements, and carry on a general foundry business.

Hartford, Conn.—The Lovell Manufacturing Company has been incorporated to deal in wire, all kinds of chains, swivels, crossbars, doorknobs and all other articles of wire, iron and steel, appertaining to the Hardware, plumbing or steam fitting business. It is capitalized at $250,000 and the company proposes to commence with the full amount of stock subscribed. The incorporators are Albert K. Lovell, Herman Lanser, Frederick Schussler, Charles E. Graham and Pierrepont D. Foster.

Lockport, N. Y.—The Niagara File and Rasp Company has been incorporated to manufacture files, rasps, tools and machinery. The capital is $30,000, and the directors William G. Ayer and Clara L. Ayer, of Lockport, and Charles Ashton, of Niagara Falls.

Nashville, Tenn.—The Gray & Dudley Hardware Company has secured a large tract of land at the corner of Clifton Street and Charlotte Turnpike and will begin in the very near future the erection of a manufacturing plant of a character new in the South. The kind of goods manufactured will be principally Hardware staples and some of the cheaper grades of Builders' Hardware. Hammers and anvils will be manufactured besides a varied line of cast iron goods. Between twenty-five and 150 men will be employed at the plant from the start. It is stated that the company has a sufficient surplus on hand for the erection of the plant, and no new issue of stock will be made.

Newark, N. J.—The Paterson Handle Works has been incorporated; capital, $100,000. Incorporators: Joseph A. Hoage, Joseph C. Johnson and Harry R. De Mund.

Newark, N. J.—William Crabb & Company has been incorporated to manufacture and deal in wire goods. Capital, $200,000. Incorporators: Robert Crabb, Albert R. Crabb and George C. Haddow.

New York, N. Y.—Benjamin S. Alder Co. has been incorporated to manufacture Hardware, cutlery, etc.; capital, $20,000. Incorporators: Benjamin S. Alder, No. 1162 Pacific Street, Brooklyn; William W. Crowell, James Tongue, No. 37 Warren Street, New York.

North Amherst, Ohio.—The Keopke Nut & Bolt Co. has been incorporated. The concern now employs fifty men.

Pekin, Ill.—Phillips Brothers is a new concern organized for the manufacture of axe handles, shovel handles, rake handles and handles of all descriptions. They will also manufacture other wooden articles. They have employed fifteen men to start.

St. Paul, Minn.—The Metal Screen and Manufacturing Company has been incorporated. The capital stock is $50,000. Incorporators, Gen. M. D. Flower, George J. Grant, J. D. Roberts, W. T. Rich and others, all of St. Paul.

Syracuse, N. Y.—The G. & C. Manufacturing Company has been incorporated. The capital stock is $10,000 and the company will make Hardware specialties. The directors are M. C. Hammond, Charles E. De Good and W. W. Roe.

Trenton, N. J.—Romberger Nut Lock Co., No. 147 East State Street, has been incorporated to manufacture locks, bolts, fasteners, washers, rivets, etc.; capital, $100,000. Incorporators: L. E. McKain, James K. Neogley, Mark G. Hibbs, all of No. 147 East State Street, Trenton, N. J.

Chattanooga, Tenn.—Work has commenced in enlarging the building at the plant of the Harriman Hoe and Tool Company preparatory to putting in much additional machinery and increasing the output of hoes about 50 per cent. The working force will be increased by about 40 men when the additions are completed and with this the plant will gain the distinction of being the largest of its kind in America, if not in the world. It is the intention of the management to extend the trade of the concern to the Oriental markets, where it is said there is now a large demand for this class of goods.

Cleveland, Ohio.—The Cleveland Hardware Company will erect a new factory on the site of one torn down to make room for improvements. The factory will be at Lake and Belden Streets and will cost $28,000.

Council Bluffs, Iowa.—The Walker Manufacturing Co., which was destroyed by fire recently expect within a few weeks to have a new plant ready, fully equipped with new machinery. The concern are manufacturers of novelties, fence and implements.

Fremont, Ohio.—The Conway Stove Co. has decided to locate here. They will immediately begin the erection of their building, 800x70 feet, and will employ between 300 and 400 men.

Hamilton, Ohio.—The Hamilton Machine Tool Company, Charles F. Hilker, president, has purchased the entire plant of the Belmer Machine Tool Company, of Cincinnati. The plant, with its equipment, will be moved to Hamilton and combined with the present shops in Lindenwald.

Hartford, Conn.—The Hartford Machine Screw Co., recently purchased by the Standard Screw Co., of Detroit, has been reorganized. W. B. Pearson, E. B. Cadwell and Philip B. Gale, all of Detroit, and John W. Murrell, Joseph Lamman, D. S. Morrell and E. B. Dolliver, all of Worcester, Mass., were chosen directors. Officers are: President, W. B. Pearson; vice-president and general manager, Philip B. Gale; secretary, John W. Morrell; treasurer, Joseph W. Lamman.

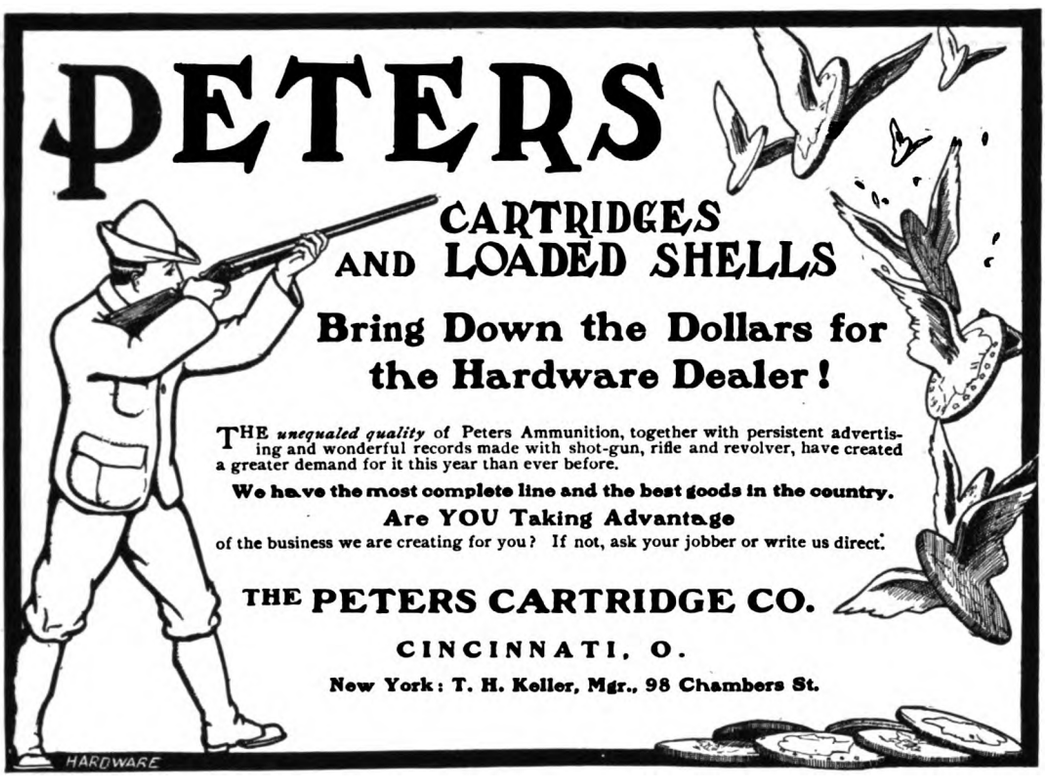
Walden, N. Y.—At a recent meeting of the stockholders of the Schrade Cutlery Co., it was voted to increase the capital stock from $25,000 to $45,000 and to increase their facilities to handle more business.

York City, Pa.—The Mt. Wolf Wire Cloth factory is completed and will be ready to begin work within a very short time. Several people have been placed at work installing the machinery, which is one of the latest improved pattern. About fifty persons will be employed in the factory.

PATENTS
procured promptly and with care in all countries Also trade marks and copyrights.
DAVIS & DAVIS
ATTORNEYS-AT-LAW.
WASHINGTON, D.C.
St. Paul Building, NEW YORK.

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PETERS



CARTRIDGES AND LOADED SHELLS

Bring Down the Dollars for the Hardware Dealer!

THE *unequaled quality* of Peters Ammunition, together with persistent advertising and wonderful records made with shot-gun, rifle and revolver, have created a greater demand for it this year than ever before.

We have the most complete line and the best goods in the country.

Are YOU Taking Advantage

of the business we are creating for you? If not, ask your jobber or write us direct.

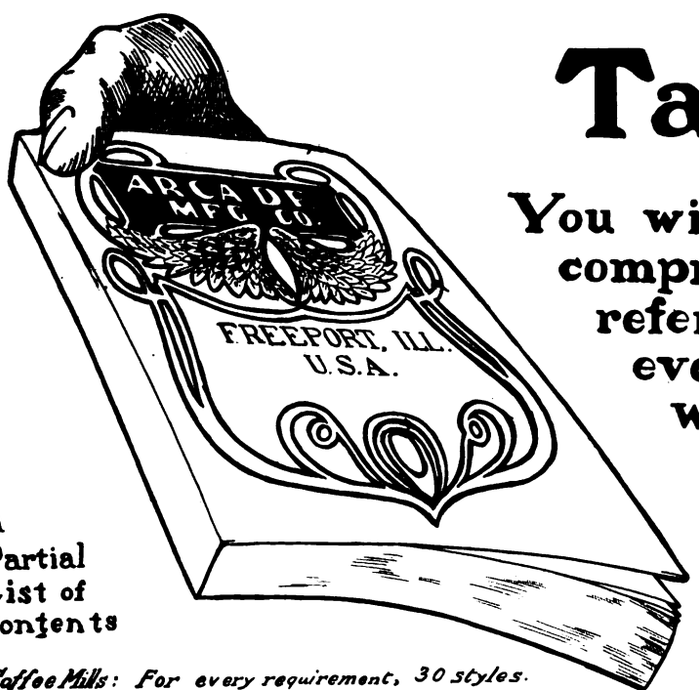
THE PETERS CARTRIDGE CO.

CINCINNATI, O.

New York: T. H. Keller, Mgr., 98 Chambers St.

HARDWARE

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You will find it the most comprehensive, compact reference catalog you ever received.

Within its 200 pages over 375 different styles and patterns of Arcade Goods are tersely described and fully illustrated – and every one of these articles is of interest to the Hardware Dealer.

ARCADE GOODS give consumers exceptional service at moderate prices and assure dealers quick sales and good profits.

Catalog and Prices Mailed on Request

ARCADE MFG. CO.

FREEPORT, ILL.

A Partial List of Contents

Coffee Mills: For every requirement, 30 styles.
Mop Heads: The famous Gem and 8 other patterns.
Cork Pullers: For home or bar. Medicine Cabinets.
Spice Cabinets, Knife and Salt Boxes. Horse Tooth Files.
Lemon Squeezers. Ice Picks and Shaves.
Hammers: Tack, Claw and Magnetic. Lamp Brackets.
Steak Pounders and Mincing Knives. Nut Crackers.
Cake Turners: All steel or wood handles. Spring Hinges.
Hand and Foot Power Grinders. Wire Stretchers.
Stove Pipe Dampers, Lid Lifters and Pokers.
Metal Toys of every description.

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BICYCLE AND SPORTING GOODS RECORD.

Bicycle manufacturers and dealers, the country over, are requested to contribute to this page. News of new stores, changes, improvements, etc., will be gladly received, and promptly published.

New Stores, Incorporations, Etc.

Boston, Mass.—Consolidated Rubber Tire Company has been incorporated, to deal in rubber tires; capital, $5,000. President, James A. Dodd, No. 39 Pierce Street, New York; treasurer, Frederick A. Seaman, Madison, N. J.; clerk, Stanley F. Hall, No. 11 Hawkins Street, Boston.

Branford, Conn.—Mr. Doherty has opened a shop on Main Street, where he will repair automobiles, bicycles, etc.

Buffalo, N. Y.—Eastern Gun Company has been incorporated; capital, $30,000. Directors: H. J. Hopkins, W. C. Paul, G. C. Pickhardt, Buffalo.

Chicago, Ill.—C. N. Michels Company has been incorporated; capital, $30,000; Hardware, machinery, automobiles, electrical supplies. Incorporators, Christian N. Michels, Joseph R. Oliver, William C. Wieland.

Chicago, Ill.—Morgan & Wright will remove from Chicago to Detroit, and have placed contracts for the erection of the eight buildings that will comprise the Detroit plant. Morgan & Wright have filed articles of incorporation under the laws of Michigan. The capitalization is placed at $1,500,000, divided into 15,000 shares of $100 par value each. The amount of capital stock subscribed is $750,000. The stockholders are as follows: Charles H. Dale, Larchmont, N. Y.; Charles T. Butler, Chicago; Charles A. Hunter, New Durham, N. J.; Ernest Hopkinson, East Orange, N. J.; Herbert Bowen, Detroit.

Chicopee, Mass.—A. G. Spaulding & Bros. Manufacturing Company has been incorporated (athletic goods); capital, $100,000. President, William T. Brown; treasurer, Horace Brown; director, J. W. Curtiss.

Moundsville, W. Va.—The Three Barrel Gun Company has been incorporated with a capital of $50,000, to manufacture guns and firearms. The incorporators are all local men, namely, M. N. Cecil, C. A. House, John B. Garden, C. W. Welty and D. O. Smith. The purpose of the company is to take over the Hollenbeck Gun Company, whose plant is now in operation in the Mound city. It is the intention of the new company to continue to manufacture the same products that are now being manufactured and the only changes that will be made will be in the policy of the company and the directorship. The plant is equipped with the finest machinery and is far more valuable than the amount of incorporation of the new company. The product that they manufacture is a three barreled gun, two shot and one ball.

New York, N. Y.—Post Manufacturing Company has been incorporated (tire protectors); capital, $50,000. Directors: T. W. Post, New York; T. L. Thomas, Germantown, Penn., and R. F. Murray, Plainfield, N. J.

New York, N. Y.—William F. Mayo Co. has been incorporated (rubber goods). Capital, $5,000, and directors: G. H. Mayo, W. H. Mayo, Boston; J. H. Kirkland, New York.

Owensboro, Ky.—Albert Guenther has opened a new bicycle store.

Changes.

Lawrence, Mass.—Berry Bros., bicycle dealers, have purchased the stock and good will of the Higgins Bicycle Company of 307 Common Street. Berry Bros. for the past eight years have been engaged in the bicycle business in this city. James D. Berry, Jr., manager for the firm, is one of the old long distance riders and is well known by all the riders and racing men of this city.

Lawrence, Mass.—L. J. Tepper has removed his bicycle business from his former location to 308 Common Street.

Seneca Falls, N. Y.—Elmer C. Davis, who conducts a bicycle repair shop in Fall Street, has purchased the vacant lot adjoining his present quarters on the East and will erect thereon a handsome building. This building will be three stories on the Water Street side and two on the Fall Street side, each story having a floor space of 32 by 42 feet. The lower floor, on Water Street, will be fitted up as a machine shop, being equipped with all the latest machinery for the repairs of bicycles and automobiles; the second or main floor is an automobile garage and salesroom for all kinds of sporting goods and supplies for automobiles and bicycles.

Embarrassments.

Rochester, N. Y.—Frank H. Smith, a wholesale dealer in gloves, bicycles and sporting goods, has filed a petition of voluntary bankruptcy. Liabilities, $3,170.73, and his assets are $1,207.28.

Miscellaneous.

In 1904 Belgium imported 5,417 bicycles, valued at $75,600, of which but 172 came from America, Germany supplying the lion's share—3,784. The year before this country sent into Belgium 107 machines to Germany's 2,678. The Belgium import of cycle parts and accessories in 1904 attained a value of $213,910, as against $181,720 the year previous. America's share was, respectively, $11,010 and $14,260—a shrinkage—while Germany's jumped from $72,000 to $104,000, and England's from $65,700 to $67,700.

Springfield, Mass.—At the recent annual meeting of the Standard Fishing Rod Company, the following officers were elected: President, Frank E. Stacy, of this city; vice-president, Joseph G. Hastings, of Warren; treasurer, John M. Newell, of this city; secretary, W. S. T. Fitz, of West Brookfield. The company is doing a much larger business than last year and is in an excellent condition financially.

Wilkes Barre, Pa.—The list of casualties every Fourth of July, due to explosion of toy cannons or severe powder burns which they cause, has inspired Professor William Stoddard Franklin, head of the Physics Department at Lehigh University, to invent a toy cannon, which, while it makes a report and a flash, will neither explode or burn and will shoot nothing more harmful than a cork. The harmless cannon is operated on the principle of the gas engine, an electric spark ignites the gas and air, causing a loud explosion, hurls the cork shell and emits a flame which is of such a low temperature that it does not even scorch tissue paper. Professor Franklin says also that the cost of 5,000 shots is not more than five cents.

MANUFACTURERS' RECORD.

(Continued.)

Changes.

Los Angeles, Cal.—The Union Hardware and Metal Co. will erect a new warehouse on First Street to be 233x316 feet. This building will be equipped with electric elevators and carriers, and an immense traveling crane for handling heavy material. The entire building will be occupied by the firm and will enable them to group their various departments, which at present are conducted in different localities. The business offices and sample rooms will be an important feature of the new building.

Mannington, W. Va.—The Mannington Forged Tool Co., which was organized last month with a capital stock of $25,000, has purchased the plant known as the New Eggendinger Tool Co.

New Castle, Pa.—A $75,000 bond issue has been authorized by the directors of the New Castle Forge and Bolt Co. to provide funds for enlarging the plant. The plant employs 300 men and this number will be increased to 450.

New York, N. Y.—The Prentiss Tool & Supply Co., of 115 Liberty Street, has just opened an additional branch, which will be located in Syracuse, N. Y. A suite of offices has been engaged at 535 University Block, and the branch will be in charge of L. H. Stone, who was connected with the Buffalo office of the company. The latter office will continue in charge of Mr. Crane.

Steubenville, Ohio.—A deal has been closed whereby the Jewett Stamping and Enamel Co., of Jewett, Ohio, becomes the property of a company composed exclusively of Bellaire capital, with William Landkrohn at the head. It is understood the new company will continue to operate the plant on the same basis as heretofore and will manufacture an exclusive line of enamelware.

Trenton, N. J.—The Standard Screw Co. has increased its capital stock from $1,500,000 to $4,500,000. Albert W. Gifford is president and George Thrall secretary of the company.

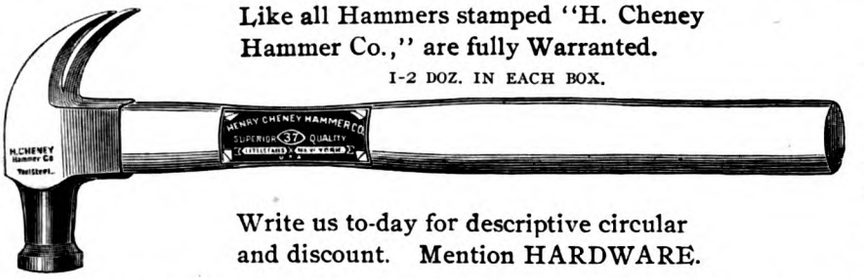
Worcester, Mass.—The Eddy Manufacturing Co., manufacturers of razors and razor strops, has leased two large rooms adjoining those already occupied by the company. As soon as new machinery and apparatus have been installed the company will have nearly double its present capacity.

Greenville, Ohio.—The Royal Stove and Range Co. has increased its capital stock from $50,000 to $100,000. John H. Morton is the president.

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CHENEY BELL FACE HAMMERS

A little higher in price than ordinary hammers but of extraordinary quality — every one of them.



Like all Hammers stamped "H. Cheney Hammer Co.," are fully Warranted.

1-2 DOZ. IN EACH BOX.

Write us to-day for descriptive circular and discount. Mention HARDWARE.

If you are looking for the best in hammers, made of "Crucible Cast Steel," you can ill afford not to investigate ours.

The HENRY CHENEY HAMMER CO., Little Falls, N.Y., U.S.A.

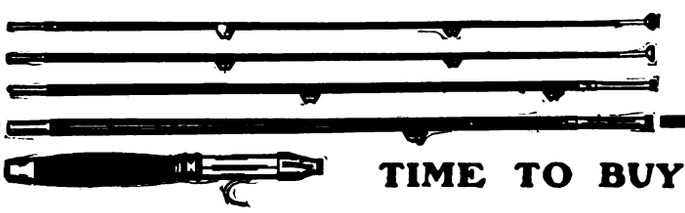
Polygon Conductor Pipes Won't Burst.

The twist in the corrugation checks the sudden fall or ice and water, thus protecting the joints. It stands hard knocks because it is corrugated. Again, it is much handsomer than plain pipe. Made in copper and galvanized iron.

Catalogue and information free.

Address Dept. H,

THE
American Steel Roofing Co.
Middletown, O.



TIME TO BUY
FISHING TACKLE

is right now. We are manufacturers and know the kinds used in different parts of the country—we can help the Dealer in deciding on the right goods for his trade, and furthermore we can save the dealer money.

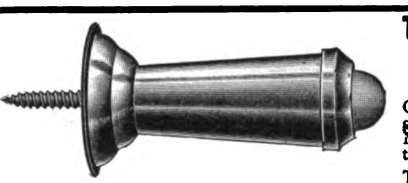
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CLARK HORROCKS CO., Utica, N. Y.



BOX STRAPPING OF ALL KINDS

BOX CORNER FASTENERS, SEALS, ETC.
WRITE FOR SAMPLES, CATALOG AND DISCOUNTS.
STANDARD METAL STRAP CO., 336-342 E. 38 St., New York



The Champion Metallic Base Knobs NEVER BREAK

(TRADE MARK)

Can be screwed into hardwood without injury. Ingeniously constructed rubber button easily replaced. Made in either Steel, Brass or Bronze and all Finishes to match other hardware. Manufactured only by

THE CHAMPION SAFETY LOCK CO., Geneva, O.

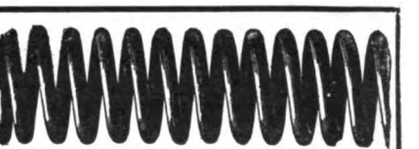
ELEVATORS & DUMB WAITERS

We make a specialty of manufacturing them. Also appliances for same.

O'NEILL ELEVATOR CO. 628 Cherry Street, Philadelphia Pa.

We make a specialty of making to order only, a superior quality of **Cast Steel Wire Springs**, either for extension or compression.

These Springs are all **oil tempered** and are made of an extra quality of wire drawn specially for our own use, of the same grade of stock as we use for the Springs that we put in our Spring Scales



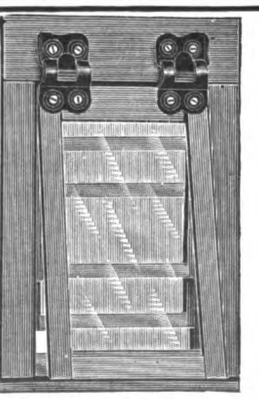


JOHN CHATILLON & SONS,
85 to 93 Cliff St. & No. 13 Jacob St.,
Established 1835, NEW YORK CITY.

THE SCHWERDTLE STAMP CO.,
Stencils, Burning Brands, Steel Stamps and Dies, Seals, Machinery Plates, Checks.
BRIDGEPORT, CONN.



Your letters, documents or memoranda until you wish to release them. It can be used over and over. A single movement fastens. **Sample Package Free.**
Box of 100, 15 cents.
CUSHMAN & DENISON MFG. CO.
40-2 West 23rd Street, N. Y.



FULL-LENGTH WINDOW SCREENS

keep out all the flies and protect the windows. Screens attached with

GOSSETT'S Detachable Suspension HINGES

are easily put up or removed—no tools or ladder necessary. Write for free sample pair. Sold by hardware and lumber dealers.

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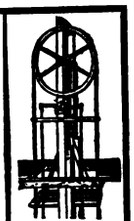
F. D. KEES,
BEATRICE. NEBRASKA

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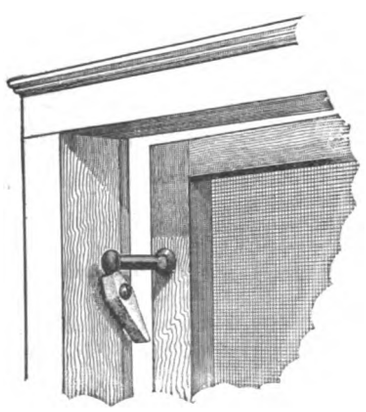
BUFFALO
WIRE WORKS CO.
FORMERLY SCHEELER'S SONS
WIRE CLOTH
WIRE GOODS
Artistic Metal Works.
SEND FOR CATALOGUE.
BUFFALO, N.Y.
U.S.A.

Robert Murray.
24 Duane St.,
New York City.
General Hardware
Agent for Atlantic Screw Works.
Wood Screws of Every Description.
Agent for Maynard's Socket Shovels.

Improved Quick and Easy Rising Steam, Electric and Hand Power
ELEVATORS
Send for Circulars.
Kimball Bros. Co.,
1013 Ninth St., Council Bluffs, Ia.
KIMBALL ELEVATOR CO., 120 Cedar St., New York.
39 Vincent St., Cleveland, O.



Dime Screen Door Check



Address
CALDWELL MFG. CO.
10 Jones St., Rochester, N. Y.

Hardwaremen's Exchange

Notices of **HELP WANTED** *or* **SITUATIONS WANTED** *will be inserted in this column, for subscribers, free of charge. Should not exceed four lines. Notices of* **SIDE LINE OFFERED, SIDE LINE WANTED** *and* **ALL OTHER NOTICES,** *two cents per word. No ad. received less than three lines.*

Wanted.

SPECIALTY SALESMEN to sell splendid specialty—a cherry seeder; best and also the cheapest on the market; model can be carried in vest pocket; easy to sell; liberal commission; good money for the right parties; write to-day for particulars. E. L. Arnott, Greenfield, Ohio.

WANTED—Salesman experienced in selling small wood handles and spools. None but those familiar with the trade wanted. Address, "C. H. M.," care HARDWARE.

WANTED—To buy patents of articles made of Sheet Metal. Address "Sheet Metal," 115 Third Street, Middletown, Ohio.

Situation Wanted.

A TRAVELING SALESMAN. Now employed; 15 years successful; experience in selling Hardware specialties to jobbers; would consider desirable change in similar capacity. Address, "Salony," care Hardware Publishing Co., New York City.

Business Opportunities.

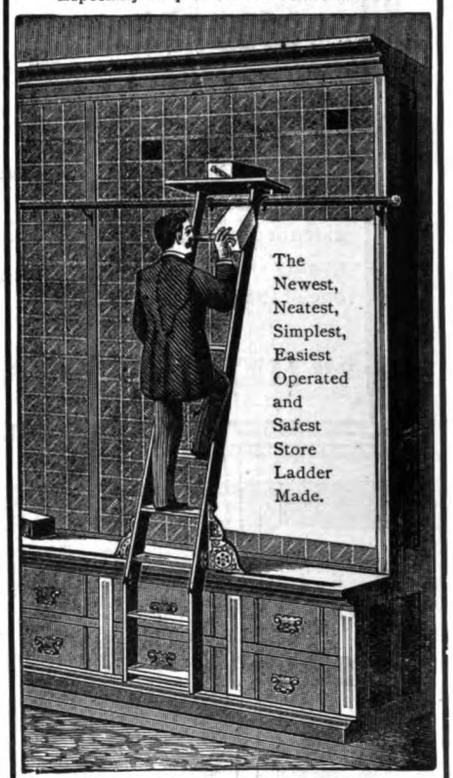
BUSINESS OPPORTUNITIES.—Anyone desiring to go into the Hardware business can learn of one of the best openings in a New England town of 30,000 by writing to the address below. Only those meaning business need answer. Address, William Hicks, care "HARDWARE."

Side Line Offered.

SALESMAN to carry a good side line that will pay traveling expenses. Sells to house furnishing, general, and hardware stores. Pocket model free. Season now on. Novelty Mfg. Co., Ottawa, Ill.

A GOOD SIDE LINE—Housefurnishing specialties to Retail Trade. The A. J. Phillips Co., Fenton, Mich.

The **BICYCLE STEP LADDER.**
Especially adapted for Hardware Stores.



Ask about the new **noiseless** track.
Highest award World's Fair.
WRITE US.
THE BICYCLE STEP LADDER CO.,
65 Randolph St., CHICAGO, ILL.

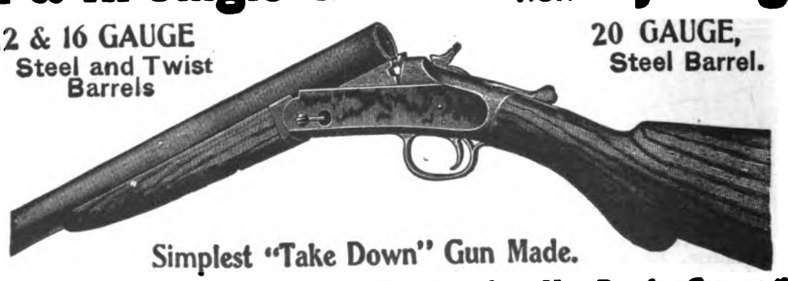
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STENCILS-BURNING BRANDS
STEEL STAMPS & DIES
SEALS-MACH. PLATES-CHECKS
BRIDGEPORT, CONN.



SCHOFIELD'S ECONOMY OVEN
For Gas and Gasoline Stoves having only ¼ the space to be heated, saves ¾ THE COST OF BAKING; no one using a Gas or Gasoline Stove can afford to do without it; *Guaranteed to Bake Perfectly*, top and bottom alike. Packed one dozen in a case. Shipping weight, 100 lbs. per case. SCHOFIELD & CO'S. Mfrs., Freeport, Ill

THE SCHWERDTLE STAMP CO.,
MANUFACTURERS
Notary, Lodge and Corporation Seals.
Send for Catalogue. BRIDGEPORT, CONN.

H. & R. Single Gun AUTOMATIC AND NON- Ejecting.
12 & 16 GAUGE
Steel and Twist Barrels
20 GAUGE,
Steel Barrel.



Simplest "Take Down" Gun Made.
Superior in Design, Workmanship and Finish, and the Most Popular Gun on the Market.
HARRINGTON & RICHARDSON ARMS CO.,
Also makers of H. & R. Revolvers.
Catalog on Request. WORCESTER, MASS.

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A Message from The President of the Pike Mfg. Co.

Pike, New Hampshire

to the Retail Merchant

Mr. Retail Merchant:

I have spent the greater part of the three score years of my life in developing the sharpening stone business, ever having in mind the need of our friends, the retail merchants. Pike's Assorted Oilstone and Scythestone Boxes are the development of an idea of my own. They are conveniently and attractively arranged, and the goods well displayed. They enable the dealer to have an assortment of guaranteed sharpening stones in compact form; to save time in making sales; to better be able to induce sales on sharpening stones; in fact it is not hard for the wide awake merchant to comprehend the many advantages of buying and offering for sale sharpening stones in these assortments.



Oilstone Box No. 1 19x13x10½" Weight 90 lbs.



Scythestone Box No. A 13½ x 11½ x 10¾" Weight 70 lbs.

Oilstone Box No. 1 contains 79 salable sharpening stones, which list at $34.20. Merchants' price is $20.00. Notice the display tray.

Scythestone Box No. A contains 80 salable scythestones, which list at $12.20. Merchants' price is $6.00.

These Assortments leave the merchant a handsome profit. May I ask you to give this matter your consideration.

E. B. Pike

P. S.--We guarantee the sale of these assortments.

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GALVANIZED NAILS

Keystone Brand

The only properly galvanized Nails on the market

We guarantee our nails to be galvanized by the Hot Process with pure Spelter (zinc) and cooled by a patented method without submerging in water, therefore the nails are not made brittle and the strength is not affected.

Absolutely Smooth
Every Nail Perfect

We have the largest plant in the United States producing galvanized nails, our capacity being 300 kegs per day.

Prompt Shipments
Lowest Prices

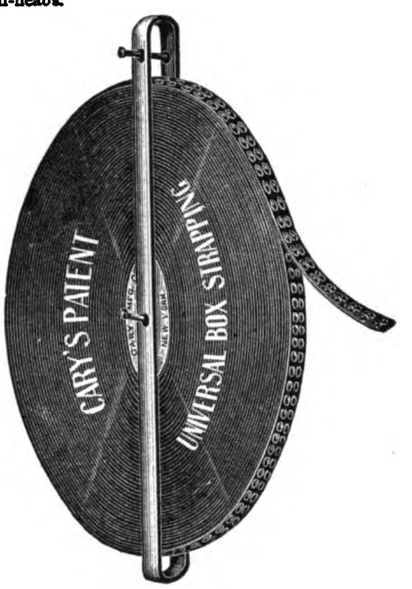
Write for samples and prices

Made only by

Keystone Nail Co., Inc.
Philadelphia, Pa.

CARY'S UNIVERSAL BOX STRAP

A continuous Metal Strap with a series of raised bosses along edges to strengthen it and to protect nail-heads.



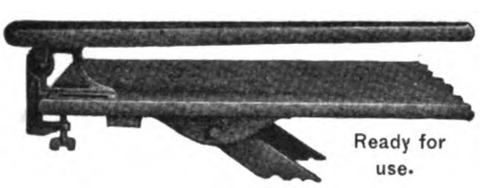
Put up in coils 300 feet each.
Patent Metal Reel Frame with each coil.
Straps made in four widths: ½, ⅝, ¾ and 1 inch.
Patented in all countries.

CARY MFG. CO.,
19 & 21 Roosevelt Street, New York.
Cable Address: CARLEIO

AUXILIARY IRONING BOARD



Turned back out of way.



Ready for use.

A Money Maker

USED THE YEAR 'ROUND - USED THE WORLD 'ROUND

A most substantial and satisfactory auxiliary to table or regular ironing board for ironing sleeves, shirt waists, etc. The turn-back feature is its great convenience. None other has it. Always in place. Never in the way.
It is not a cheaply-constructed article, but one built for every-day use and for universal satisfaction.

We have further information we will be glad to give you.
Better write for it.

W. H. GLENNY AND COMPANY, SPECIALTY MFG. DEPT.

ROCHESTER, N. Y., U. S. A.

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PRICES CURRENT

The prices in this Prices Current are intended for the Hardware trade only, and for such quantities as are usually purchased by retail dealers. They are carefully revised and represent quotations at which purchases can be made. Very small quantities, and broken packages, frequently make higher prices necessary.

Subscribers are requested to notify us of any discrepancies, as we desire to make this department of our paper worthy of their constant attention.

The list prices, from which discounts are given, will always be furnished the dealer upon request, by the manufacturer quoted.

Ammunition

CAPS—PERCUSSION—

Eley's E. B.....60c
G. D.....per M 34@35c
F. L.....per M 40@45c
G. E.....per M 50@52c
Musket.....per M 62@63c

PRIMERS—

Berdan Primers $2.00 per M.....20&5%
B.L. Caps (Sturtevant Shells) $2.00 per M.....20%
All other Primers per M. $1.52 to $1.60.

CARTRIDGES—

Blank Cartridges:
22 C. F., $5.50.....10&5%
38 C. F., $7.00.....10&5%
22 cal., Rim, $1.50.....10&5%
32 cal., Rim, $2.75.....10&5%
B. B. Caps. Can. Ball, swgd.....$1.90
B. B. Caps, Round Ball.....$1.49
Cent. Fire.....25%
Target and Sporting Rifle.....15&5%
Primed Shells and Bullets.....15&10%
Rim Fire Sporting.....50%
Rim Fire Military.....15&5%

SHELLS, EMPTY—

Brass Shells:
First quality, all gauges.....60&5%
Climax, Club, Rival, 10 and 12 gge..55&5%
Paper Shells:
Acme, Ideal, Leader, New Rapid, Magic, 10, 12, 16 and 20 gauge.....25&5%
Blue Rival, New Climax, Challenge, Monarch, Defiance, New Victor, Repeater, Yellow Rival, 10, 12, 16 and 20 gauge.....20%
Climax, Union, League, New Rival, 10 and 12 gauge.....25%
Climax, Union, League, New Rival, 14, 16 and 20 gauge ($7.50 list).....20.
Expert, Metal lined, and Pigeon, 10, 12, 16 and 20 gauge.....33⅓&5%

SHELLS, LOADED—

Black Powder.....40%
Smokeless Powder, medium grade....40&5%
Smokeless Powder, high grade....40&10&10

SHOT—

Drop, up to B 25 lb bag.....$1.65
Drop, B and larger, per 25 lb bag.....1.90
Buck, 25 lb bag.....1.90
Chilled, 25 lb bag.....1.90
Dust Shot, 25 lb bag.....2.25

GUN WADS—℔ 1000—

B E., 11 up.....$ 60
B. E., 9 and 10.....70
B. E., 8.....80
B. E., 7.....80
P. E., 11 up.....1.00 } 15%
P. E., 9 and 10.....1.25
P. E., 8.....1.50
P. E., 7.....1.50
Ely's B. E., 11 and larger.....$1.70@$175
Ely's P. E., 12 to 20.....$.00@$3.25

Animal Pokes

Iowa Farming Tools. ℔ doz.
Hawkeye.....$3.25
Western.....4.00

Anti-Rattlers

Fernald, Quick Shift, ℔ doz. pair, net..$2.00
Burton's, ℔ doz. pair, Nos. 2 and 5.....50c
Per doz. pair, No. 1.....75c
Per doz. pair, No. 4.....1.00
Kohler's: ℔ Gro.
Daisy, No. 4.....Net. $5.00
Perfect, No. 2.....Net. 7.20
Bolt Holder, No. 1.....Net. 9.00

Anvils

American "Horse-Shoe".....9¼c
Arm and Hammer.....8½@8¾c
Eagle Anvils, ℔ lb, net.....7½@8c
Peter Wright's.....10½c
Trenton.....9 to9½c
Columbian, all steel, ℔ lb, net.....9c

ANVIL AND VISE COMBINED—

Millers Falls (with drill).....$18.00, 15&10%

Augers and Auger Bits

Boring Machine Snells.....70%
Com. Auger Bits.....75@75&10%
Forstner Pat. Bits.....25%
Ford Auger Bit Co:
Auger Bits.....
Car Bits.....
Machine Bits..... } 40@40&5%
C. E. Jennings & Co.:
D'ble Spur pattern car, No. 30..40&7½&10%
Nobles Double Spur, No. 32.....55&10%
No. 10, Extension Lip.....25&10%
Car Bits, No. 10.....25&10%
Car Bits, No. 30.....40&7½&10%
Ring Augers.....66⅔&10%
Jennings' Pattern.....60&10%@70%
Snell's Auger and Car Bits.....60%
Extra.....60%
No. 1.....60&10%
Russell Jennings' Augers and Bits.....25&10&2½%

HOLLOW AUGERS—

Ames.....25&10%
Bonney's Adjustable.....$9.00&10.00
Hibbard's Adjustable.....Net prices
Ives.....25&10%
Millers Falls, Goodell.....15&7½&10%
Universal, each $4.50.....25%

EXPANSIVE BITS—

C. E. Jennings & Co.....33⅓&10%
Clark's small, $18.....55&10%
Clark's large, $26.....55&10%
Ives' Model, ℔ doz. $60.....50%

DOUBLE CUT GIMLET BITS—

Common, net.....$3.00@$3.25
German Pattern, net.....$4.50@4.75
Mayhew's Diamond ℔ doz. $1.25.....40%
C. E. Jennings & Co.....45&10%
Laddis.....60&10%
Mayhew's.....40&10%
Snell's Bell Hangers.....60%&5%

TWIST DRILLS—

Bit Stock.....60&10@60, 10&10
Taper and Straight Shank...60&10@60, 10&5

SHIP AUGERS AND BITS—

Ford Auger Bit Co.....40%
L'Hommedieu's.....15&10%
Snell's.....40%
Watrous'.....35&5&10%

Awl and Auger Handles

See Handles

Awls

Per Gro.
Handled Brad.....$2.75@3.00
Handled Scratched.....$3.50@4.00
Patent Peg.....$31@34c
Sewing, Com.....88@$1.00
Shouldered Peg.....65@70c
Shouldered Brad.....50%
Socket Scratch ℔ doz.....$1.00
Stanley Rule and Level Handled Brad.....45%

Awl and Tool Sets

Aiken's Awls and Tools:
No. 10, ℔ doz. $7.50; No. 20, ℔ Doz. $10.....60%
Brad Sets:
No. 42, $10.50; No. 43, $12.50.....70%
Fray's Adj. Tool Hdls, Nos. 1, $12; 2, $18; 3, $12; 4, $9; 5, $7.....50%
Ice Awls.....55%
Miller's Falls Adj. Tool Holders:
Nos. 1, $12; 2, $12; 4, $12; 5, $18....15&10%
C. E. Jennings & Co's. Adj. Tool Hdls..33⅓%
Rollis Hdw. Co., Adj. Tool Holders, No. 1, $18.....30%

Axes

First quality, best brands.....$6.50to9.75
Ice, Bradley's.....30%
Bradley's wide bit, net.....$10.50
Long Island, net.....$9.25

HATCHETS—

Hunt's, Underhill's, Blood's or Plumb's:
Shingling, etc.....33⅓&5
Broad and Bbl.....33⅓%
Boy's Axes.....33⅓&5
D Simmons & Co.:
Broad..... }
Shingling and claw..... } 50&5%
Lath, Hunters', etc..... }
Picks and Mattocks.....50%
Peck Edge Tool Co.:
Hatchets, shingling, etc.....33⅓&5
Broad and Bb'l.....33⅓
Boy's Axes and Hatchets.....33⅓&5

Axle Grease

Dixon's "Everlasting" Graphite:
1 lb cans (36 in case).....15 ea.
2 " " " " .....25 "
10 " firkins (6 in case).....$1.20 "
25 " " ..... 2.75 "
50 " kegs..... 5.00 "
100 " " ..... 9.00 "
200 " half bbls..... } 8½lb
375-400 lb " ..... }

Balances, Spring

Chatillon's:
Light, class A.....40&10%
Circular Balances, class C.....50%
Ice Balances, class B.....50%
Straight Balances, Class A1 and A2...40%
Class D. E. F.....30%
Class G.....20%

Balances, Sash

Caldwell's.....50%
Pullman's.....50&10%60

Beef Shavers

Enterprise:
Japanned, each, $8.00.....25@30%
Tinned, each, $10.50.....25@30%

Bells

HAND—

Hand Bells, polished brass.....60@60&10%
Pure bell metal.....60%
Silver chime.....33⅓@35%
White metal.....60%

DOOR—

Trip, Gem.....50&10%
Gong, Abbe's.....45%
Gong, Yankee.....55%
New Departure:
Rotary.....50@10%
Push.....50%

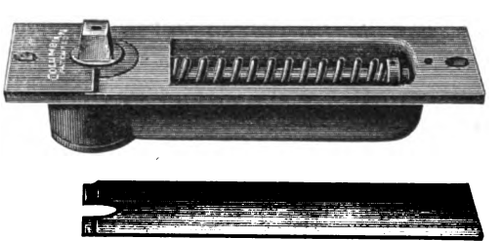
Little drops of water,
Little grains of sand;
Spoil your floor spring hinges,
And cost to beat the band.

MORE TRUTH THAN POETRY

If you want a dust and rust proof floor spring hinge buy the Columbian. Parts are few and accurately fitted, works easily, ball bearing you know, springs are strong and tension adjustable, just deep enough for a double floor and compact as it may be without sacrificing efficiency.

Your jobber can tell you at closer range about its serviceability, long life and other points of excellence, but prepare for him by sending for our Builders' Hardware Catalog No. 12 with prices and full information.

Better drop a postal today.



The Columbian Hardware Co.

Cleveland, Ohio, U. S. A.

New York—Chicago—San Francisco—London

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COW—
Common wrought ..... 75%@75&10%
Kentucky ..... 70@70&10%
Kentucky, Sargent's list 70%
Texas Star 50%
Western, Sargent's list ..... 70@70&10%

Bellows
Blacksmiths' ..... 65&10@70%
Hand ..... 25&10%
Moulders' ..... 25&10%

Belting Rubber
Boston Belting Co:
"Boston" 50%
"Imperial," seamless stitched 45%
Niagara 60%
New Jersey Car Spring & Rubber Co:
Extra Para ..... 40&10%
Reliable ..... 50&10%
Staple ..... 60&10%

Bench Stops
Morrill's No. 1, $10.00 per doz.; No. 2, $12.50 ..... 50%
Seymour Smith & Sons ..... 25&10%
Miller's Falls ..... 15&10%
Weston's 40

Binder Twine
	Per Pound
Sisal	10c
Standard	10c
Standard Manila	11c
Manila	12c
Pure Manila	13c

Bit Holders.
Angular 45%
Extension:
Barber's, ₱ doz. $15.00 ..... 45@50%
Ives' ₱ doz. $20.00 ..... 60&10%

Blind Adjusters
Columbian 33⅓%
Domestic, ₱ doz. $3.00 ..... 33⅓%
Excelsior, ₱ doz. $10.00 ..... 50&10&2%
North's 10%
Zimmerman's 50%

Blind Fastenings and Tenons
Security Gravity, ₱ gr $9.00
Zimmerman's 50%

Blocks, Tackle
Eddy's ..... 50&10@60%
Hartz' Steel ..... 40&10@50&5%
Iron Strapped, Japanned Sheaves ..... 70&10%
Iron Strapped, Lig Vitae Sheaves 60%
Rope Strapped, Japanned Sheaves ..... 65&10%
L. V. Sheaves 40%
Lanes:
Junior, Self Sustaining 30%
Pat. Automatic 30%
Perfect Safety 30%
Stowell, Novelty Block ..... 50&10%

Bolts
DOOR AND SHUTTER—
Cast Iron Barrel, Square, &c ..... 60&10%
Cast Iron Chain ..... 60&10%
Cast Iron Shutter Bolts ..... 60&10%
Ives' Patent Door Bolts 60%
Wrought Barrel ..... 80@80&10%
Wrought Barrel Bolts, Griffin's ..... 75&10%
Wrought Square ..... 70@70&10%
Wrt Shutter, St'nrd list ..... 50&10%@50&10&5%
Wrought Spring, Sargent's ..... 70&10@75%
CARRIAGE, MACHINE, &C.—
Common carriage (cut thread), ⅝x6 and smaller ..... 75&2½%
Larger and longer 70%
Phila. Eagle, $3.00 list May 24, '99 ..... 80&10%
Bolt ends, list Feb. 14, '95 ..... 70&5%
Bolt ends, with C and T nuts ..... 65&10%
Machine, ¼x4 and smaller ..... 75&5%
Machine, larger and longer ..... 70&5%
TIRE—
American Screw Co:
Bay State, plain, list Dec. 28, '99 ..... 72½%
Bay State, fluted 72½%
Eagle Phila 82½%
Norway, Phila 80%
Common ..... 72½@72½&10%
Norway, Phila 80%
Portchester, Norway 80%
Phila 80%
STOVE AND PLOW—
Plow ..... 70&10@70&10&5%
Stove ..... 80@80&10%
MISCELLANEOUS—
Sink 80%

Bone Mills
Enterprise ..... 25@30%
Stearns 40%

Borers, Tap
Enterprise ..... 20@25%
	Each	$1.25,	$1.65,	$2.50
Nos		1	2	3

C. E. Jennings & Co.:
No. 6 ..... 30&10%
No. 10 ..... 25&10%
Common ring ..... 20&10%
Ives ..... 25&10%

Boring Machines
WITHOUT AUGERS—
	Upright.	Angular.
Jennings'		35&5&10%
Miller's Falls	$7.50,	15&19%
Snell's, Rice's Pat	$2.50,	$2.75

Ajax 40%
Phillips ..... $4.00 net

Bow Pins
Hotchkiss ..... 60&10%

Boxes, Mail
Heller's ..... 40&5%

Box Hooks
Humason & Beckley's ..... 60&10&10%

Box Openers
Humason's ..... ₱ doz. net $5.00
Bemis & Call's 65%

Box Scrapers
Bradley's 20%

Box Strapping
Cary Mfg. Co's., in case lots:
"Universal" ..... 20&10&10&10
Standard Metal Strap Co's.:
Eclipse ..... 20&10&10&5%

Braces
Barbers' ..... 50&10&10@60&10%
Barbers' Ratchet ..... 60@60&10%
Common Ball American ..... 60@60&10%
Ives':
Barbers' ..... 60&5%
Barbers' Ratchet ..... 60@60&10%
New Haven Novelty 70%
New Haven Ratchet ..... 60&10%
Spofford ..... 60&5%
C. E. Jennings & Co.:
No. 108@114½ ..... 50&5&10%
No. 208½@214½ ..... 50&5&10%
Lancasser Mach. & Knife Works 50%
Gen. Spofford's 60%

Brackets
Griffin's Folding ..... 70&10%
Griffin's Pressed Steel 80%
Bradley's Patent, full cases ..... 80&10&10%
Bradley's, in broken cases ..... 80&10%

Bracket Saw Frames
Miller's Falls Co ..... 25&10%

Bracket Sets
Miller's Falls Co ..... 33⅓&10%

Bright Wire Goods
Standard list, June 24, 1903 ..... 90&10&10@90&10&10%&5%

Bull Rings
Humason, Beckley & Co's 80%
Rea's 2½ in. net, ₱ doz $1.50
Sargent's 80%
Seymour Smith & Sons 60%

Bull Punches
Humason & Beckley's, ₱ doz. net $3.05

Butchers' Cleavers
Bradley's 40%
Foster Bros., flat heads 30%
Foster Bros., round heads 30%
Lancaster Mach. & Knife Works ..... 33⅓&10%
L. & I. J. White 30%
Plumb's 33⅓%

Butcher Knives
See Knives.

Butchers' Saw Blades
Miller's Falls Co., Star ..... 15@15&10%
C. E. Jennings & Co ..... 30&10%

Butter and Cheese Triers
Ordinary Black Handle 25%
Humason & Beckley's 40%

Butt and Rabbet Gauges
Stanley's ..... 25&10%

Butts
BRASS—
Wrought Brass, list September, 1898 ..... 30%
CAST IRON—
Fast Joint, broad ..... 40&10@50%
Fast Joint, narrow ..... 40&10@50%
Loose Jo'nt ..... 70&10@75%
Loose Joint, Japanned ..... 70&10@75%
Loose Joint, Jap. with Acorns ..... 70&10@75%
Loose Pin ..... 70&10@75%
Mayer's Hinges ..... 70&10@75%
Parliament Butts ..... 70&10@75%
WROUGHT STEEL—
Table and back flaps 75%
Narrow and broad 75%
Inside Blind 75%
Loose Pin 75%
Loose Pin, Ball and Steeple Tip 85%
Japanned, Ball Tip Butts ..... 79&10%
Bronzed Wrt. Nar. and Inside Blind Butts ..... 55&10%
} Ex 10%@10&10%

Calipers
Bemis & Call:
Wing 60%
Double 65%
Inside and outside 65%
Straight leg 65%
Call's Pattern, inside 55%

Can Openers
American ..... ₱ gross, $1.75@$2.00
Goodell's Acme ..... ₱ gross, 6.00
Hopper's ..... ₱ gross, 15.00
No. 5, iron handle ..... ₱ gross, $2.00@2.25
Phœnix 40%
Sardine Scissors ..... 75&10%
Sardine Scissors, forged steel .. ₱ doz., $4.50
Sprague, Nos. 1, $2.00; 2, 2.25; 3, 2.50 .. 75&10%
Universal, ₱ doz 50%

Cartridges
See Ammunition.

Casters
Bed ..... 70@70&10%
French or Philadelphia Iron wheel 75%
Plate ..... 60%@60&10%
Payson's Furniture ..... 70&1&10%
Payson's Truck ..... 70&10%
Standard, Ball Bearing 45%

Cattle Leaders
Humason, Beckley & Co's 70%
Sargent's ..... 70&10%
Welton's ..... 70&10%

Chain
American Coil and Halter Chains:
"American" ..... 40@40&5%
"Niagara" ..... 45@50&5%
"Eureka" ..... 45@50&5%
"Triumph" 40%
"Brown" ..... 50&5%
"Perfection" 60%
American Proof Coil, F. O. B., Pittsburgh

Inch	₱ 100 Lbs.
3-16	$7.40
¼	5.10
5-16	4.15
⅜	3.45
7-16	3.20
½	3.20
9-16	3.15
⅝	3.10
¾	3.00
⅞	2.95
1	2.95

Covert Manufacturing Co., Breast chain, Halter chain, Heel chain, Rein chain, Stallion chain ..... 35&5%
Galvanized Pump chain, ₱ lb ..... 5@5½c
Ger. coil, list July 24, '97 ..... 60&10@60&10&10%
Ger. Halter chain, list July 24, '97 .60&10&10%
Jack chain, Iron ..... 60&10@60&10&5%
Jack chain, Brass ..... 60&10@60&10&10%
Oneida Wire Dog chains ..... 45@50&5%
Trace Wagon and Fancy Chains:
New list ..... 60@60&10%
Bridgeport Trace chains 65%
Stake chains 65%
Heel chains 30%
COW TIES—
American ..... 45@50%
Niagara ..... 45&5@50&10&5%
Covert Mfg. Co.:
Cotton 45%
Hemp 45%
Jute 50%
Sisal ..... 30&10%

Chain Guards
Aluminum S. & N. Co 50%

Carpet Stretchers
Montross' "Excelsior," ₱ doz., $6.00 ..... 20%
Bullard's 33⅓%
Cast iron, Steel points, ₱ doz 80%
Sockets, ₱ doz ..... $1.75@$2.00

Carpet Sweepers
Bissell's Cyco Bearing:	₱ Doz.
"Parlor Queen"	$30.00
"Elite"	29.00
"Boudoir"	27.00
"American Queen"	27.00
"Ideal"	25.00
"Gold Medal"	24.00
"Premier"	24.00
"Superior"	24.00
"Prize"	24.00
"Welcome"	24.00
"Grand Rapids," nickel	24.00
"Grand Rapids," Japan	22.00
"Standard," nickel	22.00
"Standard," Japan	20.00
"Crown Jewel," nickel	21.00
"Crown Jewel," Japan	19.00
"Crystal"	36.00
"Grand," length of case, 17 inches	36.00
"Club," length of case, 24 inches	54.00
"Hall," length of case, 28 inches	60.00
"Junior," nickel, length of case 12⅛ inches	22.00
"Junior," Japan, length of case 12⅛ inches	20.00
"Misses"	9.00

Sterling Carpet Sweepers:			
Model A, Nickel trimmings			25.00
"	B, Japd.	"	21.00
"	" Nickel	"	23.00
"	C, "	"	21.00
"	D, Japd.	"	19.50

Carpet and Rug Heaters
	₱ Doz.	₱ Gro.
No. 12, Wire, Tinned	$0.85	$ 9.50
" 11, Wire, Coppered	1.10	12.00
" 11, Wire, Tinned	1.20	13.50
" 10, Wire, Glavanized	1.50	16.00

Cherry Stoners
Enterprise ..... 25@30
Goodell's Family, net ₱ doz $5.00
Rollman's, net., ₱ doz 6.00

Chisels
SOCKET FRAMING & FIRMER—
Standard Makes ..... 70&10@75%
L. & I. J. White ..... 30@30&5%
C. E. Jennings & Co., No. 70 ..... 25&10%
Jennings & Griffin Mfg. Co ..... 65&2&10%
TANGED & MISCELLANEOUS—
W. & S. Butchers' ..... $4.75@$5.00to2
C. E. Jennings & Co ..... 25&10%
Jennings & Griffin Mfg. Co.:
Tanged Chisels ..... 25&10%
Tanged Gouges ..... 25&10%
Tanged Firmers ..... 40%&10%
Tanged Gouges 40%
L. & I. J. White ..... 25&5%
COLD CHISELS—
Good quality, ₱ lb ..... 13&16c
Snell's best C. S ..... 50&10%
Cronk's 50%

Cleaners, Sidewalk
	₱ Doz.
Challenge Shank	$3.25
Star Shank	3.25
Star Socket	4.00

Clippers
HORSE—
Chicago Flexible Shaft Co's.:

	Each.
Lightning eBlt Clipping Mach.	$15.00 15%
New '98, Chicago	8.75 15%
1902 Chicago	10.75 15%
Twentieth Century	5.00 20%

Cocks, Brass
Hardware List:
Compression, Plain bibbs, Globe, Kerosene, Racking, &c., Cocks ..... 70&10@75%

Coffee Mills
Box and Side ..... 50&10@60%
Enterprise Mfg. Co ..... 25@30%
Lane Bros. Co 30%

Compasses, Dividers, &c
Athol Calipers and Dividers 40%
Bemis & Call Co's.:
Compasses 50%
Dividers 65%
Compasses, Calipers, Dividers ..... 75@75&10%
Stevens' "Ideal" ..... 25&10%
Stevens' "Leader" ..... 25&10%

Coopers' Tools
Bradley's:
Hoop Drivers 25%
Rivet Sets 20%
Cold Chisels ..... 20&5%
Punches 15%
Vises 15%
Inshaves 20%
Barton's ..... 20%20&3%
L. & I. J. White ..... 20@20&5
Sandusky Tool Co ..... 25&10@30&10%

Corkscrews
Detroit Cork Screw Co 33⅓%
Humason & Beckley Mfg. Co ..... 50&10%
Samson, ₱ doz $10.00

Corn Hooks
	₱ Doz.
Kretsinger Cut-Easy ..... net	$3.00

Corn Knives and Cutters
Bradley's ..... net
Wadsworth's ..... net $1.44

Countersinks
Mayhew's Diamond ..... 40@45%
Smith's 25%
Snell's 40%
Wheeler's Patent 50%

Cow Ties
See Chain.

Crayons
Sargent's List 20%
Dixon's: ₱ Gro.
Eclipse ..... 7 in., $3.75; 9 in., $4.88
Emerald 5.00
Oriole 5.0
Rainbow 3.12
Solid 7.50
Tailors, black, $5.62; red and blue 9.00

Curry Combs
Kohler's 40%
The Metal Stamping Co 40%
Southington Cutlery Co's ..... 35&10%

Cutlery
Foster's Pocket 30%

Diggers
See Post Hole, etc.

Dividers
See Compasses, Dividers, etc.

Dog Collars
Walter B. Stevens & Son:
Brass 40%
Embossed Gilt ..... 30&10%
Leather 40%
Union Hd'wre Co., new list ..... 50@50&10%

Door Checks
Bardaley's 40%
Columbia ..... 50&10%
Eclipse ..... 60&10%
Home ..... 50&10%
Pullman's Screen, ₱ doz. net $4.50

Door Holders
Empire 50%

Door Springs
Columbian Steel 20%
" Faultless 50%
Gem (Coil), list Oct. '95 ..... 20%
Pullman, Perfect 20%
Pullman Coil 20%
Star (Coil), list Oct. '95 ..... 20%
Torrey's Rod, 39 in., ₱ doz. net $1.25
" 48 in., " " " 1.50
Victor, Coil ..... 50&10&10%
Chicago Coil Springs ..... 40&10%
Reliance Coil Springs ..... 40&10%

Drain Cleaners
Iwan's Adjustable 55%
Iwan's Stationary 45%

Drawer Pulls
Drawer Pulls, Griffin Mfg. Co., list .. 75&10%
Sargent's list 60

Drawing Knives
Standard Makes ..... 70&10@75%
Adjustable Handle ..... 25@25&10%
Bradley's ..... 40&5%
Jennings & Griffin ..... 65&2&10%
Watrous ..... 16⅔&10%
L. & I. J. White ..... 20&5@25%

Drills and Drill Stocks
Automatic Boring Tools, Goodell's ..... 40&5@40&10%
Blacksmiths' 60%
Breast, Goodell's ..... 25@30%
Breast, Miller's Falls, each $3.00 .... 15&10%
Stearns' bench 30%
Hand, Goodell's ..... 30&10%
Whitney's Hand Drill, No. 1, $10.00, Adjustable, No. 10, $12.00 ..... 33⅓%
TWIST DRILLS—
See Augers and Bits.

Egg Beaters
Holt-Lyon Co.:	₱ Dos.	₱ Gro.
No. 5 Japanned, Dasher flared	$0.85	$9.50
No. A, Japanned, 6 doz., $6.60	1.15	13.00
No. 1, Tinned	1.40	16.80
No. B, Japanned, hotel size.	1.85	22.00
No. 6, Japanned, Dasher flared	1.65	19.80
No. 2, Tinned, hotel size	2.00	24.00

Taplin Mfg. Co.:	₱ Gro.
No. 60 Improved Dover	$ 6.00
No. 75 Improved Dover	6.50
No. 100 Improved Dover	7.00
No. 102 Improved Dover, Tinned	8.50
No. 150 Improved Dover, Hotel	15.00
No. 152 Improved Dover, Hotel T'd.	17.00
No. 200 Improved Dover, Tumbler	8.50
No. 202 Imp'd Dover, Tumbler T'd.	9.50
No. 300 Imp'd Dover Mammoth ₱ doz	2.00

Escutcheons
Wood 25%

Farriers' Knives
	₱ Dos.
"Challenge"	$3.00
Popes	3.00
Wilkinson's, net	3.00
Wostenholm's	3.25

Faucets
Iron Petroleum ..... 70@70&10%
John Sommer's "Peerless," Tin Key 40%
"Boss," Tin Key 50%
"Victor," Metal Key ..... 50&10
"Duplex," Metal Key 60%
"I. X. L.," Corked Lined 50%
"Reliable," Cork Lined ..... 50&10%
"O. K.," Cork Lined 50%
"Chicago," Cork Lined 60%
"Perfection," Cedar 40%
"No Brand," Cedar 50%
SELF MEASURING—
Enterprise ₱ doz. $36.00 ..... 40&10%
Lane's ..... $40.10&2%

Files
DOMESTIC—
New list, Nov. 1, 1899:
American ..... 75&10@75&10&10%
Arcade ..... 75&10@75&10&10%
J. Barton Smith ..... 75&10@75&10&10%
Disston's 75%
Disston's Superfine 50%

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Eagle ..... 75&10@75&10&10%
Great Western ..... 75&10@75&10&10%
Kearney & Foot ..... 75&10@75&10&10%
McClellan ..... 75&10@75&10&10%
Nicholson ..... 70&10@75&5%
Nicholson's X. F. Files ..... 40@40&10%
Royal ..... 80@80&10%

IMPORTED—
Stub's ..... Stub's list, 30@33⅓

Filters

Acorn 50%
Fulper's Natural Stone ..... $3.50@$13.50
Subject to trade discount.

Fish Hooks

Am. Fish Hook Co. list ..... 60@60&10%
Kirby & Limerick, low list (50c. base) ... 10%

Fishing Tackle

	₱ Doz.
Bishop's.	
Level Winding Jeweled Reel	$75.00
Level Winding Steel Pivot Reel	66.00
Auto Even Spooler	30.00
Gun Cleaner	4.20
Lightening Fish Scaler	3.00
Fish Hook Shield	3.00

Fish Scalers

Covert's Saddlery Works:
Great American ..... 60&20%

Fruit, Wine & Jelly Presses

Enterprise ..... 20@35%

Fry Pans

Standard list ..... 70&10%

No.	0	1	2	3	4
₱ doz.	$3.00	$3.75	$4.25	$4.75	$5.25
No.		5	6	7	8
₱ doz.		$6.00	$7.00	$8.00	$9.00

Gauges

Bemis & Call's Steel 50%
Clapboard ..... 25&10%
Disston's Mortise 70%
Marking Mortise, etc 60%
Stanley's 35%
Starrett's Surface, Center and Scratch. 25&10%
Wire, Morses 25%
Wire, P. S. & W., low list ..... 30@80&10%

Gimlets

"Diamond" Gimlets, ₱ gro ..... $4 00@$4.25
Double Cut ..... 40&10@50%
Metal Head ..... 50&10%
Wood Head 50%

Gimlet Bits

See Augers and Bits.

Globe and Racking Cocks

See Faucets.

Glue

Le Pages Liquid ..... 25&25&10%
Mystic 40%
Martins ..... 40&10%

Glue Pots

See Hollow Ware.

Graters

Enterprise ..... 25@30%

Graphite, Lubricating

Dixon's Pure Flake:
632— 1 lb. cans ..... 20c. ea
633— 5 lb. screw top tin cans ..... 85c. ea
634— 10 lb. screw top tin cans ..... $1.60 ea
644— 25 lb. boxes ..... 15c. lb
645— 50 lb. boxes ..... 14½c. lb
646—100 lb. kegs ..... 14c. lb
647—350 lb. barrels ..... 12c. lb

Grindstone Fixtures

Cronk's 50%
Forest City ..... 30@30&10%
Sargent's Patent ..... 60&10&10%
Stowells Extra Heavy ..... 50&10&10%
Stowells Light ..... 60&10%

Gunpowder

See Ammunition.

Gun Wads

See Ammunition.

Hafts

Brittons, ₱ doz $6.50

Halters

Covert Mfg. Co.:
Jute Rope Halters 50%
Sisal Rope ..... 30&10%
Web Halters ..... 35&5%

Hammers

HANDLED HAMMERS—
Cheney's:
Adze Eye and Plain ..... 40&10&10%
Blacksmiths and Riveting ..... 50&10%
Machinists and Engineers ..... 60&5%

Magnetic tack, Nos.	1	2	3
	$1.25	$1.50	$1.75

40&10 40&10&10%
Maydole's ..... 33⅓&5@40&10%
Sargent's new list 40%
Fayette R. Plumb:
Plumb, A. E. Nail ..... 33⅓&7½%
Engineers and B. S. Hand ..... 50&12½%
Quaker City Hammers ..... 40&5%
Riveting and Tinners' ..... 40&2½%

HEAVY HAMMERS & SLEDGES—
Under 3 lb 50c lb ..... 80&10@85%
3 to 5 lb 40c lb ..... 80&10@85%
Over 5 lb 30c lb 85%
Wilkinson's Smiths ..... 9½c@10c ₱ lb

Hammock Ropes

Covert Mfg. Co.:
Jute ..... 40&5%
Sisal 20%

Hand Cultivators

Ulrich Mfg. Co.:
Osborne's, ₱ doz $15.00

Handles

WOOD—

Auger, assorted, ₱ gro ..... $2.75@3.00
Auger, large, ₱ gro ..... 3.25@3.50
Auger, Ives' Pat., No. 1 ..... 60&10%
No. 2 to 32½ 40%
Axe, Pick, etc ..... 50&10@60%
Bliss Mfg. Co.:
Chisel, Brad Awl, File, Auger, Soldering Iron ..... 25@33⅓
Brad Awl, ₱ gro ..... $1.75@$2.00
Chisel, Worcester, leather capped, ₱ doz. net $1.50
File, assorted, ₱ gro ..... $1.40@$1.50
Firmer, Chisel, Apple, assorted, ₱ gro. $2.25@$2.75
Hammer, Hatchet 50%
Hoe, Rake and Fork ..... 45@60

Rollis Hdw. Co. Hafts, $9.00 ..... 40&10%
"Simplicity" File Hdls, ₱ gro ... $ .90&1.50
Saw and Plane ..... 40&10@50%
Shovel and Spade, Wood D Handle 40%
Shovel and Spade, Long Handles .. 40&5@50%

CROSS-CUT SAW HANDLES—
Atkins ..... 40&5%
Champion ..... 45@45&10%
Disston's 50%

Hangers, Barn Door

Old Pattern ..... 60&10%
New England ..... 66⅔@70
Chicago Spring Butt Co.:
Fraction 25%
Oscillating 25%
Big Twin 25%
Lane's:
Covered ..... 60&2%
Hinge Pattern, net ..... $6.08 ₱ doz.
Standard ..... 60&5%
Special, No. 25 ..... $3.50
" " 30 ..... 3.90
" " 40 ..... 5.00
" " 20 ..... 6.25
Track for same, ₱ 100 ft. net 3.75
Cronk's:
Nos. 1, 1½, 2 and 3 ..... 60&10%
Nos. 11, 12 ..... 70%
Nos. 22, 21½, 22 ..... 60%
Nos. 32, 50 ..... 60&20%
No. 44 ..... 60%
McKinney's, "None Better", No. 2, $18; No. 1 Special, $15, ₱ doz. pr. .. 60&10%
Myers' Stay-on ..... 60&5%
Wilcox's New Century ..... 50&10&10%

Hangers, Garment

Pullman's ..... ₱ gro. net $9.00

Hangers, Parlor Door, Etc

Lane's:
Standard ..... net $3.20
Ball Bearing ..... " 4.15
No. 105 ..... " 3.85
New Model ..... " 2.25
New Champion ..... " 2.85

Hardware Shelving

OAK CABINETS—
J. D. Warren Mfg. Co.:
No. B 488, 40 drawers, no partitions, run. ft., $3.80; net each $30.00
No. 1656, 58 drawers, no partitions, run. ft., $4.68; net each 36.47
No. 1658, 84 drawers, no partitions, run. ft., $6.52; net each 54.28

OAK BASES—
No. 1700, open base with center shelf, run. ft., $1.85; net each 15.40
No. 1702, open base with center shelf, run. ft., $2.25; net each 18.75
No. 1708, with two adjustable center shelves, run. ft., $2.75; net each 22.92

NAIL BIN BASES—
No. 1732, 12 spaces, 150 lbs. each, run. ft., $2.71; net each 22.57
No. 1770, 8 nail spaces and 4 open shelf spaces above, run. ft., $3.10; net each 25.84
No. 1772, 8 nail spaces and 6 assorted oak drawers above nail bins, run. ft., $3.68; net each 30.68

Hasps and Staples

Cronk's 50%
McKinney's "Perfect", $1.10 ₱ doz 50%
Wrought ..... 90@90&10%
Wrought, Stanley 80%
Wrought, Griffin 80%

Hatchets

See Axes.

Hay Tools

F. E. Myers & Bro.:

Myers Unloader, double steel track	$7.00
Myers Unloader, wood track	7.00
Comb. Car, Double steel T	7.00
Comb. Car, wood track	7.00
Rev. Car, Double steel track	7.00
Rev. Car, wood track	7.00
Myers Unloader, cable	7.00
Myers Unloader, single rail	7.00
Sure Grip Sling Car, steel or wood track	12.02
Dbl. Rail steel track, complete, ₱ ft.	—
Single Rail steel track, complete, ₱ ft	.20
D. H. Fork steel, regular, each	1.80
Nellis Fork, each	3.00
Double Grapple Fork, each	7.00
Sprouts, Shear Fork, each	1.50
Walker Fork, each	2.50
Common 6 in. wood sheave pulley, Fig. 435, ₱ doz	3.20
Faultless steel frame K. P. pulley, Fig. 435, ₱ doz	4.00
Faultless Steel Frame, 6 in. plain pulley, Fig. 485, ₱ doz	3.50
Malleable Frame K. P. pulleys, Fig. 676, ₱ doz	4.60
Reed Wood Frame pulley with hook, Fig. 424, ₱ doz	4.00
Steel Frame pulley with iron sheave, Fig. 565, ₱ doz	3.50
Floor pulley, wood sheave, Fig. 486, ₱ doz	4.50
Hanging Hooks for double steel track, ₱ doz	1.40
Hanging Hooks for single steel track, ₱ doz	1.40
Hanging Hooks for wood track, 10 in., ₱ doz	1.00
16 in., ₱ doz	1.30
Floor Hooks, ¾ in., ₱ doz	1.40
Malleable Rafter brackets, ₱ doz	.70
Wrought Rafter brackets, ₱ doz	.70
Rope Hitch, ₱ doz	3.20

Discount on above 50%

Hay and Straw Knives

Auburn Hay, com. and spear point .. 40&10%
Iwan's Hay, sickle edge, ₱ doz., net .. $9.50
Iwan's Hay, imp. serrated, ₱ doz., net. 10.00
Kohler's Hay, sickle edge, ₱ doz., net. 10.00
Auburn Straw ..... 40&10%
Weymouth, pat ..... 65&5%
Wadsworth's ..... 40&5%

Hedge Trimmers

Wadsworth's:
No. 1, ₱ doz., net $8.00
No. 2, ₱ doz., net 6.00

Hinges

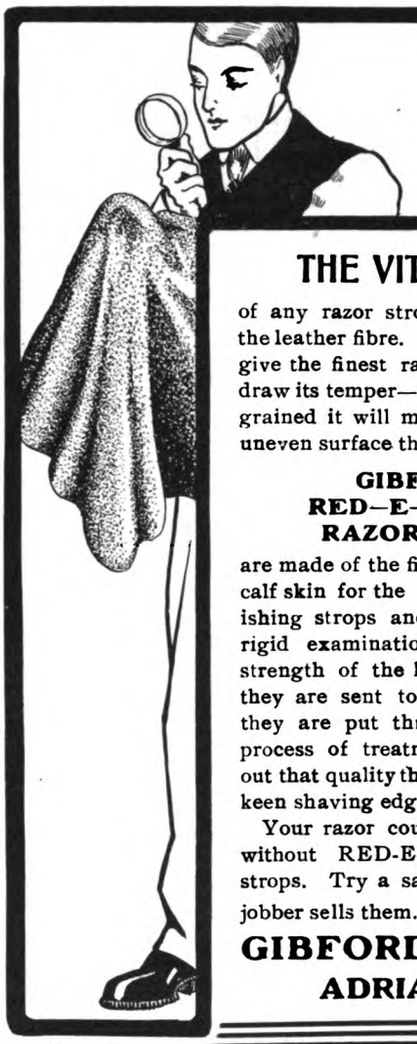
WROUGHT IRON HINGES—

Screw Hook and Strap	6 to 12 in., ₱ lb	3½c
	14 to 20 in., ₱ lb	3c
	22 to 36 in., ₱ lb	2½c

STRAP AND T HINGES—
New list, Dec. 20, 1904:

Light Strap Hinges	70%
Heavy Strap Hinges	75&5%
Light T Hinges	65%
Heavy T Hinges	60%
Extra Heavy T Hinges	70&10%
Hinge Hasps	50%
Corrugated Heavy Strap	70&5%
Corrugated Ex. Heavy T	70&10%

Extra 10%



THE VITAL PART

of any razor strop is the quality of the leather fibre. If too coarse it will give the finest razor a saw edge and draw its temper—if too loose and open grained it will mat down to a glassy uneven surface that rounds the edge.

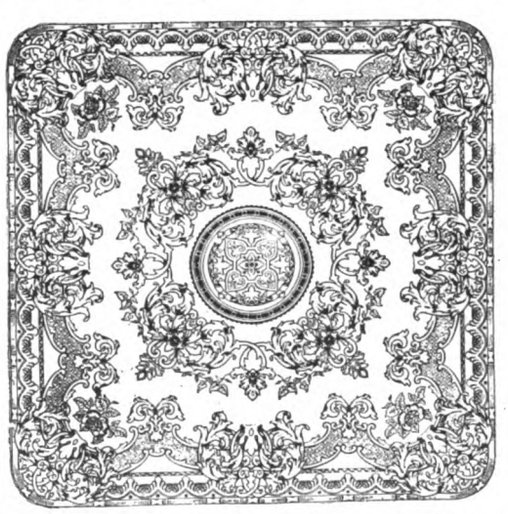
GIBFORD'S
RED—E—FOR USE
RAZOR STROPS

are made of the finest horse hide and calf skin for the sharpening and finishing strops and they must pass a rigid examination as to grain and strength of the leather fibre before they are sent to the factory where they are put through the patented process of treatment, which brings out that quality that gives the smooth, keen shaving edge to a razor.

Your razor counter isn't complete without RED-E-FOR USE razor strops. Try a sample dozen. Your jobber sells them.

GIBFORD MFG. CO.
ADRIAN, MICH.

STOVE BOARDS



Zinc, Embossed. Paper Lined.
Tin Embossed or Crystalized,
Wood Lined or Paper Lined.

Manufactured By

Cooper & McKee,

113 to 121 Lorimer Street, Brooklyn, New York.

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SPRING HINGES—

Bommer Brothers:
Bommer Spring Hinges 40%
Bommer B. B. Floor Hinges 40%
Bardsley's Patent Checking 15%
Chicago Spring Butt Co.:
Chicago Spring Butts 25%
Triple End Spring Butts 50%
Chicago Ball Bearing Floor Hinge 50%
Garden City Fire Engine House Hinge 25%
Chicago Saloon Door Hinge 25%
Columbian:
Steel Hinges 60%
Floor Hinges 60%
American ..... 30&5%
Gem 30%
Oxford ..... 30&5%
Acme, Steel 35%
" Brass 25%
Niles Mfg. Co 30%

GATE HINGES—

Clark's, Nos. 1, 2, 3 ..... 50&10@60&10%
N. E., ₱ doz., $7.50 ..... 60%
N. E., Reversible, ₱ doz., $5.60 ..... 60%
N. Y. State, ₱ doz., $4.20 ..... 60%
Western, ₱ doz., $4.20 ..... 60%

BLIND HINGES—

Parker ..... 70&10@70&10&10%
Sargent's, Nos. 1, 3, 5, 11, 13 ..... 75%
W. H. Co's., No. 2 Mortise Gravity 60%
Stanley's Steel Gravity Blind Hinges with Screws, $1.30 ₱ doz. sets ..... 30&10%

Hitching Cords

Covert Mfg. Co ..... 45&2%
Covert Mfg. Co .....
Hitchers Stall 35%

Hollow Ware

ENAMELED—

Lalance & Grosjean Mfg. Co. list Nov. 1, '01:
Agate Nickel Steel Ware ..... 50&20%
Pearl Agate Ware ..... 50&20%
Blue and White Ware ..... 60&15%
All White Ware ..... 50&20%
Regal Steel Ware ..... 60&10%
Peerless Ware ..... 70&10%
Granite Ware, list Jan. 1, 1894, revised Jan. 2, 1895 ..... 40&10%
Iron Clad:
Peppered Ware, high list 70%
Mottled Ware, high list 75%

STOVE HOLLOW WARE—

Blacklock:
Ground ..... 55@60&10%
Plain or Unground ..... 60@65&10%
Country Ware ₱ 100 lbs. net ..... $2.75@$3.00
Enameled Ware ..... 50@55&10%

WHITE ENAMELED WARE—

Maslin Kettles 70%
Tinned Boilers and Saucepans ..... 40@45%
Enameled ..... 50@55%

GLUE POTS—

Tinned 35%
Enameled 40%

SILVER-PLATED HOLLOW WARE—

4 mo. or 5% cash in 30 days.

Hartford Silver Plate Co ..... 40&5%
Holmes & Edwards Silver Co ..... 40&15&5%
Meriden Brittania Co ..... 40&10%
Rogers & Brother ..... 40&5%
William Rogers Mfg. Co ..... 40&10%

Hooks

BUSH—

Jennings & Griffin's ..... 33⅓&5%
Wadsworth's 60%

CAST IRON—

Ceiling, Sargent's list ..... 50&10@60%
Chandelier ..... 60@60@10%
Clothes Line, Sargent's list ..... 50&10&10%
Coat and Hat, Sargent's list ..... 50&10@60%
Coat and Hat, Stowell's 70%
Harness, Sargent's list ..... 50@50&10%
Lamp ..... 60@60&10%
Picture ..... 50&10%
Screw Hat ..... 60&10@70%
Wardrobe ..... 60&10@60&10&10%

WROUGHT IRON AND STEEL—

Cotton, ₱ doz $1.25
Wrought Staples, Hooks, &c. See Wrought Goods.

MEAT—

Enterprise 40%
Humason & Beckley, new list ..... 85&10%

WIRE—

Atlas, new list, single cases 75%
Ten case lots ..... 75&10%
Wire Coat and Hat, Acme ..... 60@60&10%
Wire Coat and Hat, Gem ..... 60&10%
Wire Ceiling, Gem ..... 60&10%

MISCELLANEOUS—

Belt ..... 80&10%
Covert Mfg. Co.:
Safety Gate and Scuttle Hooks ..... 35&5%
Grass, Wadsworth's 60%
Gronk's, Grass, ₱ doz $3.00
Hooks and Eyes, Brass ..... 60&10&10%
Hooks and Eyes, Mal. Iron ..... 70&10%
Cotton, box and hay ..... 60@10&10%

Horse Clippers

See Clippers.

Horse Nails

Nos.	6	7	8	9	1	
A. C.	25c	23c	22c	21c	21c	40&5%

American, all sizes, net 9½c

Nos.	6	7	8	9	10	
Anchor and New Haven	23c	21c	20c	19c	18c	40% @40&5
Ausable	28c	26c	25c	24c	23c	50&10%
C. B. K	25c	23c	22c	21c	21c	40%
Capewell	19c	18c	17c	16c	16c	10&5%
Champlain	28c	26c	25c	24c	23c	40&10@50%
Clinton Fin	19c	17c	16c	15c	14c	30&10%
Essex	28c	26c	25c	24c	23c	40&10@50%
Lyra, all sizes, net						9½c
Maud S	25c	23c	22c	21c	21c	50%
Neponset, Nos. 5 to 10, ₱ lb						12c
Northwestern	25c	23c	22c	21c	20c	25@25&5%
Putnam	25c	21c	20c	19c	18c	33⅓%
New Hutnam	19c	18c	17c	16c	16c	10&10%
Vulcan	23c	21c	20c	19c	18c	25&10%
Western, net						8½c

Horse Shoes

F. O. B. Pittsburgh:
Horse and mule, Iron, ₱ keg $4.00
Steel, ₱ keg 3.75

Horse Ties

Covert Mfg. Co.:
Cotton 45%
Hemp 45%
Jute 50%
Sisal ..... 30&10%

Hose, Rubber

Boston Belting Co.:
"Boston" 50%
Niagara 60%
N. J. Car Spring & Rubber Co.:
Extra Para ..... 40&10%
Reliable ..... 50&10%
Staple ..... 60&10%
Standard ..... 70&10%

Hose Bands

Star Hydrant ..... 80&30%
Steam 70%

Ice Awls, Chippers &c

Copeland Ice Pick, ₱ gross ..... $9.00 net
Crown ..... net
Gem Ice Shave ..... net
Sargent's Ice Awls 55%
Snell's 50%
Star ..... net

Ice Cream Freezers

See Freezers, Ice Cream.

Ice Shredders

Enterprise, ... No. 33, ₱ doz. $6.00 25@30%
No. 34, ₱ doz. 15.00 25@30%

Jack Chain

See Chain.

Jacks

See Wagon Jacks.

Jack Screws

See Screws.

Kettles

Spun brass, plain ..... 20@25%

Knives

Kimball's:
Bread Knives, ₱ doz. $1.50 ..... 20%
Butcher Knives 25%
Shoe Knives 25%
Cronk's Chopping 33⅓%
Dunlap Kitchen and bread Knives 25%
Foster Bros., butcher, &c 30%
Table and Pocket, see Cutlery.
Wilson's Butcher Knives ..... net

Knives, Hay and Straw

Wadsworth ..... 40&10%

Knife Sharpeners

Pike's: 40%
Nat. Grit Carving Knife Hones ₱ doz $3.00
Solid Stone Carving Knife Hones ₱ doz $2.50
Quick Edge Pocket Knife Hones ₱ doz $3.00
Mounted Kitchen Sandstone ₱ doz $1.50

Knobs

Bardsley's wood, door, shutter and base ..... 10@15%
Base, rubber tip, 2½ in bead, ₱ gro ..... $1.15@$1.25
Dor Mineral ..... 65@70c
Door Por. Jap'd ..... 70@75
Door Por. Nickel ..... $2.10@$2.20

Lanterns

C. T. Ham, Class A, B, C and D ..... 40&10%

Latches

	₱ Doz.
Cronk's barn door, net	$2.00
Lane's Barn Door	40&10%

Lawn Mowers

Champion ..... 75&10%
Clipper Improved ..... 50&10&10&5%
Enterprise ..... 40&10%
Genuine Philadelphia Mowers;
Styles M, S, C, K, T ..... 70&10%
Style A (all steel) ..... 60&10%
Style E, low wheel ..... 60&10%
Style E, high wheel ..... 70&10&5%
Drexel, low list ..... 40&10%
Gold Coins, low list ..... 40&10%
New Departure, high wheel ..... 70&10%
New Departure, low wheel 75%
Pennsylvania ..... 60&10

Lawn Sprinklers

Enterprise ..... 25@30%
Philadelphia Lawn Mower Co.:
Philadelphia Lawn Sprinkler:

Nos.	1	2	3	
Per Dozen	$12.00	$15.00	$24.00	30%

Kohler's:
Daisy, net, ₱ doz $7.50
Mystic 6.00
Rainmaker 4.80
Dew Drop 1.20

Lawn Swings Easy

Ulrich Mfg. Co., ₱ doz $75.00

Leads

Covert Mfg. Co.:
Cotton 45%
Hemp 45%
Jute 50%
Sisal ..... 30&10%

Lead Pipe, Etc

	₱ Lb.
Bar Lead	5¾@6c
Block Tin Pipe	35@37½c
Lead Pipe, full lenghts	5 to 5¾
Lead Pipe, tin lined	12½c
Sheet Lead, full rolls	6¼c

Lemon Squeezers

Berger Bros., ₱ doz. 8 in., $1.00; 10 in., $1.40 20%

Hotchkiss, Straight Flush, ₱ doz $9.60
Little Giant ..... 50@50&5%
Porc. lined, Iron, ₱ doz $1.75
Porc. lined, Wood, ₱ doz $1.25
Wood, common, ₱ gro., No. 0, $5.25@$5.50; No. 1, $5.25@$6.50

Levels

C. E. Jennings & Co's.:
Hexagon ..... 25&10%
Iron Bench, new design ..... 25&10%
Hollis Hardware Co.:
Adj. Steel 7 in., $24.00 ..... 40%
12 in., $27.00 ..... 40%

Lifters

See Transom Lifters.

Lines

Cotton and Linen Fish 40%
Cotton Chalk, 20 feet ..... 40&10%
Cotton Trot 20%
Samson Cot., Nos. 4, $2.90; 4½, $2.75 ..... 20%
Silver Lake braided, ₱ gro., Nos. 0, $6.00; 1, $6.50; 2, $7.00; 3, $7.50 ..... 20%
Wire Clothes:

	18	19	20
1000 feet	$2.20	$2.00	$1.85
75 feet	1.80	1.70	1.80

Loaded Shells

See Ammunition.

Locks

DOOR LOCKS, LATCHES, &C—

Lockwood Mfg. Co 40%
R. & E. Mfg. Co 40%
Reading Hardware Co ..... 45&20%
Sargent & Co ..... 40&10%

CABINET—

Eagle Lock Co 33⅓%
Corbin 33⅓%
Yale 33⅓%

PADLOCKS—

Acme bicycle and satchel, ₱ doz., $9.00 ..... 40%
Ames Sword Co 40%
Brown's brass 25%
Brown's chain 25%
Champion 40%
Eagle 40%
Slaymaker's:
General line ..... 35&10%
Scandinavian 90%
" steel keys 50%
Smith & Egge bicycle 50%
Wrought Iron ..... 75&10@80%
Yale Lock Co 60%

TRUNK—

Corbin's ..... 25&10%
Eagle 40%

Machine Bolts

See Bolts.

Mail Boxes

See Boxes, Mail.

Mallets

Hickory ..... 45@5&50%
Lignumvitæ ..... 45@5&50%
Bliss:
Carpenters, Tinners, Box, Carvers 33⅓%

Maslin Kettles

See Hollow Ware.

Mattocks

Cronk's Garden 33⅓%
Regular Goods ..... 70&10%@75%

Meat Cutters

American 30%

Nos.	1	2	3	4	B	5
Each	$5	$7	$10	$25	$50	$60

Dixon's, ₱ doz ..... 30&10@40%

Nos.	1	2	3	4
Each	$14	$17	$19	$30

Enterprise ..... 25@25&7½%

Nos.	5	10	12	20	22	32
Each	$2	$3	$2.75	$6	$4.50	$6

Little Giant ..... 33⅓@40%

Nos.	305	310	312	320	322
Each	$35	$48	$44	$72	$68

Woodruff's, ₱ doz ..... 30&10@40%

Nos.	100	150
Each	$15	$18

Beef Shavers (Enterprise) ..... 25@30%

Meat Jiuce Extractors

Enterprise ..... 25&30%

Metals, Anti-Friction

	₱ Lb
Magnolia Metal Co.:	
Defender	18c
Cosmic	10c
Magnolia, Anti-Friction	25c
Mystic	15c

f. o. b. New York or Chicago.

Melting Ladles

Monroe's Pattern, ₱ doz., $4.00 ..... 40%
Sargent's ..... 60@60&10%

Mitre Boxes

C. E. Jennings & Co ..... 30&10%
Seavey's, ₱ doz., $30 ..... 40%
Stanley Rule and Level Co.:
Nos. 340 to 460 ..... 30%
Nos. 50 and 60 ..... 35%

Motors

COFFEE MILL—

Specialty Novelty Co., each $5.00

Nails

WIRE AND CUT NAILS—

See Review of the Markets for Quotations.
Wire nails and brads, Papered Assn list, July, 1899 ..... 90, 90&10%

PICTURE—

Niles' Patent 40%
Porcelain head, combination list ..... 60&10%
Porcelain head, Sargent's list 60%

Nail Nippers

"Gem," ¼ gross lots, ₱ pross $31.00
" less quantity, ₱ dozen 2.00

Nail Pullers

Ajax, 5 lbs., ₱ dozen, net $7.50
Black Hawk, ₱ dozen 9.00
Cyclops ..... 50&10@50%
Cronk's, ₱ dozen, net $12.00
Eureka, No. 74, ₱ doz., net $8.50
Eureka, No. 75, ₱ doz., net $8.00
Giant, No. 1, ₱ doz., $18.00; No. 1½, $16.50; No. 2, $15.00 ..... 30&5%
Lightning, ₱ doz., $18.00 ..... 20%
Morris No. 1, list $20.00 ..... 50%
National, ₱ doz., $24.00 ..... 10%
Pelican, ₱ doz., $ 9.00 ..... 40@40&10%
Rollis Hardware Co., No. 1, $18.00 ..... 50&10%

Nail Sets

	₱ Gro
Hunters, Cup Point, knurled	$10.00
Hunters, Cup Point, plain	9.00
Octagon	4.00@4.75
Round, assorted	3.00@3.25
Square	4.00@4.25
Snell's:	
Octagon, ₱ gro	$5.25
Corrugated	6.75
Knurled	6.75@7.50

Nippers

Acme 50%
Smith's cutting 50%
Todd's cutting 50%

Nut Crackers

	₱ Gro
Acme, Japanned, $30.00	40%
Acme, Nickel Plated, $8.00	20%

Nuts

Cold Punched:

Mfrs. or U. S. Standard.	Off List
Square, plain	$4.90
Hexagon, plain	5.40
Square, C. T. & R	5.10
Hexagon, C. T. & R	5.80

Hot Pressed:

Mfrs. U. S. or Nar. Guage	Standard
Square, blank	5.40
Hexagon, blank	5.80
Square, tapped	5.40
Hexagon, tapped	5.80

Oils

Linseed, city, raw, in barrels, ₱ gal 49c
Linseed, city, boiled, in barrels, ₱ gal 51c
Out of town on spot, ₱ gal 48c
Calcutta, raw, in barrels, ₱ gal 60c
Lard, prime city, ₱ gal ..... 56@58c
Lard, Extra, No. 1 ..... 48@49c
Lard, No. 2 ..... 38@38c

Oilers

Brass and copper ..... 50&10
Tin or steel ..... 65&10
Cushman & Denison's: ₱ Doz
Gem ..... $ .50
Leader ..... .60
Perfect oilers 1.50
Star pocket oilers ..... .75
"Paragon," brass ..... 45@50%
"Paragon," zinc ..... 60&10%
Wilmot & Hobbs Mfg. Co's. Steel anti-rust ..... 70@70&10%
Zinc and tin ..... 65@65&10%
American Tube & Stamping Co.:
Spring bottom cans ..... 70@70&10%
Railroad oilers, etc ..... 60@60&10%

Oil Stones, Etc

AXE STONES—

Pikes': 40%

Hindostan, large axe	8c	₱ lb
" small "	10c	" "
Queer Creek Axe	20c	" "

OIL STONES—

Pikes':

Lily White Washita	60c	₱ lb
Rosy Red "	60c	" "
Extra "	50c	" "
No. 1 "	40c	" "
No. 2 "	30c	" "
Lily White " round edge slips	90c	" "
No. 1 Washita, round edge slips	70c	" "
Washita Pen Knife pieces	70c	" "
No. 1 Hard Arkansas stone 3 to 5¼ in. long	$2.80	" "
No. 1 Hard Arkansas stone 5¼ to 8 in. long	$3.50	" "
No. 1 Soft Arkansas stone 3 to 5¼ in. long	$1.50	" "
No. 1 Soft Arkansas stone 5¼ to 8 in. long	$1.70	" "
Soft Arkansas, round edge slips	$2.50	" "
Hard Arkansas, round edge slips	$4.00	" "
Hard Arkansas Pocket Knife pieces	$4.00	" "

33⅓

Pikes':
Washita and Arkansas stones, mounted in pol. hardwood cases, all sizes 40%
India Oilstones, all grades and sizes 33⅓%
Queer Creek Oilstones ..... 20c ₱ lb
Chocolate Oilstones ..... 50c " "
Regular Hindostan ..... 8c " "
Small Hindostan ..... 10c " "
40%

Packing, Steam

RUBBER—

Boston Belting Co.:
Phoenix, net ₱ lb 50c
Plumbago 50%
Pure Packing, "Excelsior" 50%
Extra 60%

MISCELLANEOUS—

	₱ Lb
American Packing	8c@10c
Cotton Packing	16c@25c
Italian Packing	9½c@12c
Jute	4½c@5c
Russian Packing	8½c@11c

Padlocks

See Locks.

Parers

APPLE—

Advance	₱ doz	$ 4.00
Baldwin	" "	4.00
Bonanza Improved	each	6.50
Daisy	₱ doz	4.00
Dandy	each	7.50
Eureka Improved	"	20.00
Family Bay State	₱ doz	15.00
Improved Bay State	" "	36.00
Little Star	" "	5.00
New Lightning	" "	7.00
Reading, 72	" "	3.25
Reading, 78	" "	6.25
Rocking Table	" "	6.20
Turntable, '98	" "	6.00
White Mountain	" "	5.00

POTATO—

	₱ Doz
Saratoga	$7.00
White Mountain	6.00

Pencils

Dixon's:	₱ Gro
Carpenter's	$2.17@8.75
Carpenter's, blue or red lead	4.00@7.50
Office	1.87@7.50
Lumber	6.87
Colored lumber	9.00
Black artists	9.37
Colored	4.38@7.50
Assortment boxes	1.31@2.50

Percussion Caps

See Ammunition.

Picks and Mattocks

List Feb. 23, 1899 ..... 70&10@75%

Pipe Hangers, Conductor

Iwan's, Perfection wire 50%

Planes and Plane Irons

WOOD PLANES—

Bailey (Stanley R. & L. Co.) 40%
Bench, first quality ..... 40&10%
Bench, second quality ..... 50&10%
C. E. Jennings & Co ..... 50&10%
Molding ..... 33⅓&5%

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IRON PLANES—
C. E. Jennings & Co., iron....50&10%
Sargent's....60@60&10%
Standard Tool Co....50@60&5%
Stanley Rule & Level Co.:
Bailey's....40%
Miscellaneous....35%

PLANE IRONS—
Buck Bros....30%
Butcher's....$6.00@6.25 to £
C. E. Jennings & Co....16⅔&10%
Stanley R. & L. Co....35%
L. & I. J. White....20&5@29%

Pliers and Nippers

Button....79&10@75%
Cronk & Carrier:
Pliers.
No. 1....60&10%
" 20, nes....$9.00
" 40....75%
" 50....80%
" 65....40%
" 70....50%
" 80....40%
" 85....40%
Wm. Johnson's Gas Pliers....66⅔%
Smith's Side Cutting....25%

Plow Bolts

See Bolts.

Plumb Bobs

Keuffel & Esser Co....33⅓

Plumbs and Levels

Cook's....40&10&10%
Davis':
Inclinometers....20%
Iron Levels....25&10%
Disston's....70%
Machinists'....25%

Pocket Levels

Stanley's....45%
Duplex....35%

Poachers

See Egg Poachers.

Police Goods

Tower & Lyons....25%

Polish Metal

Presoline Liquid, new list....40%
Prestoline Paste....40@40&10%
U. S. Metal Polish Paste, 3 oz boxes,
₱ doz....$ .50
₱ gross....4.00
¼ pound boxes, ₱ dozen....1.25
1 pound boxes, ₱ dozen....2.25
U. S. Liquid, 3 oz cans, ₱ dozen....1.25
₱ gross....12.00
Barkeeper's Friend Metal Polish
₱ dozen....1.75
₱ gross....48.00

Polish, Stove

Black Eagle benzine paste, 5 lb cans, ₱ lb....10c
Black Eagle, liquid, 10 oz. cans, ₱ doz....75c
Black Jack paste, ¼ lb cans, ₱ gross....9.00
Black Kid paste, 5 lb can, each....65c
Ladd's Black Beauty, ₱ gross, $10.00....50%
Joseph Dixon's, ₱ gross, $5.75....10%
Dixon's Plumbago, ₱ lb....8c
Fireside, ₱ gross....2.50
Gem, ₱ gross, $4.50....10%
Japaneee, ₱ gross....3.50
Jet black, per gross....3.50
Peerless Iron enamel, 10 oz. cans ₱ doz....1.50
Wynn's:
Black silk, 5 lb. pail, each....70c
Black silk, ¼ lb. box, ₱ doz....1.00
Black silk, 5 oz box, ₱ doz....75c
Black silk, ½ pint liquid, ₱ doz....1.00

Poppers, Corn

Square.	₱ Doz	₱ Gro
1 qt		$ 9.00
1½ qt		11.00
2 qt		13.50

Post Hole Diggers

Disston's Samson Digger, ₱ doz. $34....25%
Kohler's:
Little Giant....₱ doz., net $12.00
Hercules...." " 9.50
Invincible...." " 9.00
Pioneer...." " 7.20
Universal...." " 13.00
New Champion...." " 5.50
Rival...." " 7.50
Ryan's....₱ doz., $20.00....25%
Iwan's:
Split handle....₱ Doz
Perfection....net $7.00
Rockford Tack & Nail Co.:
Rockford brand....₱ doz., " 8.00
Atlas pattern...." " " 6.50
" " " 7.50

Post Hole Augers

Iwan's Patent improved....40&5%
Perfection....₱ doz., net $8.25
Split handle...." " 7.50
Vaughan's, 4 to 9 in...." " 6.00

Potato Hooks, Etc

Hoe Down Hooks....75&10&2%
Hop Hooks....60&10&2½%
Potato Hooks....70

Powder

See Ammunition.

Presses

See Fruit and Jelly Presses.

Primers

See Ammunition.

Pruning Hooks and Shears

Cronk's Pruning Shears, all styles....33⅓
Disston's Combined Pruning Hook and Saw, ₱ doz., $18.00....25@25&10%
Disston's Pruning Hook, ₱ doz., $12.00....25@25&10%
Smith's:
Pruning Shears....60&10%
Rockdale Pruners....33⅓%
Standard Tree Pruners....75%
E. S. Lee & Co's. Pruning Tools....40%
P. S. & W. Co's. Shears....40%
Waters' Tree Pruners....75&10%

Pulleys

Awning....60@60&10%
Axle....50&10@60%
Brass screw....45&10%
Ceiling....50@10&60%
Clothes line, Japanned....60%
Common Sense....60%
Dumb Waiter....60@60&10%
Empire Sash Pulley....60%
Fox all steel....50%
"Grand Rapids," all steel....50%
Hay Fork, swivel eye., ₱ doz., 4 in., $3.75; 6 in., $5.00....55%
Hay Fork, Hartz, 4¼ in., ₱ doz., $6.00....50&10%
Hay Fork, 5 in., solid, $5.70....50%
Hot House....50&10@50&10&10%
Stowell's Anti-Friction, 5 in. wheel, ₱ doz., $12.00....40%
Side, Anti-Friction....60%
Shade rack....45%
Upright....50&10@50&10&10%

Pumps

Cistern, best grades....60@60&10%
Pitcher Spout, best grades....75&80%
Power Pumps, Myers'....50%
Spray Pumps, Myers....50&10%
Spray Pumps, Kohler's:
Daisy, net ₱ doz....$ 7.50
Mechanical, net ₱ doz....7.50
F. E. Myers & Bro., low list:
No. 1, Fig. 328, 3 in. Shallow Well Pump....13.00
No. 8, Fig. 328, 3½ in. Shallow Well Pump....15.00
No. 5, Fig. 307, 3 in. Deep Well Pump....15.00
No. 6¼, Fig. 307, 3¼ in. Deep Well Pump....17.00
No. 14, Fig. 521, 3 in. Deep or Shallow Well Pump....15.00
No. 32, Fig. 523, 3 in. Deep Well Pump....17.00
No. 56, Fig. 331, 3 in. Shallow Well Pump....14.00
No. 58, Fig. 332, 3½ in. Shallow Well Pump....17.00
No. 70, Fig. 333, 3¼ in. Deep Well Pump....15.00
No. 72, Fig. 333, 3 in. Deep Well Pump....15.00
No. 102, Fig. 448, 3 in. Lift Pump....9.00
No. 108, Fig. 448, 3¼ in. Lift Pump....11.00
No. 128, Fig. 510, 3 in. Lift Pump....7.00
No. 131, Fig. 510, 3¼ in. Lift Pump....8.50
No. 225, Fig. 389, Windmill Pump....12.50
No. 235, Fig. 408, Windmill Pump....16.00
No. 240, Fig. 406, Regulator Pump....28.00
No. 302, Fig. 477, Spray Pump, complete....11.50
No. 330, Fig. 547, Knapsack Spray Pump....10.00
Discount 50% f. o. b. Ashland.
No. 288, Fig. 513, Low Down Tank Force Pump, net....5.00
No. 320, Fig. 492, Bucket Spray Pump, net....2.00

Punches

Bemis & Call Co's.:
Cast Steel Drive....50%
Morrill's....50%
Niagara Hollow....45%
Niagara Solid....55%
Saddlers' or Drive, good....60 65%
Snells' Tinners'....40&5%

Rail

Barn Door, Light, Inches...	½	⅝	¾
₱ 100 feet	$1.40	1.95	2.80

Barn Door, "None Better" No. 1, ₱ ft....3½c
Barn Door, "None Better" No. 2, ₱ ft....4c
B. D. for N. E. Hangers:
Angular, ₱ ft., 6c....70%
Double Flange, ₱ ft., 8c....70%
Cronk's:
O. N. T. style, No. 13....2½c ₱ Ft
Double braced....3c
Lane's:
O. N. T. 1 in., ₱ 100 ft., net....$2.75
O. N. T. 1¼ in., net....3.00
O. N. T. 1½ in., net....4.00
Hinge Hanger, 1 in., ₱ 100 ft....3.50
" " 1¼ " " " " 3.96
Stowell's Wrought steel....25
Sliding Door, Bronzed Wrought iron, ₱ ft....6½c
Sliding Door, Steel, Brass Plated, ₱ ft..5½c
Sliding Door, Wrought brass, 1⅛ in lb. 35c....25 30
Victor Track Rail, 7c ₱ ft....60&10&2½

Rakes, Etc

Cronk's:
Malleable....70
New Champion....75
Victor....80
Anti-Clog Lawn....75
Never Break Garden....75&10
Queen City Lawn....40%
Kohler's:

	Net
Lawn Queen, 20	$3.45
" 24	3.90
Jumbo Lawn, 36	5.25
Paragon (wood head)	2.75
Steel Garden, 10th	2.24
" " 12th	2.40
" " 14th	2.64
" " 16th	2.88

Rasps, Horse

Disston's....75%
New Nicholson Horse Rasp...70&10@75&5%
See also Files.

Razors

Electric....List Net
Boracic....60%
Fox....50%
J. R. Torrey Razor Co....20%
Wostenholm & Butcher, $10.00 to £....10%

Razor Hones

Belgian German and Swaty, all sizes...50%

Registers and Ventilators

HOT AIR—
New list, July 1, 1903:
Black Japanned, White Japanned, Bronzed Finishes, Electro-Plated and Nickel Plated....70&10%
White Porcelain....60%
Solid Brass and Bronze Metal....50%

Revolving Chimney Tops

Iwans' Volcano....50&5%

Rifle Cleaners

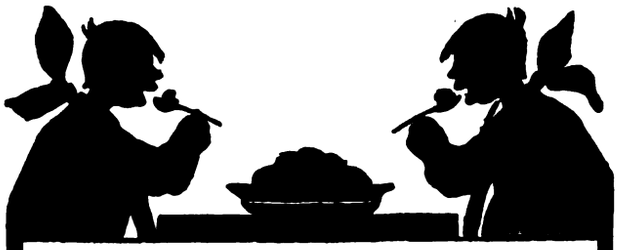
Bishops':
Small Bore Rifle Cleaner, ₱ doz....$3.00

Rings

See Bull and Hog Rings.

Rivets and Burrs

COPPER—
Belt with Burrs....50&60@60%
Hose with Burrs....50&10@60%
IRON OR STEEL—
New list, Jan. 8, 1904.
Tinners....75%&5%
Miscellaneous....75%&%



"The Proof of the Pudding Is the Eating"



That's exactly the case with

L & G 800 Butcher Knives

They are made of special steel carefully hammered and finely tempered.

Every Blade Warranted

We've made them ever since 1837.

Sixty Eight Years On the Market

Our Butcher Knives, like the rest of our line of

Fine Table Cutlery

have "improved with age." There's nothing like them on the market. They can't be beat in quality nor price.

Get a copy of our catalog— Make up a sample order and we feel confident you will send us many duplicate orders.

Don't delay— Write to-day.

Lamson & Goodnow Mfg. Co.
Shelburne Falls, Mass.
N. Y. Office, 45 Murray St.

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Rivet Sets
Regular list....70%

Rollers, Stay
Cronk's:

Nos	50	55	56	60	65
℔ Dozen	$1.00	.80c	.75c	.75c	.90c

Rope
Cotton Rope: ℔ Lb
Best ¼ in. and larger....16½c
Medium....14½c
⅛ in. and larger....—
Common....10½c
Jute Rope:
A grade....8c
C grade....5½c
Manilla Pure:
7-16 in. and larger....12c
⅜ in....12½c
½ and 5-16....13c
Sisal, Pure:
7-16 in. and larger....10c
⅜ in....10½c
½ and 5-16 in....11c

Root Cutters
Lane's....25%

Rules
Athol, Steel....33⅓%
Boxwood....60&10@60&10&10%
Ivory....35&10@35&10&5%
Keuffel & Esser Co.:
Folding, wood....35&10%
" steel....33⅓&10%
Lufkin's:
steel....50&10%
Lumber....60%
Miscellaneous, Stanley's....60%

Sad Irons
DOVER ASBESTOS—
Polishing....50%
Pressing....50%
Laundry....45%
Sleeve....50%
Tourist....50%
Toy....50%
Blacklock:
Plain black in cases, ℔ 100 lbs....$2.75
Bronze finished in cases, ℔ 100 lbs....3.15
Aluminum finish, in cases, ℔ 100 lbs. 2.95
Full nickel, in cases, ℔ 100 lbs....3.75
COLD HANDLED—
Enterprise Mfg. Co. of Pa....20&5&5%

Safety Fuse
See Fuse.

Safety Lifts
Burr Mfg. Co., steel....70&10%

Sand and Emery Paper and Cloth
Baeder, Adamson & Co's. list:
Emery cloth....50&10@60%
Garnet paper....25%
Flint and emery paper....50&10@60%

Sash Balances
Caldwell Mfg. Co....50%
Pullman....50&10@60%
Victor bronze....75%
Victor steel....70%

Sash Chain
Competition....50&10%
Giant....40%
Monarch B. C. Co....70%
Pullman bronze....70%
Pullman cop steel....70&10&10%
Royal metal....65&5%
Steel B. C. Co....70&10%
Steel, copperplated....70%
Victor bronze....70%
Victor steel....75%

Sash Cord & Weight Fastener
Ives....40%

Sash Cord
Cable Laid Italian, ℔ lb....16@18c
Cable Laid Russia, ℔ lb....15c
Common India, ℔ lb....10@10½c
Patent Russia, ℔ lb....14c
Patent India, ℔ lb....12½@13c
Silver Lake:
A Quality, drab, ℔ lb....40c
A Quality, white, ℔ lb....35c
B Quality, drab, ℔ lb....35c
B Quality, white, ℔ lb....30c

Sash Fasteners
Imperial....33⅓%
Sash rollers....70%
Ives casement fasteners....40%
Champion....50%
Monitor, steel....25%
Shutter sheaves....60%
Window screen sash lifts....62%

Sash Locks
Champion meeting rail....50%
Champion side....60%
Ives' patent:
Bronze and Brass....62½%
Crescent....50&10%
Iron....62½%
Window ventilating....60%
Robinson pat. ventilating sash lock....40%
Wrought bronze and brass....55%
Wrought steel....55%
Payson's signal....80%
Pullman patent ventilating....25%

Sash Weights
Ton lots at factory (Eastern)....$25.00

Sausage Stuffers or Fillers
Enterprise Mfg. Co....25@25&7½%
National Specialty Mfg. Co....30%

Saws
Atkins:
Band to 14 in. wide....90%
Band ¼ to 3-16 in. wide....50%
Butcher....40&10%
Pruning and Compass....40%
Circular....50%
Cross Cut....35&5%
Gang....50%
Hand, Panel and rip....40%
Wood....40&10%
Diamond Saw and Stamping Works:
Sterling Kitchen saws....25%
Disston's:
Circular, solid and inserted tooth....50%
Band 8 in. to 16 in. wide....60%
Band ¼ in. to 1¾ in....60%
Cross cuts....50%
Narrow cross cuts....55%
Mulay, mill and drag....50%
Framed wood saws....35%
Wood saw blades....35%
Wood saw rods....25%
Hand saws, Nos. 12, 99, 9, 16, D100, D8, 120, 76, 77, 8....25%
Hand saws, Nos. 7, 107, 107¾, 3, 1, 0, 00, combination....30%
Compass, keyhole, pruning, dovetail, &c....25%
Butcher saws and blades....35%
C. E. Jennings & Co's.:
Butcher....30&10%
Hand Panel, rip & other saws..20&2½&10%
Peace:
Cross cuts....50%
Hand panel and rip....30%
Richardson:
Circular and mill....50%
X cuts....50%
Hand saws....30%
Star, Butcher....25%

HACK SAWS AND FRAMES—
Chatillon....30%
Diamond Saw & Stamping Works:
Sterling hack and saw blades....35%
Sterling hack saw frames....20%
Disston's:
Concave blades....25%
Keystone flex. back and mach. blades.40%
Hack saw frames....30%
Griffin's:
Complete....40&10%
Saw blades....35&5&10%
Star, saws and blades....22%

Saw Filer
Disston's D8 Clamp and Guide, $30.00 ℔ doz....30%

Saw Frames
C. E. Jennings & Co....20%
Richardson's Wood....net

Saw Sets
Atkins,
Criterion saw sets, ℔ doz....$6.00
Exclsior saw tools, " " 6.00
Disston's Monarch, Nos. 1 & 10 & Star...30%
Hart's patent lever....20%
Kohler's:
"Giant Royal," ℔ doz. net....$8.50
"Royal," ℔ doz. net....5.00
Morrill's:
Nos. 1, $15.00; 10, $15.63; 11, $15.63....50%
Cross cuts, Nos. 3 & 4, $20.63; 5, $30.00..50%
Richardson's....25%
Seymour Smith & Son, hammer, ℔doz..$4.75
Stillman's, ℔ doz....1.00
Taintor's Positive, $18.00 ℔ doz....60%

Scales
Chatillon's:
Eureka....40%
Favorite....40%
Grocers' triple scales....50%
Family, Turnbull's....30@30&10%
Hatch:
Counter....40%
Tea....40%
Union Platform, plain....$1.80@$2.00
Striped....$2.00@$2.20
Pelouze....50%

Scale Beams
Chatillon's No. 1....30%
Chatillon's No. 2....40%

Scrapers, &c
Adj. Box scrapers(S. R. & L. Co.) $6.00...45%
Box, 1 handle, ℔ doz....$2.00
Box, 2 handle, ℔ doz....$3.00@$4.00
Foot....55&5@60&5%
Ship, Common, ℔ doz., net....$2.40
Ship, R. I. Tool Co....10%
SIDEWALK—
Kohler's steel No. 7, ℔ doz....$2.50

Screens
DOOR—

	℔ Doz
Phillips,	
Style E, ¾ in	$10.00
Style O77, ¾ in	7.50
Style X Y, ¾ in	10.50

WINDOW AND FRAMES—
Phillips:
Flyer pattern....60&10@60&10&5%
Air Line pattern....60&10%
Perfection....60&10@60&10&5%
Screen frames....70&5@60&10%

Screw Drivers
Brace Screw drivers....25&10&5%
Buck Bros....30%
Screw Driver Bits....27½%
Champion....40%
Disston's Flat Blade, electric, telegraph and cabinet makers....70%
Electric spiral, No. 01, ℔ doz., net....$6.00
Electric spiral, No. 02, " " " 5.00
Ellrich's socket and ratchet....40&10%
Fray's hollow hdle sets, No. 3, $12.00....50%
C. E. Jennings & Co., No. 285....40&10%
Jennings & Griffin....66⅔%
Sargent & Co's.:
No. 1 forged blade....50&10@50&10&5%
Nos. 20 and 40....66⅔%
Screw Driver bits(Snell's) ℔ doz....60%
Stanley R. & L. Co's.:
No. 64, varnished handles....60&10%
No. 86....70&10%
Victor....55%
Defiancio....70%
Snell's No. 5....75%
No. 10....80%
Nos. 20 and 30....70%
Tower & Lyon:
Champion....40%
Magazine....25%
Machinists'....40%
Belsley's patent....33⅓%

Screws
WOOD SCREWS—
List July 22, 1903.
Drive screws, diamond point....87½&10%
Iron, bright flat head....87½&10%
Iron, bright round and oval head....85&10%
Brass, flat head....85&10%
Brass, round head....80&10%
Bronze, flat head....77½&10%
Bronze, round head....75&10%
Nickel Plated, iron flat head....77½&10%
Nickel Plated, iron round head....77½&10%
MACHINE—
List, January 1, 1898.
Brass, flat head; Brass, round head; Iron, flat head; Iron, round head....50@50&10%
COACH, LAG AND HAND RAIL—
G. P. Coach, list Oct. 1, '99....75&12½%
Hand Rail....70&10@75%
Lag screws, list Oct. 1, 1890.
Cone Point....75&17½%

BENCH, HAND, ETC—
Bench, iron, ℔ doz....1 in., $2.50@$2.75 1¼, $3.00@$3.25; 1¼, $3.50@$3.75
Bench, wood, beech....30@30&5%
Hand, wood....30@30&5%
Jack Screws, Miller's Falls, roller bearing....50&10%
Jack Screws, Miller's Falls, without roller bearing....40&10&10%
Jack Screws, P. S. & W....50@50&5%
Jack Screws, Sargent's....70&10%

Scroll Saws
Cricket....10&10%
C. E. Jennings & Co....25%
Lester, complete, $10.00....15&10%
Rogers, complete, $4.00....15&10%

Scythes
℔ Doz
Wadsworth's:
Natural Finish, grass; Polished Blade, grass; Painted or Bronzed, grass; Clipper, grain; weed and bush....40%

Scythe Rifles
3-Coat, ℔ gro., $10.00 } 40%
4-Coat, ℔ gro., $12.00 }

Scythe Stones

	℔ Gro	
No. 1, Indian Pond	$ 7.00	
No. 2, " "	4.50	
White Mountain	9.00	
Black Diamond	12.00	
Lamoille	11.00	
Green Mountains	6.00	40%
Leader Red End	4.50	
Willoughby Lake	9.00	
Extra Quinnebog	7.00	
Pike's Corundum	24.00	
" Emery	15.00	

Seeders
Raisin, Enterprise....25@30%

Shears
Acme (cast)....40@40&5%
Ætna, Steel Japanned....80&20%
Ætna, Steel Nickeled....70&20%
Barnard Lamp Trimmers....40%
Carrier Cutlery Co.:
N. P. Straight Trimmers....63⅓%
N. P. Bent Trimmers....66⅔%
Japanned Straight....70&10%
Japanned Bent....70&10%
Cronks
Nickel Plated....60&10%
Japanned....60&20%
Heinisch's:
Straight Trimmers, etc.60&10@60&10&10%
Tailors' Shears....40%
Tinners' Snips....40%
Pruning, See Pruning Hooks and Shears.
Seymour's Standard List:
Japanned....70%
Nickeled....60%
Standard Cutlery Co.:
Japanned....70&10%
Nickeled....60&10%
Star Brand:
Nickel Scissors....60%
Nickel Shears....60%
Japan Shears....70%
Tailors' Shears....40&10%
Pruners....70%
Tinners' Snips....40&10%

Shears, Hedge
Wm. Wilkinson & Sons....50%

Sheaves
SLIDING DOOR—
Corbin's list....60&10&2%
Hatfield's Pattern....70&10@80%
Stowell's Anti-Friction....50%
Patent Roller....60&10@60&10&5%
SLIDING SHUTTER—
Sargent's list....70%

Shells
See Ammunition.

Ship Tools
L. & I. J. White....25%

Shot
See Ammunition.

Shovels and Spades
Association List, Nov. 15....40%
F. E. Kohler Co....net prices
Avery Stamping Co....net prices

Shutter Bars
Ives'....45%

Shutter Bolts
See Bolts, Shutter.

Sifters, Flour
Hunter's Genuine, ℔ gross....$10.50@$11.50

Skate Sharpeners
Eureka....℔ doz.. $1.75; ℔ gro., $18.00

Slaters' Tools
Plumbs....30%

Slaw and Kraut Cutters
Disston's:
Slaw, vegetable, corn grater, turnip shredder....40%
Kraut cutters, 24x7, 26x6, 30x9....55
Kraut cutters, 36x12, 40x12....40%
Enterprise Mfg. Co....25@30%
Tucker & Dorsey:
1 knife, ℔ gro....$18.00@$20.00
2 knives, ℔ gro....$22.50@$30.00
Kraut cutters....40%
Woodrough & McParlin....40%

Sledges and Heavy Hammers
See Hammers.

Slicers
Vegetable, Enterprise....25%

Smiths' Bellows
See Bellows.

Snaps, Harness, &c
German, new list....40@40&10%
Sargent's:
Patent Guarded....66⅔%
Covered Spring....50@55%
Covert Mfg. Co.:
Covert Breast strap, bkle snaps....45%
Yankee Breast strap, bkle snaps....17½%
Breast strap protector....45&25%
Double for bits or trace carrier....45%
Trojan snaps....45%
High grade snaps....45%
Jockey snaps....35%
Derby snaps....30&25%
Rope snaps....35&5%
Yankee snaps....30&25%

Scythe Snaths
National Snath Co....45@50%
Grain cradles....40@12½%

Spoke Shaves
Bailey's (Stanley R. & L. Co.)....50&10%
Razor Edge....35%
Iron, ℔ doz....50&10%
Miller's Falls....15&10%
Seymour Smith & Sons, Iron....20%
Wm. Johnson's:
Wood, best....30%
Wood, second quality....33⅓%

Spoons and Forks
Boardman's:
Nickel silver, catalogue "D"....net list
SILVER PLATED FLAT WARE—
L. Boardman & Son, cat'lge "D" net list
International Silver Co.:
"1847"....40&10%
"Anchor"....60%
"Eagle"....50&10%
"Star"....50&10%
Rogers, Smith & Co....50&10%
Rogers & Hamilton....40&10%
Holmes & Edwards....50&10&10%
Germau silver, unplated....60@60&5%
KNIVES AND FORKS, NO. 12—

	℔ Doz. Net
"1847"	$3.50
"Anchor"	3.25
"Eagle"	3.25
"Star"	3.25
Rogers, Smith & Co.	3.25
Rogers & Hamilton	3.25
Holmes & Edwards	3.00

Springs
See Door Springs.

Spring Balances
See Balances.

Spring Hinges
See Hinges.

Squares
Disston's Try sq're & T bevels, new list..70%
Try square and T bevel....60&10&1@70%
Winterbottom's Try and Mitre:
Iron Handle....40%
Wood Handle....50%
Nickel-pl'ted, new list, Jan. 5, '00.70&10&10%
Steel and iron....70&10&10%

Staples
Barbed blind, ¼, ⅜, & ½ in., ℔ lb....6½c
FENCE—
Same price as Barb Wire, see trade report.

Stay Rollers
Cronk's, No. 50, net ℔ doz....$1.00
" " 55 " " 60c
" " 56 " " 84c
" " 60 " " 84c
" " 65 " " 90c
Lane's, Nos. 1, 2 and 3....40%

Steels
Chatillon's "Dicks"....30%

Stocks and Dies
BICYCLE—
Holroyd & Co....40&10%
BLACKSMITH'S—
Butterfield's....35&40%
Gardner....33⅓&10%
Holroyd & Co....50&10&5%
Holroyd's R'd Adj. screw plates....50%
Reece's new screw plates....25%
Lightning screw plate....25%
PIPE MAKERS—
Holroyd & Co....80&10%@80&10%

Stones
See Oilstones.

Stops
See Bench Stops.

Store Door Handles
See Handles.

Store Ladders
Lane's....10%
Myers' Noiseless....50%

Stove Bolts
See Bolts.

Stove Polish
See Polish, Stove.

Sweepers
See Carpet Sweepers.

Tackle Blocks
See Blocks.

Tacks, Brad, &c
List January 15, 1899.
American cut tacks....90&25%
S. S. cut tacks....90&20&5%
Carpet Tacks:
American blued....90&25&5%
American tinned....90&25&5%
Swedes Iron Tacks:
S. S....90&20&10&5%
Bill Posters' and Railroad Tacks:
S. S....90&45&5%
Common and Patent Brads....80&10&5%
Gimp Tacks:
S. S....90&45&5%
Hungarian Nails, steel....80&20&5%
Lace Tacks:
S. S....90&45&10%
Looking Glass Tacks....65&5%
Trimmers' Tacks:
S. S....90&30&10&5%
Trunk and Clout Nails:
Steel, black....80&10%
Steel, tinned....80&10%
Upholsterer's Tacks:
S. S....90&40&5%
MISCELLANEOUS—
Double Point, in dozens....90&6tens
Shade, in dozens....90&10&10%
Shade, in bulk....80.

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Tack Pullers

Columbia, No. 1, ₱ doz., net.....$5.00
" " 2 " " " 1.00
Little Jack, ₱ doz., net..... 1.00

Tapes, Measuring

Eddy's:
American Asses' skin.....40&10@50%
Leather Case.....25@25&10%
Star steel.....40@40&10%
Steel.....30&5@35%
Chestermans.....25@25&5%
Keuffel & Esser Co.:
"Favorite" Ass skin.....40&10@50%
"Favorite" Duck & Leather.25&5@25&10%
Metallic steel, lower list.....35@35&5%
Pocket.....35@35&10%
Lufkin's steel and metallic.....30@33⅓%

Tap Borers

See Borers, Tap.

Taps

American Screw Co.:
Machine screw.....70%
Holroyd & Co's.:
Blacksmiths.....60&10%
Machine screw.....75&10@80%
Machinists' Hand:
1-16 to 1¼ in. inc.....65&10%
1⅜ to 2 in.....50&10&5%
2⅛ to 3 in. inc.....33⅓&10%
3⅛ to 4 in. inc.....20%
Pipe, ⅛ to 1¼ in.....80&20%
Pipe, 2 to 3 in.....80&15%
Pipe, 3½ and 4 in.....60⅗&15%

Tap Wrench

Rollis Hdw. Co., $6.00.....50%

Thumb Latches

See Handles.

Ties, Wall and Veneer

The Metal Stamping Co., Niagara...20&10%

Tinware

Stamped, Japanned and Pieced..net prices

Tire Bolts

See Bolts.

Tobacco Cutters

National Specialty Co.....40%
Enterprise Mfg. Co.....25@30%

Toilet Clippers

See Clippers.

Trammel Points

C. E. Jennings & Co., "Eureka".....25%
Disston's.....70%
Sargent's.....40&10%
Stanley's.....45%

Transom Lifters

Payson's solid grip, Nos. 643 and 644, ₱ 100, net.....$33.00
Payson's:
Balance, Iron list.....70&10&10%

Traps

FLY—

Balloon..... ₱ doz. $1.25, ₱ gro., $12.00
Globe..... " " 1.25, " " 12.00
Harper..... " " 1.40, " " 13.50

GAME—

Enterprise Mole..:.....15&10%
Hawley & Norton.....65%
Newhouse.....45@45&5%
Victor.....70&10@70&10&5%

MOUSE AND RAT—

Hotchkiss:
Metallic Mouse.....50%
Improved Rat.....50%
New Rat.....50%
Mouse, round wire, ₱ doz., $1.00.....10%
Mouse, wood, choker, ₱ doz. holes.....9c
Marty French rat & mouse traps (Genuine):
No. 1, Rat, ea. $1.21; ₱ doz.....$13.25
No. 3, Rat, ₱ doz., $6.50; case of 50.. 5.75
No. 3½, Rat, ₱ doz., $5.25; case of 72. 4.70
No. 4, Mouse, ₱ doz., $3.85; " " 150 3.00
No. 5, " " " $3.00; " " 150 2.25
Smith & Egge Mfg. Co.: ₱ Doz
Superior Rat Trap.....$15.00
Yankee Mouse Trap..... 5.50
Yankee Rat Trap..... 11.00

Trouser Hangers

Pullman No. 1, ₱ gro.....$ 9.00
" 4, " " 24.00

Trowels, Mechanics

Brade's Brick.....30%
Disston's:
Brick and Pointing.....30%
Plastering.....25%
"Standard Brand" and Garden.....35%
C. E. Jennings & Co.:
Brick.....30%
Plastering.....25%
Pointing.....30%
W. & McP. Plastering.....25%
"Rose" Brick, Plst'rng & Moulding..25&5%

Trowels, Garden

Kohler's:
Mal. Hdl. Jap., ₱ gross, net.....$5.00
" " Tinned, ₱ gross, net..... 6.20
Wood Hdl., ₱ gross, net..... 4.50
Disston's.....35%

Vegetable Slicers

Enterprise Mfg. Co.....25%

Vises

Oval slide.....60&10
Solid box.....60&10@60&10&1
Columbian Hdw. Co.:
Nos. 110 and over.....50&5%
Nos. 100 and under.....50&10%
Solid box, horseshoers', Nos. 60, 65 & 70 50&10%
Machinists', Parallel.....40&45%
Coachmakers'.....40%
Armstrong's:
Combination.....50%
Plain and Hinge.....60%
Bonney's Champion.....40&10
Holland's.....40%
Howard's.....40%
Little Giant Bench.....25&10%
Lowell Hand.....33⅓%
Massey:
Perfect.....20%
Clincher.....35@40%
Wood-working.....15@20%
Planer.....15@20%
Comb. Pine.....40%
Millers' Falls:
Mechanics'.....10%
Oval Glide.....60&10%
Ball Clamp.....45&10%
Hand.....15&10%
Moore's.....20%
Prentiss.....20@25%
Sargent's.....40%
Snedliker's.....30@33⅓%
Stephen's.....30@33⅓%
Trenton.....40@40&5%
Wright's Pipe.....40%

SAW FILERS

Bonney's No. 1 & 3.....40%
Wentworth's.....40&10@50%

Wads

See Ammunition.

Wagon Jacks

Covert's Auto Screw Jacks.....30&2%
Mfg. Co's. steel.....45%
Automobile.....45%
Lane's steel.....30&10%

Washer Cutters

Otis A. Smith's.....20&10&10%

Weights, Hitching

Covert Mfg. Co.....40&2%

Well Wheels

Japanned, 8 to 14 in.....net

Weed Extractors

"Pastime," ₱ doz., net.....$1.75

Window Cleaners

Barnes Mfg. Co.....40%
Bosley's Peerless.....60%
Bosley's X. L. C. R.....70%
Clayton's.....25&10%
Phœnix.....60%

Window Stop Adjusters

Ives' new list.....35%
Taplin's "Perfection".....35%

Wire Gauges

See Guages.

Wire and Wire Goods

Brass wire.....30@30&5%
Bright Wire Goods:
New list June 24, 1903.....90&10&10&10%
Cast steel wire.....50%
Copper wire.....15%
Annealed & Tin. on spools.....70&10&10%
Brass and Cop. on spools.60&10@60&10&10%
Spooled wire, ass'd for retailing.....70&5%
Market Wire, Bright or Annealed:
Nos. 6 to 9.....80&5%
Nos. 10 to 18.....80%
Nos. 19 to 26.....80&10%
Nos. 27 to 31.....80&5%
Galvanized:
Nos. 15 to 26.....75&5%
Coppered:
Nos. 6 to 14.....75&10%
Nos. 15 to 18.....75&10%
Tinned:
Nos. 6 to 14.....77½%
Nos. 15 to 18.....75&5%
Cast steel.....65%
Charcoal iron.....60%
Gun screw.....65%
Picture wire, list of Oct. 2, 1900.....85&10@85&10&10%
Stub's steel wire.....$6.00 to£ 33⅓%

Wire Clothes Lines

See Lines.

Wire Cloth, Netting, &c

Galvanized wire netting.....80&10@80&15%
Painted screen cloth, good quality, ₱ 100 sq. ft.....$1.20@$1.25

Wire Rope

Bright.....50&2½%
Iron, galvanized.....42½&2½%

Wire Rope Clips

Crosby.....25%

Wire Stretchers

W. C. Heller's grip, ₱ doz.....$1.50

Wrenches

Agricultural.....75&10@75&10&10%
Alligator.....70&10%
Baxter's.....70@70&10%
Machinists.....50%
Solid handle.....50%
Bemis & Call's:
Briggs pattern.....30&10%
Improved Pipe, bright.....60%
Patent Combination black.....40&5%
Patent Combination bright.....40%
Bicycle:
Club.....40%
Superior.....40%
Featherweight.....40%
Protection.....40%
Boardman's.....30@33⅓%
Coes':
Genuine.....40&10&5&5%
"Mechanics".....40&10&10&5&5%
Coes' pattern, wrought bar....60&5@60&10%
Donohue's engineer.....40&10%
Eagle pipe.....50&10%
Gem.....30%
Stillson pipe.....60&10%
Acme.....60@60&10%
Bull Dog.....70%
Hercules.....70%

WHITE'S EDGE TOOLS

The feature that commends itself about White's Edge Tools is that they are, easy going—they never cumber the shelves of a hardwareman.

Nearly Three-quarters of a Century on the Market

is the reason for this. They sell well because they are well made and because in all that time they have improved with age.

If you are looking for perfection in Edge Tools, look at White's. A single sample order will furnish conclusive proof.

Send for it to-day and be convinced.

L. & I. J. WHITE CO.

Buffalo, N. Y., U. S. A.

DON'T FAIL

TO MENTION "HARDWARE"

WHEN WRITING

TO

THESE ADVERTISERS.

PAINTS, OILS AND COLORS.

Oils

Linseed, City, raw, in barrels, ₱ gal....51c
Linseed, City, boiled, in bbls, " " 53c
Out of Town, on spot, ₱ gal.....50c
Calcutta, raw, in barrels, ₱ gal.....60c
Lard, prime city, ₱ gal.....58@60c
Lard extra, No. 1.....47@48c
Lard, No. 1.....35@38c

Paints and Colors

Barytes, Foreign floated, ₱ ton..... $17.50@19.00
Barytes, American floated, ₱ ton..... $15.00@18.50
Barytes, crude, ₱ ton.....$17.00@11.00
White Lead, American, dry, in bbls., ₱ lb.....6c
White Lead, American, in oil, in lots of less than 500 lbs., ₱ lb. net.....7c
In lots of 500 lbs. and over, ₱ lb.....6¾c
White Lead Eng., in oil, ₱ lb.....9¼c
Litharge Kegs, ₱ lb.....6¾@7¼c
Zinc, American dry, ₱ lb.....4¾@5c

Putty

In bulk.....$1.15
In bladders.....$1.75
In cans, 12½ lb. to 25 lb.....$1.50@1.60

Spirits Turpentine

In regular bbls.....60@61c
In machine bbls.....61@61½c

Dry Colors

	₱ Lb
Blue, Chinese	30@35
Blue, Prussian	28@34
Blue, Ultramarine	5@15c
Sienna, Italian, burnt & powdered	3@6½c
Sienna, Italian, raw & powdered	3@6½c
Umber, Turkey, burnt	2½@3½c
Umber, Turkey, raw	2½@3½c
Green, Chrome, ordinary	5@7½c
Green, Paris, in kegs	12½@14½c
Indian, Red, American	3@3½c
Indian, Red, English	4½@5½c

Colors in Oil

Black Lampblack, best	12@14c
Blue, Chinese	35@46c
Blue, Prussian	32@35c
Blue, Ultramarine	14@16c
Sienna, burnt	11@13c
Sienna, raw	11@13c
Umber, burnt	12@16c
Umber, raw	11@14c
Brown, Vandyke	11@14c

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HARDWARE BUYERS' DIRECTORY

CLASSIFIED LIST OF ADVERTISERS

Adjustable Stocks and Dies
Armstrong Mfg. Co., Bridgeport, Conn.

Adjustable Wrenches
Walworth Mfg. Co., Boston, Mass.

Advertising Novelties
J. C. Kenyon, Owego, N. Y.

Agricultural Implements
Geneva Tool Co., Geneva, Ohio
John H. Graham & Co., New York
American Fork & Hoe Co., Cleveland, O.

Animal Pokes
American Fork & Hoe Co., Cleveland, O.

Anti-Friction Metal
Magnolia Metal Co., New York

Anvils
Alfred Field & Co., New York
Columbian Hardware Co., Cleveland, O.

Apple Parers
Goodell Company, Antrim, N. H.

Arbor Presses
Chandler & Farquhar, Boston

Art Hardware
Sargent & Co., New York

Asphalt Gravel Roofing
Stowell Mfg. Co., Jersey City, N. J.

Augers and Auger Bits
John H. Graham & Co., New York
C. E. Jennings & Co., New York
Russell Jennings Mfg. Co., Deep River, Conn.
Sargent & Co., New York

Automobiles
J. Stevens Arm & Tool Co., Chicopee Falls, Mass.

Awls
The H. H. Mayhew Co., Shelburne Falls, Mass.
Hurwood Mfg. Co., Bridgeport, Conn.

Axes and Edge Tools
L. & I. J. White Co., Buffalo, N. Y.
Sargent & Co., New York

Axle Grease
Frazer Lubricator Co., New York

Axle Oil
The Frank Miller Co., New York
C. L. Hauthaway & Sons, Inc. Boston, Mass.

Babbitt Metal
Magnolia Metal Co., New York

Bait, Pflueger's Luminous
Enterprise Mfg. Co., Akron, Ohio

Balances, Sash (Spring)
Pullman Mfg. Co., Rochester, N. Y.

Bank Railings
The Wm. Bayley Co., Springfield, O.
J. E. Bolles Iron & Wire Works, Detroit, Mich.

Barb Wire
Fuller Bros. & Co.. New York

Barn Paints
Geo. W. Pitkin Co., Chicago, Ill.

Barn Shovels
Geneva Tool Co., Geneva, O.

Bath Room Fixtures
Buffalo Mfg. Co., Buffalo, N. Y.

Barrel Bolts, Wrought
Sargent & Co., New York

Bearing Metal
Magnolia Metal Co., New York

Beef Shavers
Enterprise Mfg. Co. of Pa., Phila.

Beet Forks
American Fork & Hoe Co., Cleveland, O.
Geneva Tool Co.. Geneva, O.

Beet Hoes
American Fork & Hoe Co., Cleveland, O.
Geneva Tool Co., Geneva, O.

Bellows, Smiths'
C. E. Jennings & Co., New York, N. Y.

Bells and Gongs
John H. Graham & Co., New York
Sargent & Co., New York

Belt Dressing
Jos. Dixon Crucible Co., Jersey City, N. J.

Belt Shifters
Chandler & Farquhar, Boston

Belting
Ames Sword Co., Chicopee, Mass.
Voorhees Rubber Mfg. Co., Jersey City, N. J.

Bench Punches
Chandler & Farquhar, Boston

Bench Shears
Chandler & Farquhar, Boston

Bicycles
Gendron Wheel Co., Toledo, Ohio
J. Stevens Arms & Tool Co., Chicopee Falls, Mass.

Bicycle Chain Lubricant
Enterprise Mfg. Co., Akron, Ohio

Bicycle Stands
F. E. Meyers & Bro., Ashland, Ohio

Bicycle Step Ladders
Bicycle Step Ladder Co., Chicago, Ill.

Bicycle Sundries
Cushman & Denison, New York
Harrington & Richardson Arms Co., Worcester, Mass.
Smith & Egge Mfg. Co., Bridgeport, Conn.
Edwin B. Stimpson & Son, New York

Bicycle Wrenches
Barnes Tool Co., New Haven, Conn.

Bits
Alfred Field & Co., New York
C. E. Jennings & Co., New York
Russell Jennings Mfg. Co., Deep River, Conn.
Sargent & Co., New York
The H. H. Mayhew Co., Shelburne Falls, Mass.

Blacksmiths' Vises
John H. Graham & Co., New York

Blocks, Tackle
Lane Bros., Poughkeepsie, New York

Bolt and Screw Cases
J. D. Warren Mfg. Co., Chicago

Bolts, Bolt Ends, Etc
Columbus Bolt Works, Columbus, O.

Bolts, Wrought Barrel
Griffin Mfg. Co., Erie, Pa.

Boring Machines
Ajax Mfg. Co., Pittsburgh, Pa.
C. E. Jennings & Co., New York

Box Corner Fasteners
Cary Mfg. Co., New York
Standard Metal Strap Co., New York

Box Hasps and Hinges
Cary Mfg. Co., New York
Standard Metal Strap Co., New York

Box Straps
Cary Mfg. Co., New York
Standard Metal Strap Co., New York

Braces, Carpenters
John H. Graham & Co., New York
C. E. Jennings & Co., New York
Sargent & Co., New York
The H. H. Mayhew Co., Shelburne Falls, Mass.

Brackets, Folding
Griffin Mfg. Co., Erie, Pa.

Brackets, Shelf
Griffin Mfg. Co., Erie, Pa.
Piqua Bracket Co., Piqua, Ohio
Sargent & Co., New York

Brad Awls
Hurwood Mfg. Co., Bridgeport, Conn.

Brands, Burning
Schwerdtle Stamp Co., Bridgeport, Conn.

Brass and Composition Castings
Magnolia Metal Co., New York

Brass Goods
Walworth Mfg. Co., Boston, Mass.

Bridge Rods
Columbus Bolt Works, Columbus, O.

Builders' Hardware
Champion Safety Lock Co., Geneva, O.
Columbian Hardware Co., Cleveland, O.
The Wm. Bayley Co., Springfield, O.
John H. Graham & Co., New York
Hobart B. Ives Co., New Haven, Conn.
Sargent & Co., New York
Taylor & Boggis Foundry Co., Cleveland, O.

Bungs
John Sommer's Son, Newark, N. J.

Butcher Knives, Tools and Steels
John Chatillon & Sons, New York
Goodell Co., Antrim, N. H.
L. & I. J. White Co., Buffalo, N. Y.

Butchers' Scales
John Chatillon & Sons, New York
Osgood Scale Co., Binghampton, N. Y.

Butchers' Tools
John Stortz & Son, Philadelphia, Pa.

Butts, Door
Bommer Bros., Brooklyn, N. Y.
Griffin Mfg. Co., Erie, Pa.
McKinney Mfg. Co., Allegheny, Pa.
Sargent & Co., New York

Butts, Spring
Bommer Bros., Brooklyn, N. Y.
Columbian Hardware Co., Cleveland, O.
Niles Mfg. Co., Chicago
Sargent & Co., New York

Cabinets, Bolt
J. D. Warren Mfg. Co., Chicago, Ill.

Cabinets, Hardware
J. D. Warren Mfg. Co., Chicago, Ill.

Cabinets, Medicine
Udell Works, Indianapolis, Ind

Cabinet Hinges
Columbian Hardware Co., Cleveland, O

Calipers
Alfred Field & Co., New York
C. E. Jennings & Co., New York
Smith & Egge Mfg. Co., Bridgeport, Conn.
L. S. Starrett Co., Athol, Mass.
J. Stevens Arms & Tool Co., Chicopee Falls, Mass.

Can Openers
John H. Graham & Co., New York
Sargent & Co., New York

Canopies (Mosquito)
I. E. Palmer, Middletown, Conn.

Carpenters' Pencils
Jos. Dixon Crucible Co., Jersey City, N. J

Carpenters' Tools
Stanley Rule & Level Co., New York
L. & I. J. White Co., Buffalo, N. Y.

Carpet Beaters
Holt-Lyon Co., Tarrytown, N. Y.

Carpet Sweepers
Bissell Carpet Sweeper Co., Grand Rapids, Mich.

Carriage Bolts
Columbus Bolt Works, Columbus, O.

Carriage Top Dressing
Frank Miller Co., New York

Carriers, Hay
F. E. Meyers & Bro., Ashland, Ohio

Cash Registers
National Cash Register Co., Dayton, O.

Casters, Bed and Plate
Sargent & Co., New York

Catalogue Cases
J. D. Warren Mfg. Co., Chicago, Ill.

Cement Rollers
John Stortz & Sons, Phila., Pa.

Contractors' Tools
John Stortz & Sons, Phila., Pa.

Chafing Dishes
Buffalo Mfg. Co., Buffalo, N. Y.

Chains
Covert Mfg. Co., West Troy, N. Y.
Alfred Field & Co., New York
Fuller Bros., New York
Oneida Community, Oneida, N. Y.

Chains, Cow
Covert Mfg. Co., West Troy, N. Y.

Chains, Sash
Smith & Egge Mfg. Co., Bridgeport, Conn.

Chairs (Invalid)
I. E. Palmer, Middletown, Conn.

Checks, Brass
Schwerdtle Stamp Co., Bridgeport, Conn.

Cherry Stoners
Enterprise Mfg. Co. of Pa., Phila.
Goodell & Co., Antrim, N. H.

Chisels
L. & I. J. White Co., Buffalo, N. Y.

Chisels, Cold
Hurwood Mfg. Co., Bridgeport, Conn.

Chisels, Firmer
Alfred Field & Co., New York
C. E. Jennings & Co., New York
Sargent & Co., New York
L. & I. J. White Co., Buffalo, N. Y.

Churns
One Minute Churn Co., New York, N. Y.

Clamps
North Bros. Mfg. Co., Phila., Pa.
Smith & Egge Mfg. Co., Bridgeport, Conn.

Claw Hammers
Franklin Specialty Co., Reading, Pa.

Cleavers
John Chatillon & Sons, New York
Goodell Co., Antrim, N. H.
L. & I. J. White Co., Buffalo, N. Y.

Clippers, Horse and Barbers'
American Shearer Mfg. Co., Nashua, N. H.
Alfred Field & Co., New York
John H. Graham & Co., New York

Clocks Alarm
Western Clock Mfg. Co., La Salle, Ills.

Closet Pulls
Smith & Egge Mfg. Co., Bridgeport, Conn.

Clothes Bars
A. J. Phillips Co., Fenton, Mich.

Coat Hanger (Folding)
Leader Mfg. Co., Hartford, Conn.

Coat, Hat and Ceiling Hooks
Columbian Hardware Co., Cleveland, O.
John H. Graham & Co., New York
Sargent & Co., New York

Coffee and Spice Mills
The Wm. Bayley Co., Springfield, O.
Enterprise Mfg. Co. of Pa., Phila, Pa.
W. H. Glenny & Co., Rochester, N. Y.
Lane Brothers Co., Poughkeepsie, N. Y.
Sargent & Co., N. Y. and New Haven

Coil Springs (Door)
Pullman Mfg. Co., Rochester, N. Y.

Coke Forks
Geneva Tool Co., Geneva, O.

Cold Chisels
John Stortz & Son, Philadelphia, Pa.

Conductor Pipe
American Steel Roofing Co., Middletown, O

Contractors' Plows
Syracuse Chilled Plow Co., Syracuse, N. Y.

Contractors' Tools
John Stotz & Sons., Philadelphia, Pa.

Coopers Tools
L. & I. J. White Co., Buffalo, N. Y.

Cork Pullers
Enterprise Mfg. Co. of Phila., Pa.
Erie Specialty Co., Erie, Pa.

Corkscrews
Erie Specialty Co., Erie, Pa.
Alfred Field & Co., New York

Corn Hooks
Geneva Tool Co., Geneva, O.

Corn Sheller, (Hand)
The Wm. Bayley Co., Springfield O.

Cotton Hoes
Geneva Tool Co., Geneva, O.

Counterfeit Detectors
Pelouze Scale & Mfg. Co., Chicago

Counters, Hardware
J. D. Warren Mfg. Co., Chicago, Ill.

Counters, Nail Bin
J. D. Warren Mfg. Co., Chicago, Ill.

Countersinks
C. E. Jennings & Co., New York

Cover Lifters, Stove
Fanner Mfg. Co., Cleveland, O.

Crayons
Jos. Dixon Crucible Co., Jersey City, N. J

Cupboard Catches
Champion Safety Lock Co., Geneva, O.

Cupboard Turns
Champion Safety Lock Co., Geneva, O.

Curled Hair
Baeder, Adamson & Co., N. Y., Phila. Boston and Chicago

Curry Combs
John H. Graham & Co., New York

Cuspadors
Buffalo Mfg. Co., Buffalo, N. Y.

Cutlery, Pocket
John Chatillon & Sons Co., New York
Cronk & Carrier Mfg., Elmira, N. Y.
Jos. Rodgers & Sons, Sheffield, England

Cutlery, Table
Alfred Field & Co., New York
Goodell Co., Antrim, N. H.
Lamson & Goodnow Mfg. Co., Shelburne Falls, Mass.
Jos. Rodgers & Sons, Sheffield, England

Cut Nails
Fuller Bros. & Co., New York

Cutters, Rod
J. Stevens Arms & Tool Co.

Cutters, Wire
Cronk & Carrier Mfg. Co., Elmira, N. Y

Cutting Pliers
Cronk & Carrier Mfg. Co., Elmira, N. Y.

Dairy Scales
Osgood Scale Co., Binghampton, N. Y.

Dampers
Fanner Mfg. Co., Cleveland, O.
Taylor & Boggis Foundry Co., Cleve., O.

Dies, Steel
Schwerdtle Stamp Co., Bridgeport, Conn.
Walworth Mfg. Co., Boston, Mass.

Display Racks
Piqua Bracket Co., Piqua, Ohio.

Dogs Collars and Muzzles
Alfred Field & Co., New York

Door Catches
Am. Hardware Mfg. Co., Ottawa, Ill.
Columbian Hardware Co., Cleveland, O.

Door Holders
Pullman Mfg. Co., Rochester, N. Y.

Door Checks and Springs
Sargent & Co., New York

Door Pulls
Columbian Hardware Co., Cleveland, O.

Door Springs
Columbian Hardware Co., Cleveland, O.

Door Strikes
Columbian Hardware Co., Cleveland, O.

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Dormant Scales
Osgood Scale Co., Binghamton, N. Y.

Drawers, Hardware
J. D. Warren Mfg. Co., Chicago, Ill.

Drawer Pulls
Griffin Mfg. Co., Erie, Pa.
Champion Safety Lock Co., Geneva, O.

Drawing Instruments
C. E. Jennings & Co., New York
Keuffel & Esser Co., New York
Sargent & Co., New York
L. S. Starrett Co., Athol, Mass.

Drawing Knives
L. & I. J. White Co., Buffalo, N. Y.

Drills, Bench
Chandler & Farquhar, Boston, Mass.
(See Twist Drills)

Drills, Blacksmiths', Etc
Sargent & Co., New York

Dripping Pans
The Bronson Walton Co., Cleveland, O.

Dumb Waiters
Kimball Bros. Co., Council Bluffs, Iowa
O'Neill Elevator Co., Philadelphia, Pa.

Duplicating Machines
Felix P. J. Dans Duplicating Co., N. Y.

Ears, Knobs and Handles
Berger Bros. Mfg. Co., Philadelphia, Pa.

Edge Tools
L. & I. J. White Co. Buffalo, N. Y.

Egg Beaters (Dover)
Holt Lyon Co., Tarrytown, N. Y.

Electric Bells and Supplies
John H. Graham & Co., New York

Elevator Enclosures and Bars
The Wm. Bayley Co., Springfield, O.
J. E. Bolles Iron & Wire Works, Detroit, Mich.

Elevators
Kimball Bros. Co., Council Bluffs, Iowa
O'Neill Elevator Co., Philadelphia, Pa.

Emery and Garnet Paper
Baeder, Adamson & Co., N. Y., Phila. Boston and Chicago

Emery Paper and Cloth
Baeder & Adamson, Co., Phila. & N. Y.

Emery Wheels
Pike Mfg. Co., Pike, N. H.

Envelope and Stamp Lubricators
Pelouze Scale & Mfg. Co., Chicago

Escutcheons and Push Plates
Sargent & Co., New York

Export Agents
John H. Graham & Co., New York

Farm Fencing
New Jersey Wire Cloth Co., Trenton and New York

Farming Tools
Am. Fork & Hoe Co., Cleveland, O.
Geneva Tool Co., Geneva, O.

Faucets, Metal
John H. Graham & Co., New York

Faucets, Wood
John Sommer's Son, Newark, N. J.

Fences, Wire and Iron
Adams Steel & Wire Works, Joliet, Ill.
The Wm. Bayley Co., Springfield, O.
J. E. Bolles Iron & Wire Works, Detroit, Mich.
Enterprise Foundry & Fence Co., Indianapolis, Ind.
Stewart Iron Works, Cincinnati, O.
Van Dorn Iron Works Co., Cleveland, O.

Field Hoes
Geneva Tool Co., Geneva, O.

Files
G & H. Barnett Co., Philadelphia
Alfred Field & Co., New York
Nicholson File Co., Providence, R. I.

Fillers, Wood
E. E. Nice, Philadelphia, Pa.

Filters
Buffalo Mfg. Co., Buffalo, N. Y.
Champion Safety Lock Co., Geneva, O.

Fire Arms
Alfred Field & Co. New York
Harrington & Richardson Arms Co., Worcester, Mass.
J. Stevens Arms & Tool Co., Chicopee Falls, Mass.

Fire Pots
Clayton & Lambert Mfg. Co., Detroit, Mich.

Fish Cleaners, Shoo Fly Cream
Enterprise Mfg. Co., Akron, Ohio

Fish Hook Disgorgers
Enterprise Mfg. Co., Akron, Ohio

Fish Hooks, Ringed and Flatted.
Enterprise Mfg. Co., Akron, Ohio

Fishing Floats
J. M. Mast Mfg. Co., Lititz, Pa.

Fishing Tackle
Enterprise Mfg. Co., Akron, Ohio
Clark, Horrocks & Co., Utica, N. Y.
J. M. Mast Mfg. Co., Lititz, Pa.

Flint Paper
Baeder & Adamson Co., Phila. and N. Y.

Floor Plates
American Tube and Stamping Co., Bridgeport, Conn.

Flower Stands
Eclipse Novelty Works, Pulaski, Pa.

Food Choppers
The Wm. Bayley Co., Springfield, O.
Enterprise Mfg. Co. of Pa., Phila., Pa.
Sargent & Co., New York and New Haven, Conn.

Forgings, Carriage
Columbus Bolt Works, Columbus, O.

Frame Pulleys
Sargent & Co., New York

Fruit Jar Wrenches
Champion Safety Lock Co., Geneva, O.

Fruit Presses
Enterprise Mfg. Co. of Pa., Philadelphia

Furnace Shovels
Geneva Tool Co., Geneva, Ohio

Galvanized Wire
Fuller Bros. & Co., New York

Garden Hoes
Am. Fork & Hoe Co., Cleveland, O.
Geneva Tool Co., Geneva, O.

Garden Hose
Voorhees Rubber Mfg. Co., Jersey City, N. J.

Garden Rakes—Steel
Am. Fork & Hoe Co., Cleveland, O.
Cronk & Carrier Mfg. Co., Elmira, N. Y.
Geneva Tool Co., Geneva, O.

Garden Tools
Alfred Field & Co., New York
Am. Fork & Hoe Co., Cleveland, O.
Geneva Tool Co., Geneva, O.
W. H. Glenny & Co., Rochester, N. Y.

Garnet Paper
Baeder & Adamson Co., Phila. and N. Y.

Gas Pliers
Cronk & Carrier Mfg. Co., Elmira, N. Y.

Gasfitters' Supplies
Armstrong Mfg. Co., Bridgeport, Conn.
Walworth Mfg. Co., Boston, Mass.

Gas Stoves
Taylor & Boggis Foundry Co., Cleveland, O.

Gauges
The H. H. Mayhew Co., Shelburne Falls, Mass.

Gauges, Butt
Stanley Rule and Level Co., New York

Gimlets
The H. H. Mayhew Co., Shelburne Falls, Mass.
C. E. Jennings & Co.

Glass Cutters
Fletcher, Terry & Co., Forestville, Ct.
The H. H. Mayhew Co., Shelburne Falls, Mass.

Glue
Baeder, Adamson & Co., N. Y., Phila., Boston and Chicago

Grain Cradles
Am. Fork & Hoe Co., Cleveland, O.
Geneva Tool Co., Geneva, O.

Grain and Barley Forks
Am. Fork & Hoe Co., Cleveland, O
Geneva Tool Co., Geneva, O.

Graphite
Jos. Dixon Crucible Co., Jersey City, N. J

Grass Hooks
Am. Fork & Hoe Co., Cleveland, O.
Geneva Tool Co., Geneva, O.

Grates
Blacklock Foundry, South Pittsburgh, Tenn.

Grist Mills (Hand)
The Wm. Bayley Co., Springfield, O.

Gummers, Saw
Henry Disston Sons., Phila., Pa.

Guns
Alfred Field & Co., New York.
Harrington & Richardson Co., Worcester Mass.
Chandler & Farquhar, Boston

Hack Saws
Diamond Saw & Stamping Co., Buffalo, N. Y.

Hack Saw Blades, Sterling
Diamond Saw & Stamping Works, Buffalo, N. Y.

Hack Saws (Universal)
West Haven Mfg. Co., New Haven, Conn.

Hair Felting
Baeder, Adamson & Co., N. Y. Phila., Boston and Chicago

Halter Chains
Covert Mfg. Co., West Troy, N. Y.

Halters, Web and Rope
Covert Mfg. Co., West Troy, N. Y.

Hammers
John H. Graham & Co., New York
Sargent & Co., New York.
Stanley Rule & Level Co., New York
Franklin Specialty Co., Reading, Pa.

Hammers, Adz-Eye
Henry Cheney Hammer Co., Little Falls, New York

Hammocks
I. E. Palmer, Middletown, Conn.

Hand Carts
Syracuse Chilled Plow Co., Syracuse, N. Y.

Handles, Tool
Berger Bros. Co., Philadelphia
Geneva Tool Co., Geneva, O.

Hangers, Barn Door
Cronk & Carrier Mfg. Co., Elmira
John H. Graham & Co., New York
McKinney Mfg. Co., Allegheny, Pa.
Richards Mfg. Co., Aurora, Ills.

Hangers, Coat and Hat
Cronk & Carrier Mfg. Co., Elmira, N. Y.
W. H. Glenny & Co., Rochester, N. Y.

Hangers, Joist and Wall
Columbian Hardware Co., Cleveland, O.
Van Dorn Iron Works, Cleveland, O.

Hangers, Parlor Door
Richards Mfg. Co., Aurora, Ills.
Sargent & Co., New York.
Lane Bros. Co., Poughkeepsie, N. Y.

Hangers, Pipe
Berger Bros. Co., Philadelphia.
Walworth Mfg. Co., Boston, Mass.

Hardware Cabinets
J. D. Warren Mfg. Co., Chicago, Ill.

Hardware Cases
J. D. Warren Mfg. Co., Chicago, Ill.

Hardware Mfrs' Agents, Etc.
John H. Graham & Co., New York
Robert Murray, New York

Hardware Shelving
J. D. Warren Mfg. Co., Chicago, Ill.

Hardware Specialties
Am. Hardware Mfg. Co., Ottawa, Ill.
Alfred Field & Co., New York
Enterprise Mfg. Co. of Pa., Phila.
Robert Murray, New York
Sargent & Co., New York
Taylor & Boggis Foundry Co., Cleveland, O.
Lane Bros. Co., Poughkeepsie, N. Y.
Pullman Mfg. Co., Rochester, N. Y.
Franklin Specialty Co., Reading, Pa.

Harness Dressing
Frank Miller Co., New York, N. Y.
C. L. Hanthaway & Sons, Inc., Boston. Mass.

Harness Oil Blacking
C. L. Hanthaway & Sons, Inc., Boston, Mass.

Harness Snaps
Covert Mfg. Co., West Troy, N. Y.
Sargent & Co., New York

Hatchets
Franklin Specialty Co., Reading, Pa.

Hasps and Staples
Griffin Mfg. Co., Erie, Pa.
McKinney Mfg. Co., Allegheny, Pa.

Hay Carrying Tools
F. E. Myers & Bro., Ashland, Ohio

Hay Forks
Am. Fork & Hoe Co., Cleveland, O.
Geneva Tool Co., Geneva, O.

Header Forks
Geneva Tool Co., Geneva, O.

Hinges
Columbian Hardware Co., Cleveland, O.
Griffin Mfg. Co., Erie, Pa.
McKinney Mfg. Co., Allegheny, Pa.
Niles Mfg. Co., Chicago.
Sargent & Co., New York

Hinges, Floor Spring
Columbian Hardware Co., Cleveland, O.

Hinges, Gossett's Detachable Suspension
F. D. Kees, Beatrice, Neb.

Hinges, Spring
Bommer Bros., Brooklyn, N. Y.
Columbian Hardware Co., Cleveland, O.
Niles Mfg. Co., Chicago
Sargent & Co., New York

Hoisting Machinery
Kimball Bros. Co., Council Bluffs, Ia.

Hollow Ware
Blacklock Foundry, South Pittsburgh, Pa.

Hones, Razor
Alfred Field & Co., New York
Pike Mfg. Co., Pike, N. H.

Hook Racks
Udell Works, Indianapolis, Ind.

Hooks
Berger Bros. Co., Philadelphia
Columbian Hardware Co., Cleveland, O.
John H. Graham & Co., New York
Sargent & Co., New York

Horse and Cattle Ties
Covert Mfg. Co., West Troy, New York

Horse Clipping Machines
Am. Shearer Mfg. Co., Nashua, N. H.

Horse Nails
Capewell Horse Nail Co., Hartford, Conn

Horse Rasps
G. & H. Barnett Co., Phila., Pa.
Nicholson File Co., Providence, R. I.

Hose Pipe
F. E. Myers & Bro., Ashland, Ohio

Hose, Rubber
F. E. Myers & Bro., Ashland, Ohio
Voorhees Rubber Mfg. Co., Jersey City, N. J.

Ice Balances
John Chatillon & Sons, New York
Pelouze Scale & Mfg. Co., Chicago

Ice Chisels
John Chatillon & Sons, New York

Ice Cream Freezers
John H. Graham & Co., New York
North Bros., Mfg. Co., Philadelphia

Ice Creepers
Edwin B. Stimpson & Son, New York

Ice Picks
John Chatillon & Sons, New York
Erie Specialty Co., Erie, Pa.
C. E. Jennings & Co., New York
The H. H. Mayhew Co., Shelburne Falls Mass.
Hurwood Mfg. Co., Bridgeport, Conn.
Franklin Specialty Co., Reading, Pa.

Ice Tools
W. H. Glenny & Co., Rochester, N. Y.
John Chatillon & Sons, New York
Erie Specialty Co., Erie, Pa.
L. & I. J. White Co., Buffalo, N. Y.
John Stortz & Son, Phila., Pa.

Iron Enamel
Nickel Plate Stove Polish Co., Chicago, Ill.

Iron Fences
The Wm. Bayley Co., Springfield, O.
Enterprise Foundry & Fence Co., Indianapolis, Ind.
Van Dorn Iron Works Co., Cleveland, O.
J. E. Bolles Iron & Steel Works, Detroit, Mich.

Iron Works
The Wm. Bayley Co., Springfield, O.
J. E. Bolles Iron & Wire Works, Detroit, Mich.
Enterprise Foundry & Fence Co., Indianapolis, Ind.
Van Dorn Iron Works Co., Cleveland O.

Jack Chains
Smith & Egge Mfg. Co., Bridgeport, Conn.

"Japalac"
Glidden Varnish Co., Cleveland, O.

Job Lots
Jacob McInerny Co., New York

Kitchen Cutlery
Goodell Co., Antrim, N. H.

Knife Sharpeners
Pike Mfg. Co., Pike, N. H.

Ladders, Folding
Udell Works, Indianapolis, Ind.
Berger Bros. Co., Philadelphia

Lamps, Bicycle
John H. Graham & Co., New York

Lanterns
Hurwood Mfg. Co., Bridgeport, Conn.

Lard Presses
Enterprise Mfg. Co. of Pa., Phila.

Lawn Fences
Adams Steel & Wire Works, Joliet, Ill.
The Wm. Bayley Co., Springfield, O.
Enterprise Foundry & Fence Co., Indianapolis, Ind.
Van Dorn Iron Works Co., Cleveland, O.
J. E. Bolles Iron & Steel Works, Detroit, Mich.

Lawn Rakes
Geneva Tool Co., Geneva, Ohio

Lawn Mowers
Chadborn & Coldwell Mfg. Co., Newburgh, New York.
Clipper Lawn Mower Co., Dixon, Ill.
Coldwell Lawn Mower Co., Newburgh, New York

Lawn Tools
Geneva Tool Co., Geneva, Ohio

Lead Pencils
Jos. Dixon Crucible Co., Jersey City, N. J

Lemon Squeezers
Berger Bros. Co., Philadelphia
Erie Specialy Co., Erie, Pa.
John H. Graham & Co., New York
John Sommer's Son, Newark, N. J.
Leader Mfg. Co., Hartford, Ct.

Letter Boxes
Taylor & Boggis Foundry Co., Cleveland, Ohio.

Levels
Stanley Rule & Level Co., New York
L. S. Starrett Co., Athol, Mass.

Light Gray Iron Castings
Taylor & Boggis Foundry Co., Cleveland, Ohio

Liquid Fillers
E. E. Nice, Philadelphia, Pa.

Locks and Knobs
John H. Graham & Co., New York
Sargent & Co., New York and New Haven, Conn.

Lubricants
Jos. Dixon Crucible Co., New York and Jersey City, N. J.

Machinists' Tools
Henry Disston & Sons, Inc., Phila., Pa.
Walwotrh Mfg. Co., Boston, Mass.

Magnolia Metal
Magnolia Metal Co., New York

Mail Boxes
Vermont Slate Co., Zanesville, Ohio
Smith Bros. Mfg. Co., Indianapolis, Ind.

Mallets
John Sommer's Son, Newark, N. J.
Stanley Rule & Level Co., New York

Manufacturers' Agents
John H. Graham & Co., New York
Robert Murray, New York

Manure Forks
Am. Fork & Hoe Co., Cleveland, O.
Geneva Tool Co., Geneva, O.

Manure Hooks
Geneva Tool Co., Geneva, O.

Mats and Matting, Rubber
Voorhees Rubber Mfg. Co., Jersey City, New Jersey

Measuring Pumps
Enterprise Mfg. Co. of Pa., Phila.

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Measuring Tapes
Alfred Field & Co., New York
John H. Graham & Co., New York
Keuffel & Esser, New York

Meat Choppers
John Chatillon & Sons, New York
Enterprise Mfg. Co. of Pa., Phila.
John H. Graham & Co., N. Y.
Sargent & Co., N. Y.

Meat Cutters
Enterprise Mfg. Co. of Pa., Phila.
John H. Graham & Co., N. Y.
Sargent & Co., N. Y.

Metal Ceilings
Northrup, Coburn & Dodge Co., New York, N. Y.

Metal Side Walls
Northrup, Coburn & Dodge Co., New York, N. Y.

Mills, Coffee and Spice
The Wm. Bayley Co., Springfield, O.
John Chatillon & Sons, N. Y.
Enterprise Mfg. Co. of Pa., Phila.
Lane Bros. Co., Poughkeepsie, N. Y.

Mills, Drug
Enterprise Mfg. Co. of Pa., Phila.

Mincing Knives
Enterprise Mfg. Co. of Pa., Phila.
John H. Graham & Co., N. Y.

Molasses Gates
Taylor & Boggis Foundry Co., Cleveland, Ohio
Sargent & Co., N. Y.

Mop Wringers
Beech Novelty Co., Mansfield, Ohio

Mop Wringer and Bucket
Eagle Cooperage Works, Circleville, O.

Motor Fans
A. Rosenberg Co., Baltimore, Md.

Mowing Machine Oilers
American Tube & Stamping Co., Bridgeport, Conn.

Nails
Fuller Bros. & Co., N. Y.

Nails, Galvanized
Keystone Nail Co., Inc., Phila., Pa.

Nail Sets
John H. Graham & Co., N. Y.
C. E. Jennings & Co., N. Y.
L. S. Starrett Co., Athol, Mass.
The H. H. Mayhew Co., Shelburne Falls, Mass.
Hurwood Mfg. Co., Bridgeport, Conn.

Needles
Alfred Field & Co., New York

Nettings
I. E. Palmer, Middletown, Conn.

Nippers
Alfred Field & Co., New York
L. S. Starrett Co., Athol, Mass.

Numbering Machines
Cushman & Denison, New York

Nuts
Columbus Bolt Works, Columbus, O.
Garland Nut & Rivet Co., Pittsburgh, Pa.

Office Railings
J. E. Bolles Iron & Wire Works, Detroit, Mich.

Oilers
American Tube & Stamping Co., Bridgeport, Conn.
Cushman & Denison, New York.

Oil Cans (Safety)
Vermont Slate Co., Zanesville, Ohio

Oil Stones
Pike Mfg. Co., Pike, N. H.

Oil Stoves
Taylor & Boggis Foundry Co., Cleveland, Ohio

Ornamental Iron Work
The Wm. Bayley Co., Springfield, O.
Enterprise Foundry & Fence Co., Indianapolis, Ind.
J. E. Bolles Iron & Steel Works, Detroit, Mich.
Van Dorn Iron Works Co., Cleveland, O.

Ox Yoke and Bows
Am. Fork & Hoe Co. Cleveland, O.

Packing Rubber
Voorhees Rubber Mfg. Co., Jersey City, N. J.

Padlocks
Ames Sword Co., Chicopee, Mass.
Alfred Field & Co., New York
John H. Graham & Co., New York
Smith & Egge Mfg. Co., Bridgeport, Conn.

Paints
Jos. Dixon Crucible Co., Jersey City, N. J
E. E. Nice, Philadelphia, Pa.
Geo. W. Pitkin Co., Chicago, Ill.

Paint Specialties
Adams & Elting Co., Chicago, Ill.

Paper Clips
Cushman & Dennison, New York

Paviors' Tools
John Stortz & Sons, Phila., Pa.

Patents
Davis & Davis, New York

Pencils
Jos. Dixon Crucible Co., Jersey City, N. J

Perforated Metals
Edwin B. Stimpson & Son, New York

Pipe Cutters
Armstrong Mfg. Co., Bridgeport, Conn.
Barnes Tool Co., New Haven, Conn.
Alfred Field & Co., New York
Walworth Mfg. Co., Boston, Mass.

Pipe Fittings
Walworth Mfg. Co., Boston, Mass.

Pipe Straps
Berger Bros. Co., Philadelphia
Walworth Mfg. Co., Boston, Mass.

Pipe Threading Machines
Armstrong Mfg. Co., Bridgeport, Conn.
Walworth Mfg. Co., Boston, Mass.

Pipe Vises
Armstrong Mfg. Co., Bridgeport, Conn.
Walworth Mfg. Co., Boston, Mass.

Pipe, Wrought
Walworth Mfg. Co., Boston, Mass.

Pistols
Harrington & Richardson Arms Co., Worcester, Mass.
J. Stevens Arms & Tool Co., Chicopee Falls, Mass.

Planes
C. E. Jennings & Co., New York
Sargent & Co., New York
Stanley Rule & Level Co., New York

Planters' Hoes
Geneva Tool Co., Geneva, O.

Plant Supports
Igoe Brothers, Brooklyn, N. Y.

Plated Ware
Luther Roardman & Son, East Haddam, Conn.
Alfred Field & Co., New York

Plates, Machinery
Schwerdtle Stamp Co., Bridgeport, Conn

Pliers
Hurwood Mfg. Co., Bridgeport, Conn.

Pliers, Fencing
Cronk & Carrier Mfg. Co., Elmira, N. Y.
Alfred Field & Co., New York

Plumbers' Supplies
Berger Bros. Co., Phila., Pa.
Smith & Egge Mfg. Co., Bridgeport, Conn

Pocket Cutlery
Alfred Field & Co., New York
John Chatillon & Sons, New York
Thomaston Knife Co., Reynold's Bridge, Ct.

Polish, Stove
Jos. Dixon Crucible Co., Jersey City, N. J

Polishes, Liquid
Geo. W. Huffman, Indianapolis, Ind. and New York

Polishes, Paste
Geo. W. Huffman, Indianapolis, Ind. and New York

Postal Scales
Pelouze Scale & Mfg. Co., Chicago, Ill.

Post Hole Diggers
John H. Graham & Co., New York
F. E. Kohler & Co., Canton, Ohio

Potato Hooks
Am. Fork & Hoe Co., Cleveland, O.
Geneva Tool Co., Geneva, O.

Poultry Netting
New Jersey Wire Cloth Co., New York, Trenton, Chicago, San Francisco.

Pressed Steel Tiling and Brick
Northrup, Coburn & Dodge Co., New York, N. Y.

Pruning Shears
Cronk & Carrier Mfg. Co., Elmira, N. Y.

Pulleys, Hoisting
F. E. Myers & Bro., Ashland, Ohio

Pulleys (Self-Adjusting)
I. E. Palmer, Middletown, Conn.

Pumps
F. E. Myers & Bro., Ashland, Ohio.

Punches
The H. H. Mayhew Co., Shelburne Falls, Mass.

Punches, Spring
Alfred Field & Co., New York
Smith & Egge Mfg. Co., Bridgeport, Conn

Push Plates
Champion Safety Lock Co., Geneva, O.

Railings, Wire and Iron
The Wm. Bayley Co., Springfield, O.
J. E. Bolles Iron & Wire Works, Detroit, Mich.
Stewart Iron Works, Cincinnati, O.

Rail, Barn Door
Cronk & Carrier Mfg. Co., Elmira, N. Y.
McKinney Mfg. Co., Allegheny, Pa.

Railroad Brasses
Magnolia Metal Co., New York

Railways
Seaboard Air Line Railway, Portsmouth, Va., J. W. White, Gen. Ind. Agent
M. V. Richards, Land & Ind. Agt., Southern Ry., Washington, D. C.

Raisin Seeders
Enterprise Mfg. Co. of Pa., Phila.
Goodell Co., Antrim, N. H.

Rakes
Geneva Tool Co., Geneva, O.
John H. Graham & Co., New York

Razors
Alfred Field & Co., New York
Fox Cutlery Co., Canandaigua, N. Y.
Jos. Rodgers & Sons, New York and Sheffield, England

Razor Grindstones
Pike Mfg. Co., Pike, N. H.

Razor Guard
L. T. Weiss, Brooklyn, N. Y.

Razors, Safety
Kampfe Brothers, New York
Gem Cutlery Co., New York

Reamers
C. E. Jennings & Co., New York
Wiley & Russell Mfg. Co., Greenfield, Mass.

Reels, Wood
John Sommer's Son, Newark, N. J.

Reels, Rope
Udell Works, Indianapolis, Ind.

Refrigerators
Cooper & McKee, Brooklyn, N. Y.

Registers, Warm Air
Berger Bros. Co. Philadelphia

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O. B. Read Mfg. Co., Troy, N. Y.

Revolvers
Harrington & Richardson Arms Co., Worcester, Mass.

Revolving Horse Hay Rakes
Geneva Tool Co., Geneva, O.

Rifflers
The H. H. Mayhew Co., Shelburne Falls, Mass.

Rifles
Harrington & Richardson Arms Co., Worcester, Mass.
Savage Arms Co., Utica, N. Y.
J. Stevens Arms & Tool Co., Chicopee Falls, Mass.

Rivets
Berger Bros. Co., Philadelphia
Garland Nut & Rivet Co., Pittsburgh, Pa.
C. C. & E. P. Townsend, New Brighton, Pa.

Roasters and Bakers
The Bronson Walton Co., Cleveland, O

Roof Bolts
Columbus Bolt Works, Columbus, O.

Roofing, Asbestos
Stowell Mfg. Co., Jersey City, N. J.

Roofing, Gravel
Stowell Mfg. Co., Jersey City, N. J.

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Am. Steel Roofing Co., Middletown, O.
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Stowell Mfg. Co., Jersey City, N. J.

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Enterprise Mfg. Co. of Pa., Phila.

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Enterprise Mfg. Co. of Pa., Phila., Pa.
Fanner Mfg. Co., Cleveland, Ohio

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Baeder, Adamson & Co., New York, Philadelphia, Boston and Chicago

Sash Balances, (Spring)
Pullman Mfg. Co., Rochester, N. Y.

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Pullman Mfg. Co., Rochester, N. Y.

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Sash Fixtures
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H. B. Ives Co., New Haven, Conn.

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Pullman Mfg. Co., Rochester, N. Y.

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Alfred Field & Co., New York

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Geneva Tool Co., Geneva, O.
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J. D. Warren Mfg. Co., Chicago, Ill.

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National Sheet Metal Roofing Co., Jersey City, N. J.

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Show Case Hinges
Coulmbian Hardware Co., Cleveland, O.

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Geneva Tool Co., Geneva, O.
L. & I. White Co., Buffalo, N. Y.

Sidewalk Cleaners
Geneva Tool Co., Geneva, O.

Sidewalk Lights
The Wm. Bayley Co., Springfield, O.
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Geneva Tool Co., Geneva, O.

Sidewalk Shovels
Geneva Tool Co., Geneva, O.

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A. J. Phillips Co., Fenton, Mich.

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Soapstone Griddles
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Springs, Door
Columbian Hardware Co., Cleveland, O

Springs, Wire
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Sargent & Co., New York
L. S. Starrett Co., Athol, Mass.

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Steel Hinges, Spring
Bommer Bros., Brooklyn, N. Y.

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Schwerdtle Stamp Co., Bridgeport, Conn

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Keuffel & Esser, New York
L. S. Starrett Co., Athol, Mass.

Steel Roofing
Am. Steel Roofing Co., Middletown, O.

Steel Rules
L. S. Starrett Co., Athol, Mass.

Steel Skips
Syracuse Chilled Plow Co., Syracuse, N. Y.

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Schwerdtle Stamp Co., Bridgeport, Conn

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Stone Hooks
Geneva Tool Co., Geneva, O.

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J. D. Warren Mfg. Co., Chicago

Store Trucks
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Store and Warehouse Trucks
Syracuse Chilled Plow Co., Syracuse, N. Y.

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Cooper & McKee, Brooklyn, N. Y.

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Jos. Dixon Crucible Co., Jersey City, N. J
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Geneva Tool Co., Geneva, O.

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See Cutlery, Table

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Udell Works, Indianapolis, Ind.

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Tinners' nipsS
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Harkins & Willis, Ann Arbor, Mich.

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Alfred Field & Co., New York
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Hurwood Mfg. Co., Bridgeport, Conn.
C. E. Jennings & Co., New York
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Stanley Rule & Level Co., New York
L. S. Starrett Co., Athol, Mass.
J. Stevens Arms & Tool Co., Chicopee Falls, Mass.
Walworth Mfg. Co., Boston, Mass.

Torches (Vermont)
Vermont Slate Co., Zanesville, Ohio

Toys, Iron
Arcade Mfg. Co., Freeport, Ills.

Transom Chains
Smith & Egge Mfg. Co., Bridgeport, Conn

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Smith & Egge Mfg. Co., Bridgeport, Conn
J. M. Mast Mfg. Co., Lititz, Pa.

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Enterprise Mfg. Co., Akron, Ohio

Trouser and Skirt Hanger
Pullman Mfg. Co., Rochester, N. Y.

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Henry Disston & Sons, Philadelphia
Alfred Field & Co., New York
C. E. Jennings & Co., New York

Trucks, Store
John Chatillon & Sons, New York
John H. Graham & Co., New York

Tube Expanders
Ajax Mfg. Co., Pittsburgh, Pa.

Tubes, Seamless Drawn
American Tube & Stamping Co., Bridgeport, Conn.

Tubing
American Tube & Stamping Co., Bridgeport, Conn.

Turnbuckles
Columbus Bolt Works, Columbus, O.

Twist Drills
C. E. Jennings & Co., New York

Typewriters
Hammond Typewriter Co., New York

Valves, Pump
Berger Bros. Co., Philadelphia
F. E. Myers & Bro., Ashland, Ohio

Vases, Iron
Stewart Iron Works, Cincinnati, O.

Varnishes
Glidden Varnish Co., Cleveland, O.
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Ventilating Sash Locks
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Ventilators
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Walworth Mfg. Co., Boston, Mass.

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Covert Mfg. Co., West Troy, N. Y.
Lane Bros. Co., Poughkeepsie, N. Y.
J. V. Hankinson, Franklin, Ohio.

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Osgood Scale Co., Binghampton, N. Y.

Washers, Iron and Steel
Columbus Bolt Works, Columbus, O.

Washing Machines
Emil R. Beckert, New York
Blackstone Mfg. Co., Jamestown, N. Y.
H. F. Brammer Mfg. Co., Davenport, Ia.
Boss Washing Machine Co., Cinn., O.
Voss Bros. Mfg. Co., Davenport, Iowa.
White Lily Washer Co., Davenport, Ia.

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Buffalo Mfg. Co., Buffalo, N. Y.

Water Filters
Fulper Pottery Co., Flemington, N. J.

Water Motors
A. Rosenberg Co., Baltimore, Md.

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Bryan Mfg. Co., Bryan, Ohio
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John Chatillon & Sons, New York

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Buffalo Wire Works Co., Buffalo, N. Y.

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Adams Steel & Wire Works, Joliet, Ill.
J. E. Bolles Iron & Wire Works, Detroit, Mich.
Enterprise Foundry & Fence Co., Indianapolis, Ind.

Wire Goods Manufacturers
J. E. Bolles Iron & Wire Works, Detroit, Mich.
New Jersey Wire Cloth Co., New York, Trenton, Chicago, San Francisco
Buffalo Wire Works Co., Buffalo, N. Y.

Wire Lathing
New Jersey Wire Cloth Co., Trenton and New York

Wire, Market
Berger Bros. Co., Philadelphia
Fuller Bros., New York
New Jersey Wire Cloth Co., New York, Trenton, Chicago, San Francisco

Wire, Music
Alfred Field & Co., New York

Wire Nails
Fuller Bros. & Co., New York

Wire Sash Cord & Attachments
Pullman Mfg. Co., Rochester, N. Y.

Wire Springs
John Chatillon & Sons, New York

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Chandler & Farquhar, Boston

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H. B. Ives Co., New Haven, Conn.

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The Wm. Bayley Co., Springfield, O.
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John Sommer's Son, Newark, N. J.

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Glidden Varnish Co., Cleveland, O.

Wood Hardware Specialties.
C. E. Jennings & Co., New York
Stanley Rule & Level Co., New Britain, Conn.

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Armstrong Mfg. Co., Bridgeport, Conn.
John H. Graham & Co., New York.
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Smith & Egge Mfg. Co., Bridgeport, Conn
Walworth Mfg. Co., Boston, Mass.

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McKinney Mfg. Co., Allegheny
Sargent & Co., New York

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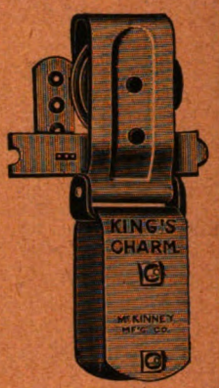
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TRADE "NONE BETTER" MARK



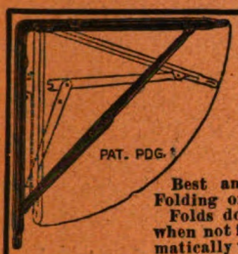
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SEND FOR PRICES.

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IN SHEET TIN, ZINC, COPPER, &c.
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THAT'S SUFFICIENT!



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Wiebusch & Hilger, Ltd., Special N. Y. Reps.,
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HAVE THE
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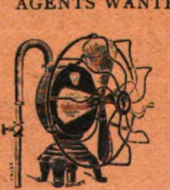


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QUALITY GOODS
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They're always the best!
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SOMETHING NEW FROM PIKE, SEE PAGE 93

VOL. XXXI
NO. 4

HARDWARE

NEW YORK
JUNE 10
1905

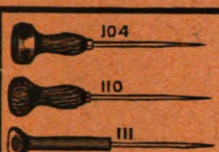
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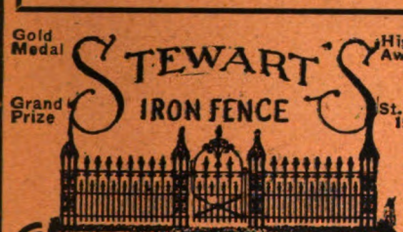
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502	7 lbs.	13 to 19 in.	4000 lbs.
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A Poor Hack Saw breaks its teeth,—and ruins your reputation.
UNIVERSAL Hack Saws hold their teeth,—and build up your reputation.
Which do you prefer?
UNIVERSAL Hack Saws not only hold their teeth,—but hold their temper,—and possess wonderful durability.
Shall we send you the UNIVERSAL catalogue?
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AWARDED 1904 TO
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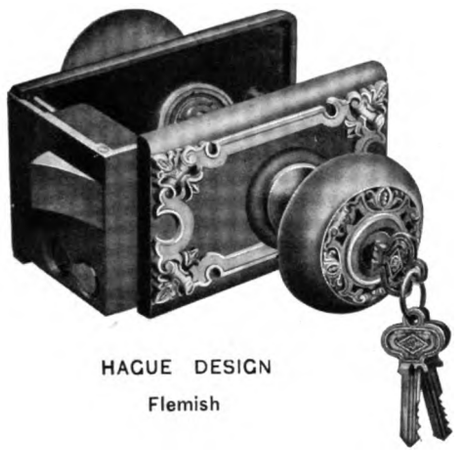
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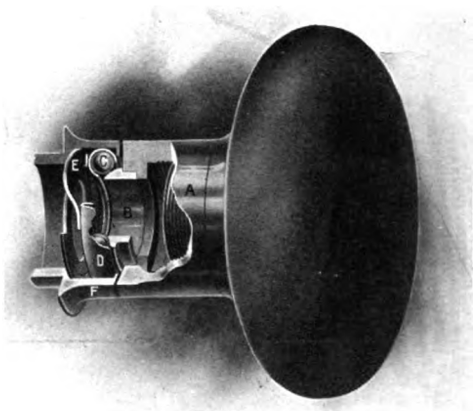
HAGUE DESIGN
Flemish

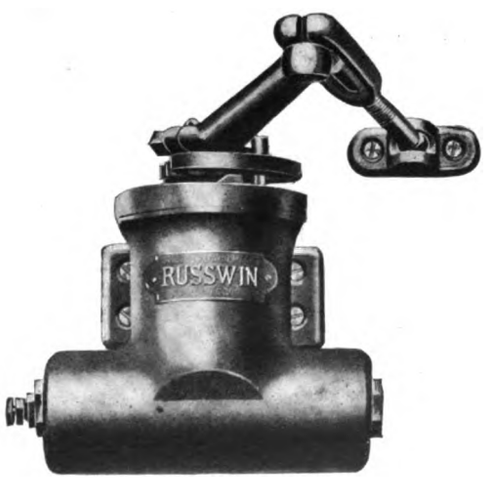
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Perfect Alignment of Knobs
Close Adjustment of All Parts
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No Loose Parts to be Mislaid
Keyhole in the Most Convenient Place
Self-Lubricating Knob Shanks

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D.—HARDENED STEEL BALL RACE
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STEEL COIL WIRE SPRING
Applicable to Right or Left Hand Doors
Without Reversing

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NEW BRITAIN, CONN.

NEW YORK PHILADELPHIA BALTIMORE CHICAGO SAN FRANCISCO LONDON, ENG.

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HARDWARE



THE HOT SPRINGS

CONVENTIONS



Vol. XXXI No. 5

NEW YORK, JUNE 10th, 1905

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Fuller Brothers & Co.,
139 GREENWICH STREET,
NEW YORK.

STEEL WIRE NAILS.
Iron and Steel
CUT NAILS.
Plain and Galvanized Wire.
BARB WIRE.
Wire Straightened and Cut to Length



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Just think, we have devoted over seventeen years of our life *studying, testing, and trying to improve Gasoline Fire Pots.* This work has become second nature to us and we think we ought to know a lot about them.

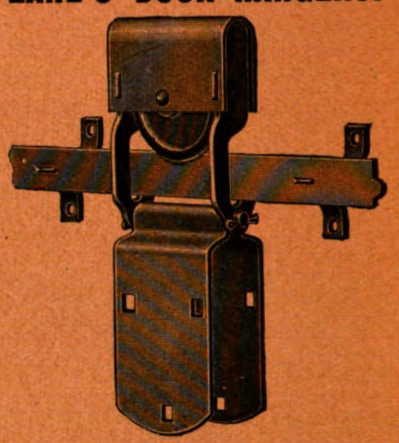
No. 5 Fire Pot. $4.50 Net

Next to the No. 1 *the No. 5 is the best Fire Pot on earth.* Yes, it costs a trifle more than some but it is so much better that *a single day's use will save you its added cost.*

Our catalog is free and it describes the many advantages possessed by it. Jobbers sell at factory price. "Your money back if you are not pleased."

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LANE'S DOOR HANGERS.



LANE BROTHERS CO. Mfr's.
429-461 Prospect St., Poughkeepsie, N. Y.



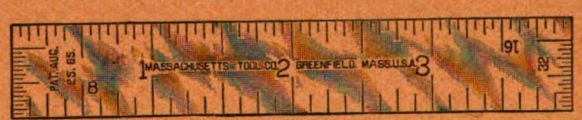
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NILES
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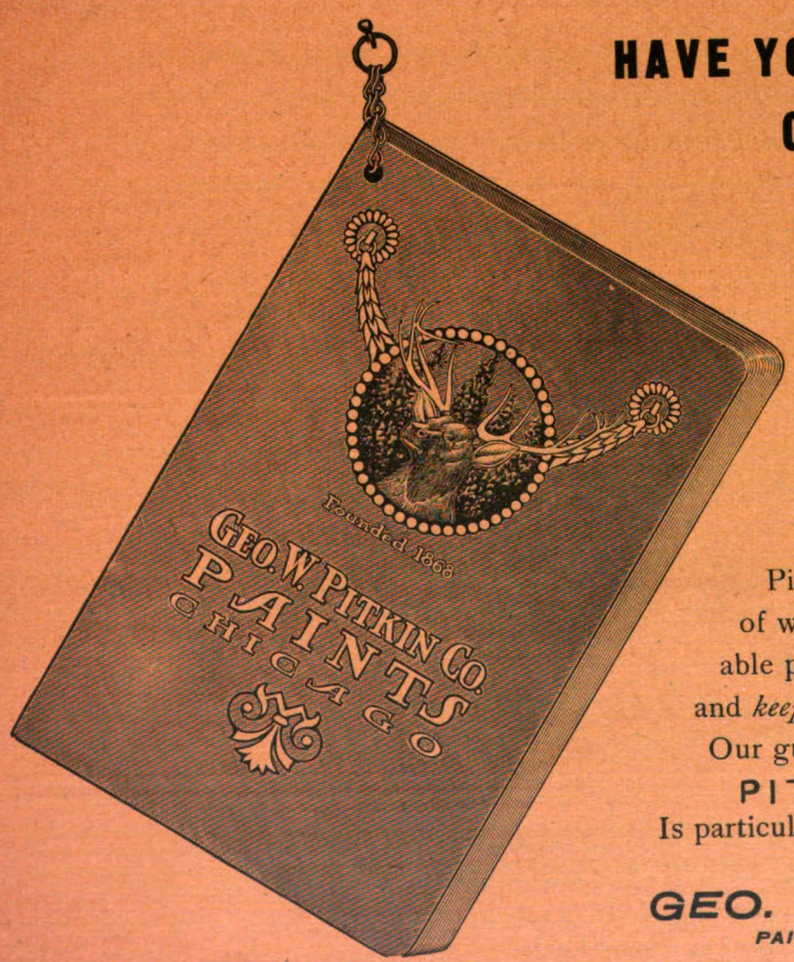
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Our Rules are made of the best quality of crucible steel.

They are accurately graduated and tempered. You ought to have our Catalog 4 and prices.

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OUR GUARANTY: *Best Material, Highest Grade Workmanship, Greatest Accuracy.*

HIGHEST AWARD, GRAND PRIZE, ST. LOUIS, 1904

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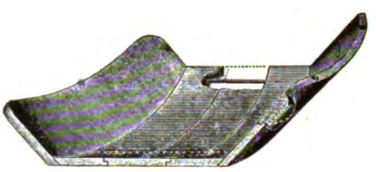
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HOBOKEN, NEW JERSEY.

BRANCHES:

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812 Locust St., St Louis.
306 Montgomery St., San Francisco.



Standard Bolted



Majestic Bolted Tray
PAT. NOV. 29, 1904



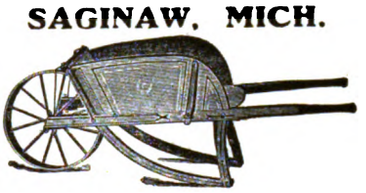
Steel Wheelbarrow

MICHIGAN WEEELBARROW AND TRUCK CO.

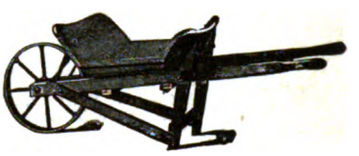
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New Western



Glory Garden



Michigan Full Bolted

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A Hardware man in each town to sell our up-to-date line of Settees. Reservoir vases, tree guards, stall guards **Iron Fence and Gates.**





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They are different from competing goods because there are so many good talking points in each article. Furthermore all of our goods are *guaranteed*. Catalogue No. 26 is yours for the asking, it tells *why* Stewart goods are so easily sold. Highest award World's Fair, St. Louis.



The Stewart Iron Works Company

Office and Factory, CINCINNATI, O.



Are you prepared for the coming Water-Cooler Season?

It's high time you considered your purchases of these Summer Necessities.

We make Water Coolers,—a wide variety of styles and sizes,—attractively finished,--*and they keep the water cold!*

Our extensive lines of Water Filters,---just the thing for Spring Sales,---Water Coolers, Chafing Dishes, Table Kettles, Baking Dishes, Crumb Trays and Scrapers, Urns, Cuspidors and Bath Room Fixtures are illustrated and described in our interesting catalogue.

Shall we send our catalogue—and discounts?

The BUFFALO MFG. CO.

Buffalo, N. Y.

BRANCHES:
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238 Arch St., Philadelphia.
40 Dearborn St., Chicago.
247 Coronado Bldg., Denver.
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EVER BITE A STONE IN A CHERRY PIE?

No doubt you remembered the experience for many days. Your customers have the same experiences. You still have time to get in a stock of the FAMILY CHERRY STONERS, the Simplest, Most Durable and Profitable on the market. Put some in your window or outside stand with the above inquiry on a placard and see them go. Mail us a postal with "Cherry Stoners" written oni t, and we will send you illustrations and information.

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does not require a special auger; will bore to any depth; strong and durable—all important parts of malleable iron. Sold by the whole sale hardware trade.

AJAX MFG. CO.,
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Tailors' Shears, Trimmers, Scissors, Tinners' Snips, Etc.

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MAIN OFFICE AND FACTORY, NEWARK, N. J.

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IMPROVED
Natural Stone Germ Proof
Water Filters

Are as represented--always.

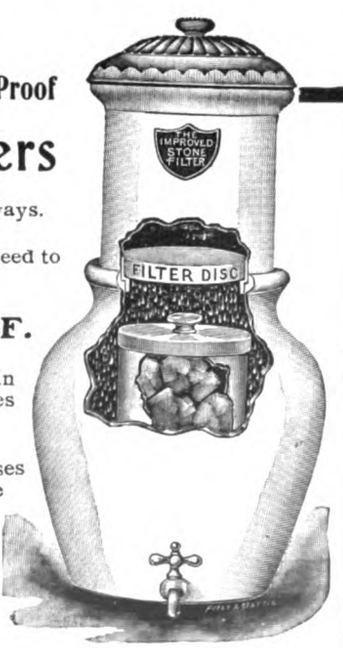
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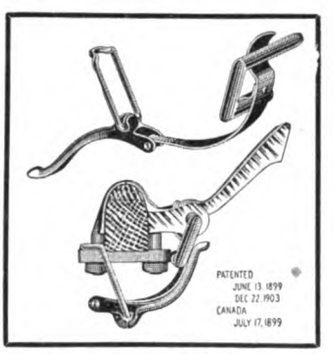
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81504

shipped during

April, 1905

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The best medium-priced Shaft Coupler on the market. Is used in connection with regular shackle and eye, so can be attached to any vehicle.

Handled by Leading Jobbers Everywhere

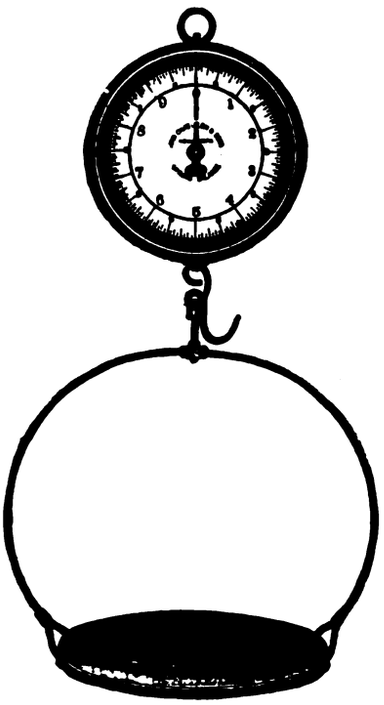
FERNALD MFG. CO.
NORTH EAST, PA.

81504 during April

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CHATILLON SPRING SCALES.

OUR attention having been called to the fact that inferior makes of Spring Scales are being sold to butchers as "Chattillon" Scales, we deem it due to the trade and to ourselves, in order to protect the merits of our Spring Scales, so well and favorably known for more than sixty years, to inform you that every Spring Scale manufactured by us

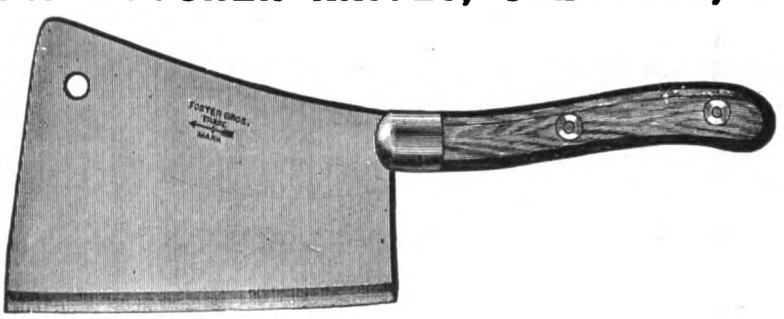


has our name as makers plainly on the dial, thus:

John Chatillon & Sons. Makers. New York, U.S.A.

and any scale without this name on the dial is NOT A GENUINE CHATILLON SCALE.

FOSTER BROS.' BUTCHER KNIVES, CLEAVERS, STEELS, ETC.

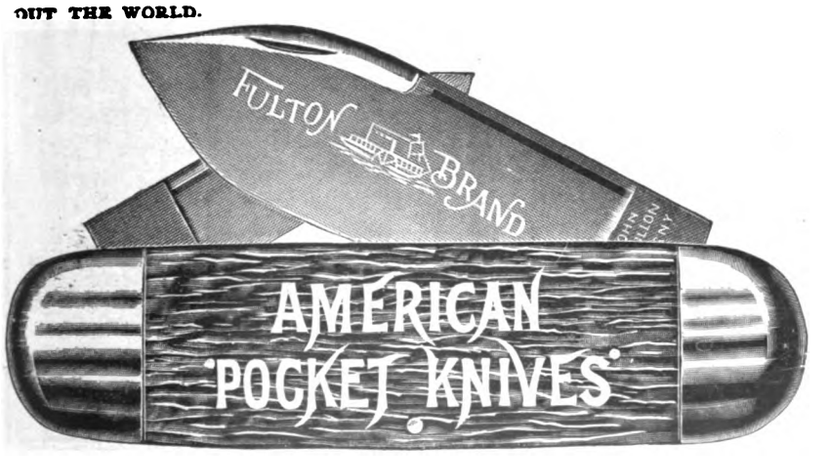


These Tools are recognized in the Markets, Packing Houses and Abattoirs throughout the United States as the standard of excellence, quality being the first consideration. We carry in stock every style and size of Knives, Cleavers and Steels used in cutting meat; also Knives for kitchen use in Hotels, Restaurants and for domestic purposes.

FRIEDERICH DICK'S MAGNET DIAMOND STEELS.



By careful workmanship and the use of a special steel in their manufacture THEY HAVE BECOME FAMOUS THROUGHOUT THE WORLD.



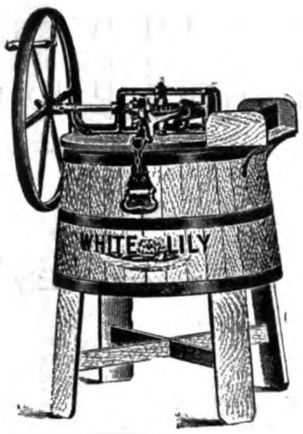
Finest Quality American Pocket Cutlery in large variety. Knives that are good sellers and will give satisfaction to the user.

ESTABLISHED 1835

JOHN CHATILLON & SONS, New York City.

85 to 93 CLIFF STREET and 12 JACOB STREET.

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STOP AND THINK
6000

Live hardware dealers find the White Lily Washing Machine the best washer and the best seller on the market.

If you have not got a reserved seat in the band wagon you had better write today.

White Lily Washer Co.

Toledo, Ohio. Davenport, Iowa.

AGENCY **JOSEPH RODGERS & SONS, LTD.**

FOR CENTURIES THE WORLD RENOWNED HOUSE OF

JOSEPH RODGERS & SONS, Ltd.

SHEFFIELD, ENGLAND

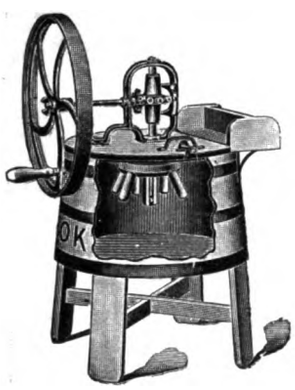
Has had neither equals nor superiors in the manufacture of

Carving Knives and Forks, Table Cutlery, Scissors,

CORPORATE MARK

Razors, Hunting and Bowie Knives, Pocket Cutlery, &c.

ALFRED FIELD & CO., 93 Chambers St., New York



If you're looking for a Washing Machine that is made for long, satisfactory service,—that has strong "talking points,"—and that can be sold at a fair price,—you should by all means, investigate

O. K. Washing Machines

They're made to please. There's nothing weak about the O. K.,—no springs to repair,—no cheap pins to rot or warp, no complicated gearing to break and cause annoyance.

O. K. Washing Machines are easy running, durable, reasonably priced, steam tight,—and there's a profit in them for the dealer.

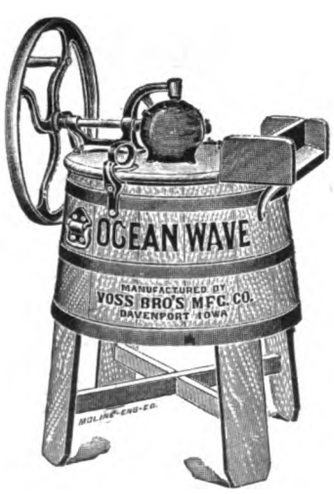
Write for our booklet and prices.

H. F. BRAMMER MFG. CO.,

Davenport, Iowa.

1905
Improved Ocean Wave Washer

Gear Cover opens instantly Without the use of Tools



Accident Proof

Dust Proof

Sold to only One Dealer in Each Town. You want the agency.

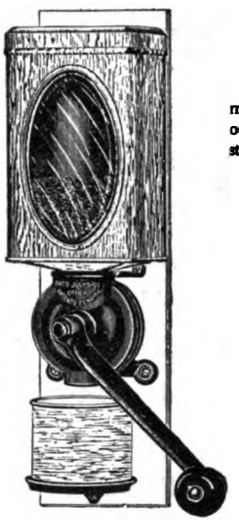
WRITE US.

VOSS BROS. MFG. CO., Davenport, Iowa

DISTRIBUTING POINTS:—Philadelphia, Pa.; Elmira, N. Y.; Toledo; Indianapolis; Milwaukee; Minneapolis; Sioux City; Council Bluffs; St. Louis; Kansas City and San Francisco.

No 10 Oplex Double Grinder

oval glass front



many other styles

get catalog c

Made in Cleveland Ohio by

The Bronson-Walton Co

New York John H Graham & Co

Custom Made

FLY SCREENS

Fine Goods. Reasonable Prices.
Good Profits to Dealers. No Investment.
Agency Outfit Free.

The A. J. Phillips Co., Fenton, Mich.
23 Years Experience. 3½ Acres Floors.

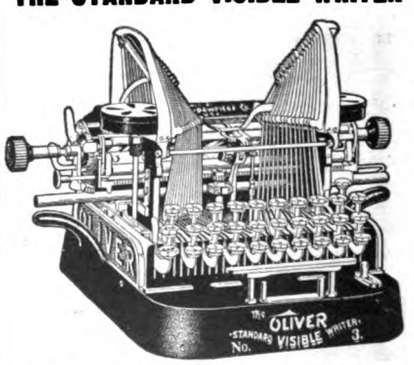
ELEVATORS & DUMB WAITERS

We make a specialty of manufacturing them. Also appliances for same.

O'NEILL ELEVATOR CO. 628 Cherry Street, Philadelphia Pa.

The OLIVER Typewriter

THE STANDARD VISIBLE WRITER



ITS RECORD HAS NEVER BEEN EQUALLED

CATALOGUE FREE

The Oliver Typewriter Company

310 Broadway, New York

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If you are after the best for your money in Wooden Ware of every description, come to us. Our

Skirt Boards,
Pastry Boards,
Wash Benches,
Ironing Tables.

Clothes Bars and Horses.

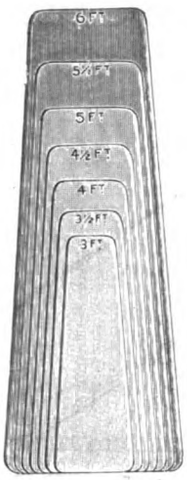
Lawn Settees and Swings.

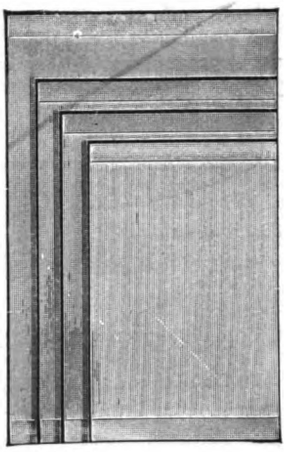
Step Extension—Sectional and Common

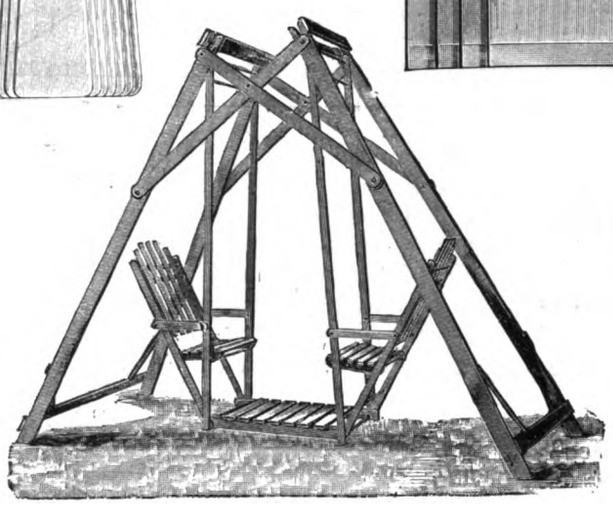
LADDERS

are trade bringers and trade keepers.

AMERICAN MFG. & NOVELTY CO.,
Erie, Pa., U. S. A.





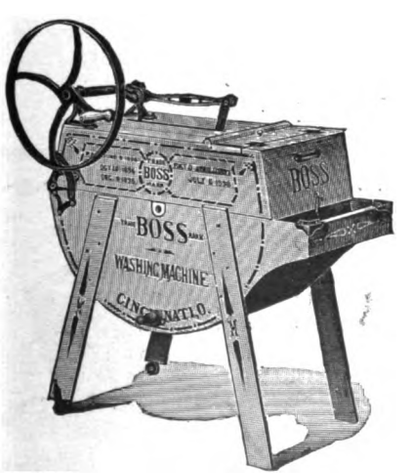


"BOSS" WASHING MACHINES

Illustrations represent our two best selling washers.

They are non-competition, therefore, most profitable to handle and sell.

Write at once for catalogue and price list, also our nearest distributing point to your location.

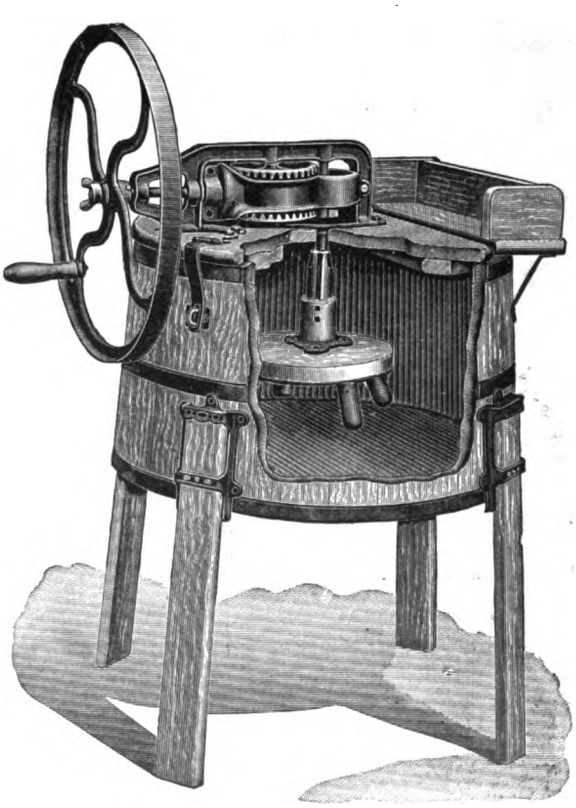


The only line of Washers not found in the catalogues of Catalogue Houses, therefore appeal to every dealer for support.

ADDRESS

Boss Washing Machine Co.

CINCINNATI, OHIO



BOSS DOUBLE ACTION

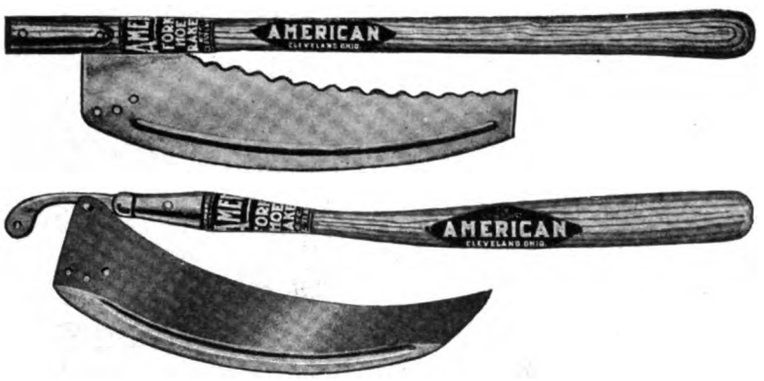
This machine is built on the true principle of rubbing clothes, similar to rubbing them on the old fashioned board, only that it just rubs a quantity at one time, and without the slightest injury to the finest of fabric including laces.

IMPROVED BOSS ROTARY

Has gears protected by shield or cover.
Has Telescopic dasher post.
Has large cypress tub and rub block.
Has either stave or detachable legs.
Has Highest Speed of any rotary.

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CORN HOOKS



"Cut Easy"
"Acme" "Dent"
Serrated
Yankee

American Fork and Hoe Co.
Cleveland, - Ohio.

EAGLE MOP WRINGERS

are made right in every particular, and will give longer and better service than others less carefully made.

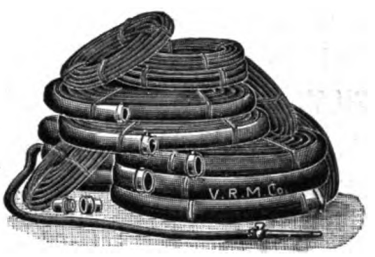
With no parts to stretch or break, the rolls in the EAGLE always close tightly and give the best possible results in use.

Write for descriptive circular and prices; or ask your jobber. If he is up-to-date, he has EAGLE MOP WRINGERS in stock.

Eagle Cooperage Works,
CIRCLEVILLE, O.



Voorhees Rubber Mfg. Co.
Jersey City, N. J.



Manufacturers of
Superior Qualities of
Rubber Hose, Belting and Packing
Rubber Mats, Matting, Etc.

We have a reputation for making GARDEN HOSE that does hard service and on which claims for defect are not made.

Send for samples for season of 1905.

Catalogue and prices on application.

If you're Looking for First Class
UP-TO-DATE BARROWS
ORDER THE • • •
Champions, the World's Best.
All Kinds of Wood and Steel Barrows.
THE BRYAN MFG. CO., BRYAN, OHIO, U. S. A.



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Break Away from Competition

Give your customers something new—an article that has advantages over other goods—something to make them talk and buy

STERLING
STEEL CARPET
SWEEPERS

are distinctly new and novel, and are full of convincing, logical talking points, features that sell them on sight. They are easier to operate and last longer than any other sweeper made.

No clumsy wooden cases to warp and split, no sagging, carpet-digging dustpans, no cracks and openings to collect dust and dirt.

Made of the finest cold drawn steel, cases and pans are perfectly rigid. Dustpans dump full and clear. The Anti-Raveler prevents thread, hair, etc., from winding around the bearings.

These are but few of the exclusive features of Sterling Sweepers.

Will it pay you to sell them?

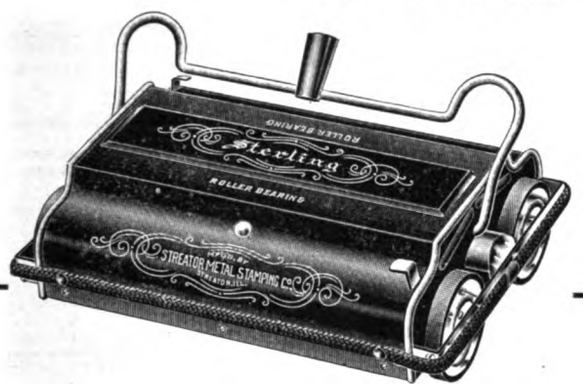
Ask any woman who uses an old-style sweeper.

Streator Metal Stamping Company
STREATOR, ILL.

WRITE FOR CATALOG.

New York Office, 10 Warren St.

Please mention HARDWARE.



DISSTON

Discriminating buyers know the majority of Saws sold and used are

DISSTON SAWS

and that this fact is conclusive evidence of superior worth.



The brand "DISSTON" has stood for all that is BEST in Saws for the past sixty-five years, and its reputation will be maintained in the years to come.

HENRY DISSTON & SONS, INC.
PHILADELPHIA, PA.

FULLER BROTHERS & CO.,

139 Greenwich St.,
NEW YORK.

Nails and Wire.
BAR IRON.
Steel Hoops and Bands.
Chain.
Spikes and Rivets.

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The Whole World Uses Graphite

The Hardware Trade Finds Profit in These DIXON Productions

Dixon's Silica—Graphite Paint
Dixon's Lubricating Graphites
Dixon's Graphite Greases
Dixon's Automobile Lubricants
Dixon's Carpenters' Pencils, Etc.

Write For Dixon's Production Catalogue

JOSEPH DIXON CRUCIBLE CO. JERSEY CITY, N. J.

You take no risk on the quality. We make only the best!

TRADE MARK REGISTERED.
BAEDER, ADAMSON & Co.
MANUFACTURERS OF
GLUE
SAND PAPER. EMERY PAPER.
EMERY CLOTH
CURLED HAIR.
FOUNDED 1888.
NEW YORK. CHICAGO,
BOSTON PHILADELPHIA.

Sand Papers in **Reams and Rolls**
- Flint Paper
- Garnet Paper
- Emery Paper
- Emery Cloth

HAIR FELTING for covering Boilers, Steam and Water Pipe, and lining Refrigerators.

BAEDER, ADAMSON & CO.
730 MARKET STREET, PHILADELPHIA.
97 BEEKMAN STREET, NEW YORK.
143 MILK STREET, BOSTON.
102 LAKE STREET, CHICAGO.

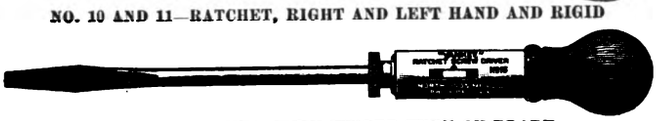
"YANKEE" TOOLS

ARE THE NEWEST, CLEVEREST AND QUICKEST SELLING

Ask Your Jobber About Them.

Send for "Yankee" Tool Book


NO. 10 AND 11—RATCHET, RIGHT AND LEFT HAND AND RIGID


NO. 15—RATCHET, WITH FINGER TURN ON BLADE


NO 30 AND 31—SPIRAL RATCHET, RIGHT AND LEFT HAND AND RIGID


NO. 40-41-44—AUTOMATIC DRILL


NO. 50—RECIPROCATING DRILL FOR WOOD OR METALS

NORTH BROS. MFG. CO.

New York Agents, John H. Graham & Co., 113 Chambers Street. PHILADELPHIA, PA.

STUDY LAW AT HOME

Prepare for success at the bar, in business or public life, by mail, in the ORIGINAL SCHOOL. Founded in 1890. Successful graduates everywhere. Approved by bar and law colleges. Regular College Law Course and Business Law Course. Liberal Terms. Special Offer Now. Catalogue Free.

Sprague Correspondence School of Law,
723 Majestic Bldg., Detroit, Mich.

ESTABLISHED 1836.

ALFRED FIELD & CO.

93 Chambers and 75 Reade Street, New York.

A STRONG COMBINATION.

We are Sole Agents in the United States for:

JOSEPH RODGERS & SONS, LIMITED,
JOSEPH GILLOTT & SONS,
L. HUGONIOT TISSOT,
T. U. S. SHEAR CO. OPERATIVE SOCIETY LTD.,
THE IMPERIAL ENAMEL CO.,
WEBSTER & HORSFALL,
W. K. & C. PEACE,
EDWARD GEM & Co.,

Best Cutlery in the World.
Best Steel Pens in the World.
Best Plyers, Nippers, &c., in the World.
Best Sheep Shears in the World.
Best Enamelled Signs in the World.
Best Steel Wire in the World.
Best Lawn Scythes and Grass Hooks.
Hedge and Garden Shears.

WAX WIRE

AN ENTIRELY NEW THING.

A simple method of making perfect Vent Holes in cores for castings. Write for particulars.

MACHINE, COIL AND HALTER CHAINS, WESTON'S DIFFERENTIAL PULLEY BLOCKS, CHESTERMAN'S MEASURING TAPES, &c., &c., &c.

Anything wanted from abroad imported to order. Exporters of Hardware and all kinds of American Products. CORRESPONDENCE SOLICITED.

FRANK MILLER'S

Carriage Requisites

FRANK MILLER'S CARRIAGE TOP DRESSING

Gives an Elastic, Durable Waterproof Gloss, and is positively safe to use on the finest stock.





FRANK MILLER'S AXLE OIL.

Superior to Castor Oil; lasts longer, and will not gum.

Manufactured by

THE FRANK MILLER CO.,
349 & 351 WEST 26TH STREET,
NEW YORK.

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Get Ready For Fly-Time!

It is THE time when both the Farmer and his dairy do a lot of unnecessary "kicking"—the Farmer kicks because his cows kick—dirt into the milk while being milked, toss their heads, switch their tails—until the milk is positively unfit for use. Worse than that—it decreases 25 per cent. in quantity.

The cows kick—and rightly so—because they are bothered, beyond endurance, by swarms of flies, ticks, gnats or other insects, just because they are not sprayed with

"No-Flies-Here"

(Trade Mark)

The only real Fly-Repeller and Insecticide ever introduced.

THINK OF IT!

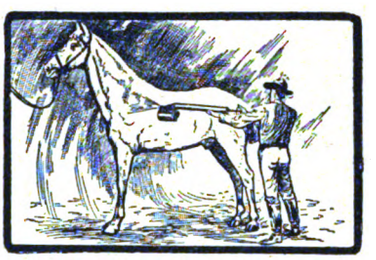
A single application will last for a week. It will *positively keep away all flies, ticks, gnats or other insects* from cattle, horses dogs, poultry, etc., even in localities where these pests abound.

It gives the cows a chance to feed in peace. They give more and better milk, too.

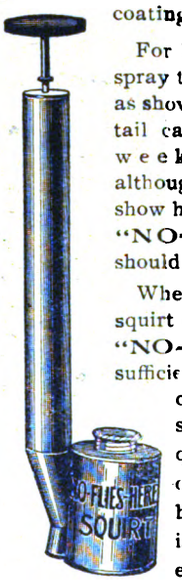
Writes a Jersey Dairyman: **"Without the use of this perfect insecticide,** I would prefer not to own cows at all rather than see the dumb animals suffer during fly time, **but, with the use of "NO-FLIES-HERE"** it is not only a pleasure to enjoy the sight of them, but a great source of comfort, as well as profit, to the entire household."

It is healing and soothing, giving immediate and lasting relief without danger of injury to the stock.

There is nothing harmful or deleterious in it.







"An Ounce of Prevention."

"NO-FLIES-HERE" can be applied with a brush, sponge or piece of cloth, but it is easier, quicker, and more economical to use the **SQUIRT CAN OR SPRAY** here illustrated. This gives a thin uniform coating and obviates all waste.

For horses and cows simply spray the liquid on the animal, as shown, especially where the tail cannot reach. Twice a week is usually sufficient, although a little practice will show how much and how often "NO-FLIES-HERE" should be used.

When applied with a squirt can, one gallon of "NO-FLIES-HERE" is sufficient for five head of horses or cattle for an entire season. The same quantity is sufficient for one application to 400 head. *"NO-FLIES-HERE"* is so inexpensive that everybody can afford to use it.

Now is the time to lay in a stock of

"No-Flies-Here"

before fly time. It is a profitable article for enterprising dealers to push. Gallon can of "NO-FLIES-HERE" and Squirt Can (as illustrated) sent on receipt of $2.50.

SEND FOR INTERESTING BOOKLET OF DETAILS.

We supply this booklet in liberal quantities to jobbers with their names printed thereon.

Manufactured only by The Preservaline Mfg. Co.

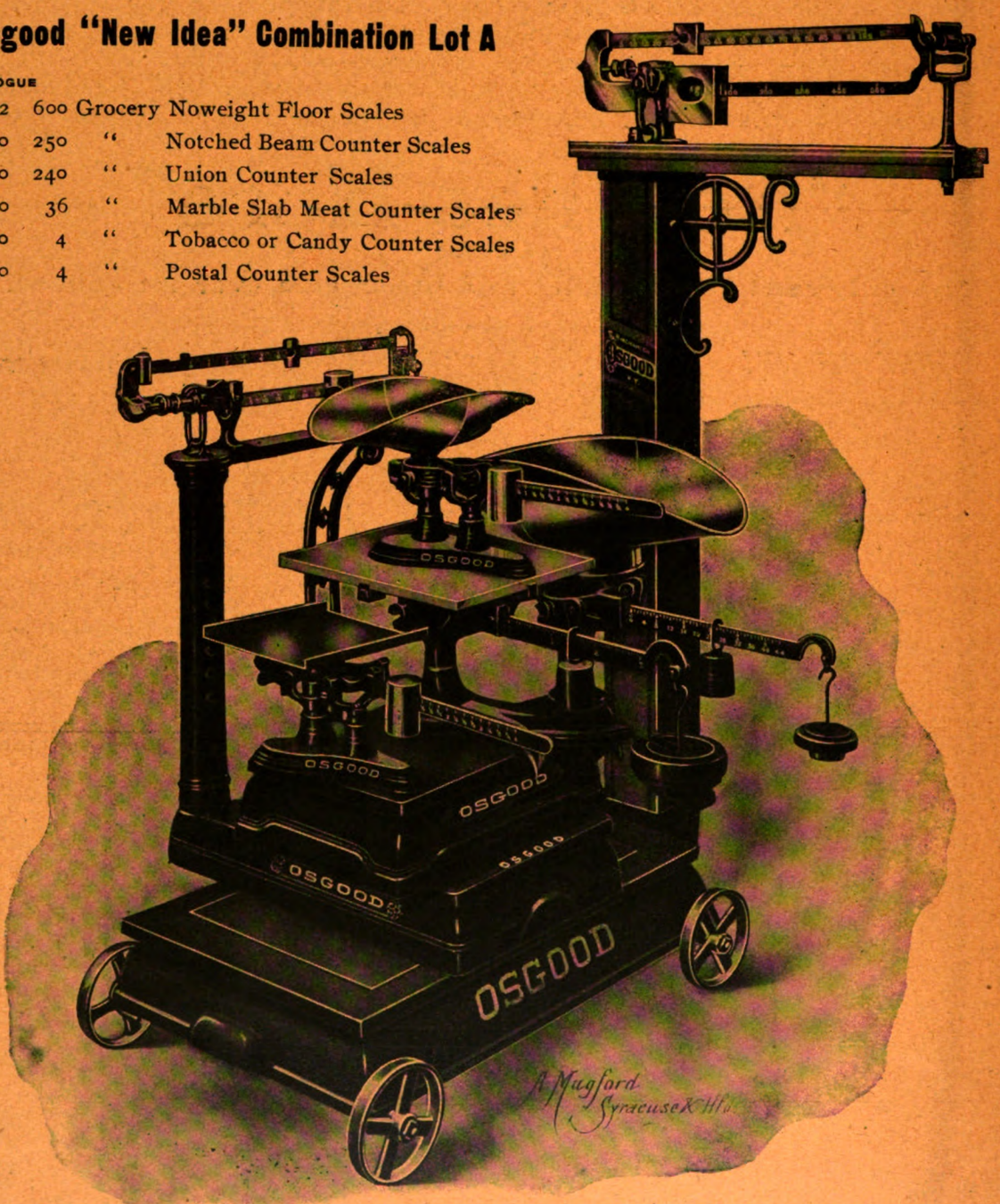
41 & 43 WARREN STREET, NEW YORK, U. S. A.

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OSGOOD SCALES

Osgood "New Idea" Combination Lot A

CATALOGUE			
2452	600	Grocery	Noweight Floor Scales
2870	250	"	Notched Beam Counter Scales
2770	240	"	Union Counter Scales
3100	36	"	Marble Slab Meat Counter Scales
3500	4	"	Tobacco or Candy Counter Scales
3550	4	"	Postal Counter Scales



Displayed in your window will sell more scales than a barrel of talk. Six scales in space of one. This splendid sample lot of strictly High Grade Osgood Brand Scales listing at $113.00, delivered f. o. b. New York, Chicago or St. Louis, at our **Special Advertising Offer of Forty-Five Dollars. Order Now** and send for our full Catalogue and Discount Sheet.

We guarantee satisfaction of OSGOOD SCALES

Osgood Scale Co., Binghamton, N. Y.

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The **"JUMPER"** is a disappearing kitchen closet and refrigerator. It can be placed in any kitchen, no matter how small it may be. The "Jumper" is made complete and ready to use—all that is required is a carpenter for a few hours to cut a hole in the floor and hang the waiter in. No extra casing as used with all other kinds of dumbwaiters. It is top level with the floor when not in use and you can walk over it.

The "Jumper" is made in two sizes—8 shelves each size, and is made especially for the Hardware Dealer who wants to carry a dumbwaiter in stock ready to deliver to his customer, avoiding the bother of taking measurements and then not knowing whether it will fit, as is often the case with others.

The "Jumper" is—a Necessity—a Labor-Saver—is strong and durable and, last but not least, is Inexpensive and easily operated.

Also Columbia Safety Dumbwaiters

Hand and Power Elevators, Side-walk Lifts

Chain Blocks, Overhead Tramway-Trolleys

Manuf'd by J. G. SPEIDEL

READING, PENNA.

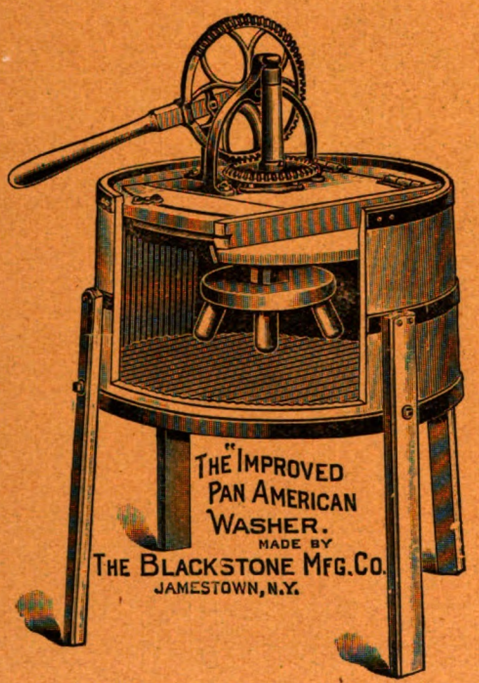
Shall we tell you more about them and send catalog?

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Blackstone Rotary Washers

We've been in the washing machine business 32 years. We've "improved with age." Our down-to-date methods have produced up-to-date washers. Our

Improved Pan American
New Blackstone Rotary
Imperial Rotary Washer



leave nothing to be desired in construction, finish and durability. They run easiest because they have no weak spots—no poor features, flaws or faults.

Our Improved Pan American

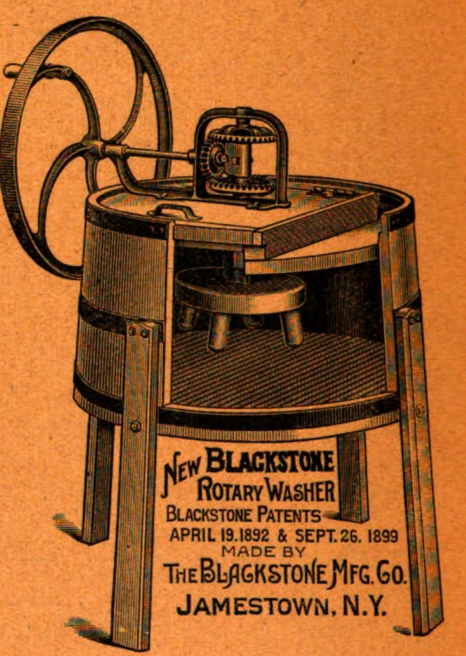
is the most popular Lever Machine on the market. Has the Blackstone Improved Bottom, four legs instead of three.

Easy selling, same as the

New Blackstone Rotary

It has made a hit because of its saving qualities: in labor, clothes, time.

A 12 in. wringer can be fitted to either of them.

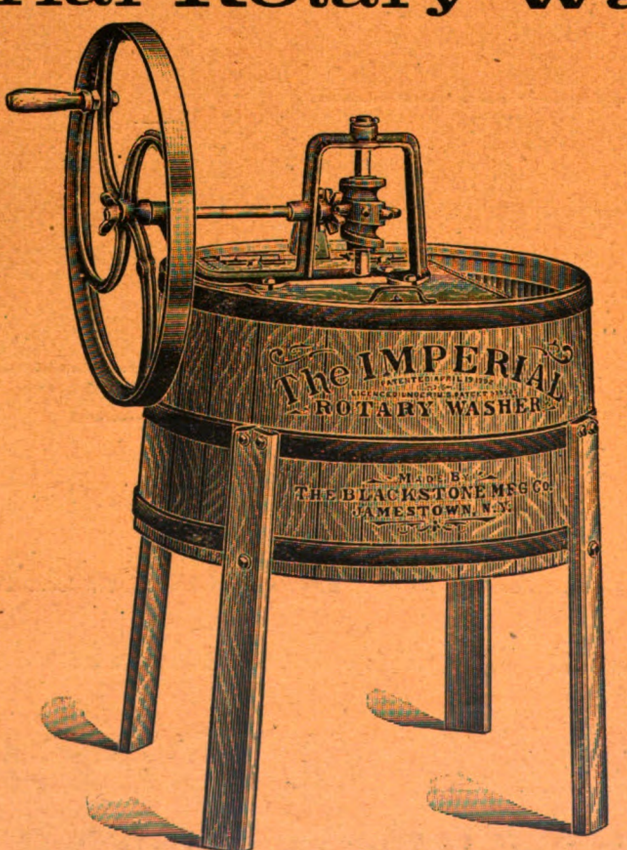


Imperial Rotary Washer

Our latest product. Has sliding cylinder on square post, insuring greatest strength of any Rotary Gearing and roller bearings and spring cushion for cylinder, making it

Noiseless
Speedy
Substantial

Closes tightly. Handsomely finished. All castings finished in Gold and Aluminum Bronze.



Hardware men will search long to find as good a machine as our Imperial Rotary, as a seller. With its many improvements it is

A Good Investment for Dealer and User

Get "Imperial Circular" with prices.

Have you our catalogue? You cannot afford to be without it.

It's chuckful of Blackstone Sellers.

BLACKSTONE MFG. CO., Jamestown, N. Y.

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Morrill's Specialties

Used by the best mechanics throughout the world. There is no better sawset made.

THE "SPECIAL" SAW SET

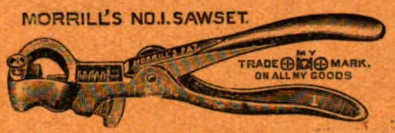


No skill or expert knowledge required; can be used by any apprentice. Sets a saw just right.

MORRILL'S NO. 95 SAWSET.



MORRILL'S NO. 1. SAWSET.



MORRILL'S NO. 1 OLD STYLE SAWSET.



MORRILL'S NO. 10 SAWSET.



These are sawsets for handsaws that have been brought out from time to time. They are all good and made of the best materials by specially trained workmen.

MORRILL'S NO. 11 SAWSET.



They are all warranted.

FOR SAWS UP TO 16 GAUGE.

MORRILL'S NO. 3 & 4 SAWSETS



No. 3—For Cross Cut and Circular Saws, Single Tooth

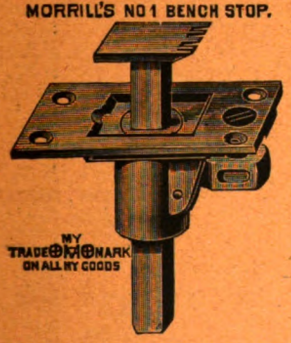
No. 4—For Cross Cut M and Champion Tooth Saws 14–20 Gauge



No. 5—For Timber and Board Saws, 6–14 Gauge

STRONG
ACCURATE
DURABLE

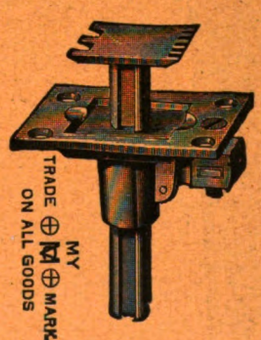
MORRILL'S NO 1 BENCH STOP.



These Bench Stops are very old and useful friends of the woodworker.

The No. 2 is larger and has two sets of teeth.

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This is the Lightest, Most Powerful, Strongest, Durable Nail Puller on the Market. Fully Guaranteed.

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No matter which way you look at them—from the standpoint of usefulness or durability—

Fulper Improved Natural Stone Germ Proof Water Filters

are excellent—the best to buy—the best to sell.

Every Filter is perfect in every detail when it leaves our factory.



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We furnish you with advertising literature and a handsome display card to help you sell them.

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Flemington, N. J., U. S. A.

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No Tool Stock is complete without the new lines shown in Catalogue No. 31.

CONCEALED RATCHET
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VICTOR
} **Bit Braces**

VICTOR
DEFIANCE
} **Screw Drivers**

Chute Board
Razor Edge Spoke Shaves
Angle Divider
Mitre Boxes
Bit Gauge

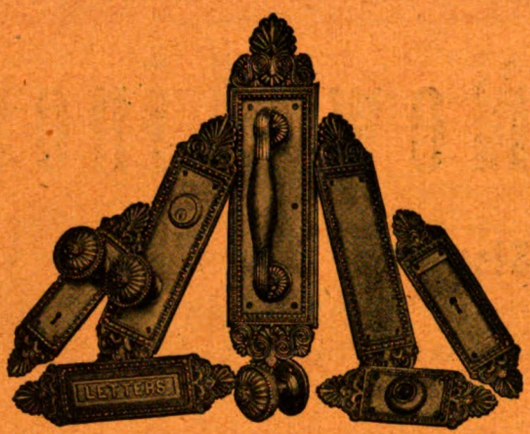
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NEW PLANES

Stanley Rule & Level Co.

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We are doing some effective advertising of

Sargent's Artistic Hardware and Easy Spring Locks

and as a result intending builders are becoming interested and will use the better grades of our hardware in their buildings. You should share in this profitable business and can do so if you will supply the buildings to be erected in your neighborhood with these standard goods. Every building so fitted means a satisfied builder—your pleased customer. If you desire any information regarding these goods please write us; we will be glad to post you.



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always a good seller, is growing in popularity and sales are increasing. It is well advertised and you know how that helps. It should be in your stock.

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both Wood Bottom and Iron, stand the daily test ot the work-bench. They are intended for the use of careful mechanics who want the best tools. We warrant them fully in every respect. Do you sell these high grade tools?

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CARRIED IN STOCK BY LEADING DEALERS IN EVERY TRADE CENTER OF THE WORLD



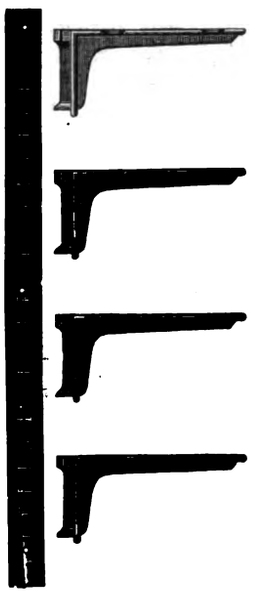
FILES



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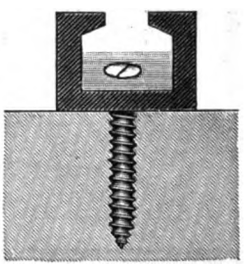
DO YOU NEED MORE SHELF ROOM?

You can get it without increasing the size of your store by installing



BAINES'

ADJUSTABLE SHELF BRACKETS





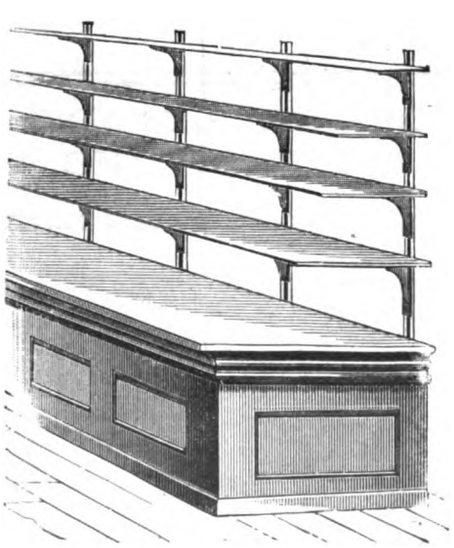
The illustrations on this page show how the use of these brackets increase shelf space by giving an absolutely clear shelf from end to end. There are no uprights or braces of any kind to get in your way and to take up space. The cuts at the upper part of this page show the construction of the brackets and the ease with which they are attached to the wall.

Will Hold any Weight that Can be Placed upon them

That's a strong statement but its truth can be demonstrated easily.

We Make Fixed Brackets

also, for stores and dwellings. They're easy sellers. Practically tell their own story, especially if you are using them on your own shelves.



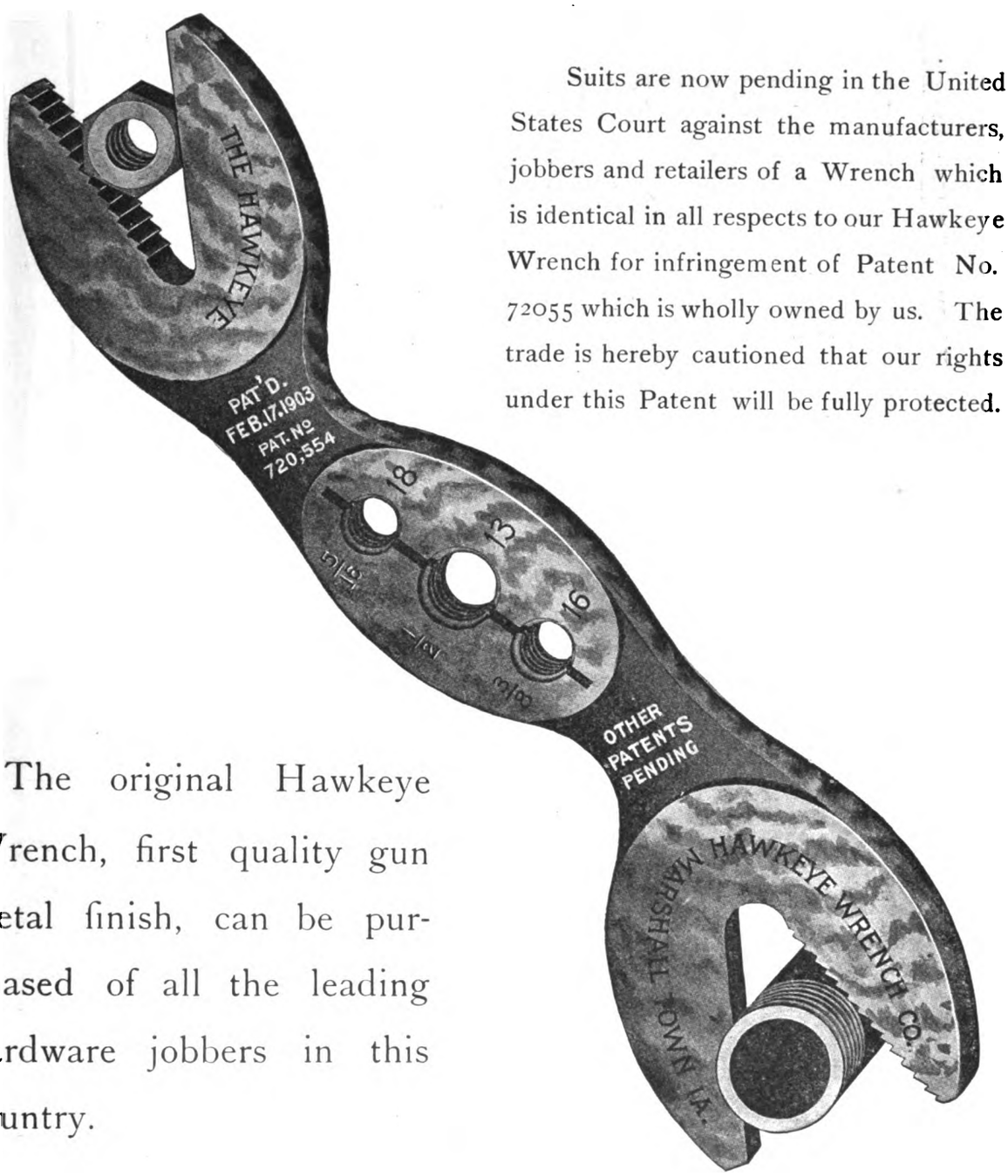
Our catalogue "H" especially for Hardwaremen tells how to estimate the number of brackets required, and still more facts concerning the advantages of using them. Ask for it.

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IMPORTANT

Warning to the Trade



Suits are now pending in the United States Court against the manufacturers, jobbers and retailers of a Wrench which is identical in all respects to our Hawkeye Wrench for infringement of Patent No. 72055 which is wholly owned by us. The trade is hereby cautioned that our rights under this Patent will be fully protected.

The original Hawkeye Wrench, first quality gun metal finish, can be purchased of all the leading hardware jobbers in this country.

HAWKEYE WRENCH CO.

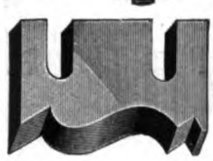
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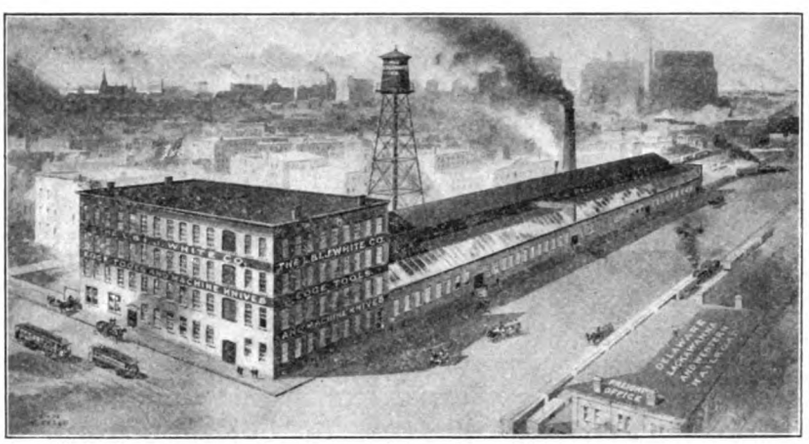
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Mill-Wright's	"	*Stave*	"
Turner's	"	*Chipper*	"
Cooper's	"	*Paper Trimming*	"
Butcher's	"	*Leather Splitting*	"
Ice	"	*Tobacco Cutting*	"

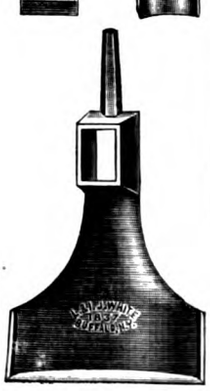
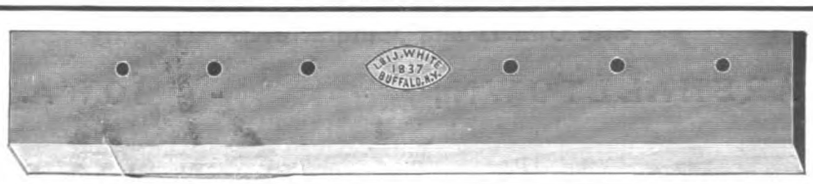
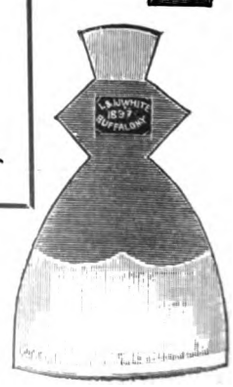
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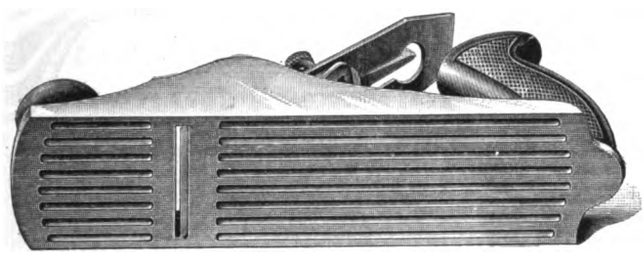
95 CHAMBERS STREET, NEW YORK, U. S. A.

Manufacturers of

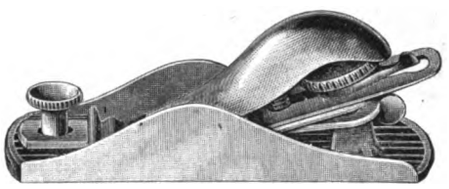
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Corrugated or Smooth Bottom. (Hard Rubber Handles.)



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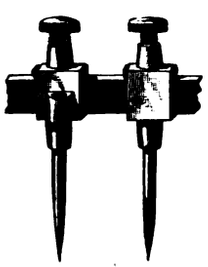
TOWERS CHAMPION SCREW DRIVERS.

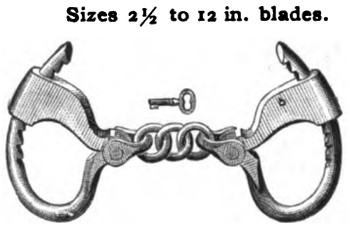
Also Cabinet Size 2½ to 12½



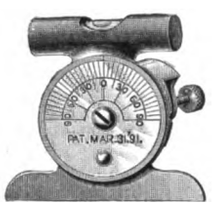
Also with Machinist Handles. Sizes 12 to 30 in. blade.

Sizes 2½ to 12 in. blades.

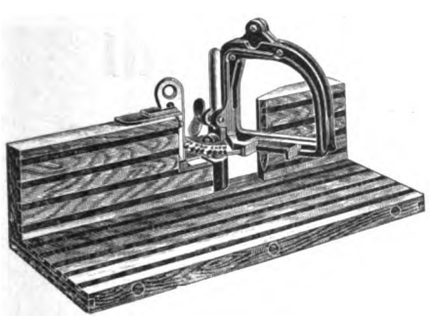




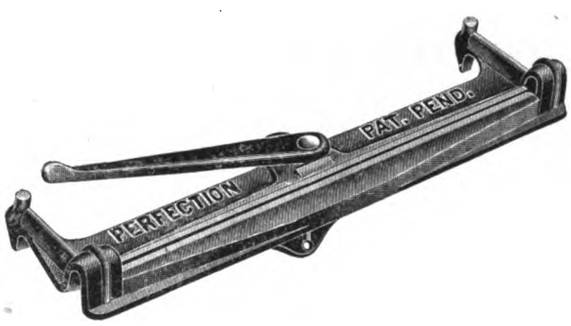
Tower's Handcuffs and Leg Irons, Twisters, Nippers, Clubs, Etc., Etc.



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Saves Time in Operation,
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No other Nail Puller combines these points of superiority:

1st.—Absolute Simplicity.
2d.—Absolute Control of both jaws instead of One.
3d.—Absolutely No Chance to Hurt the Hands.

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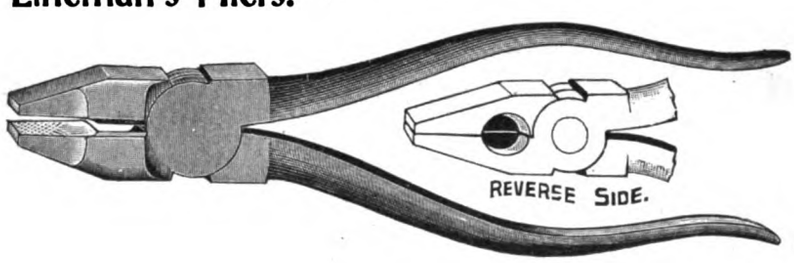
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Is a distinct step in advance of any other Lineman's Pliers on the market to-day.

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are in such universal use that nearly every girl is familiar with their merits, and when she, too, becomes a housewife her first thought of kitchen cleanliness will be a Vrooman Sink Strainer.

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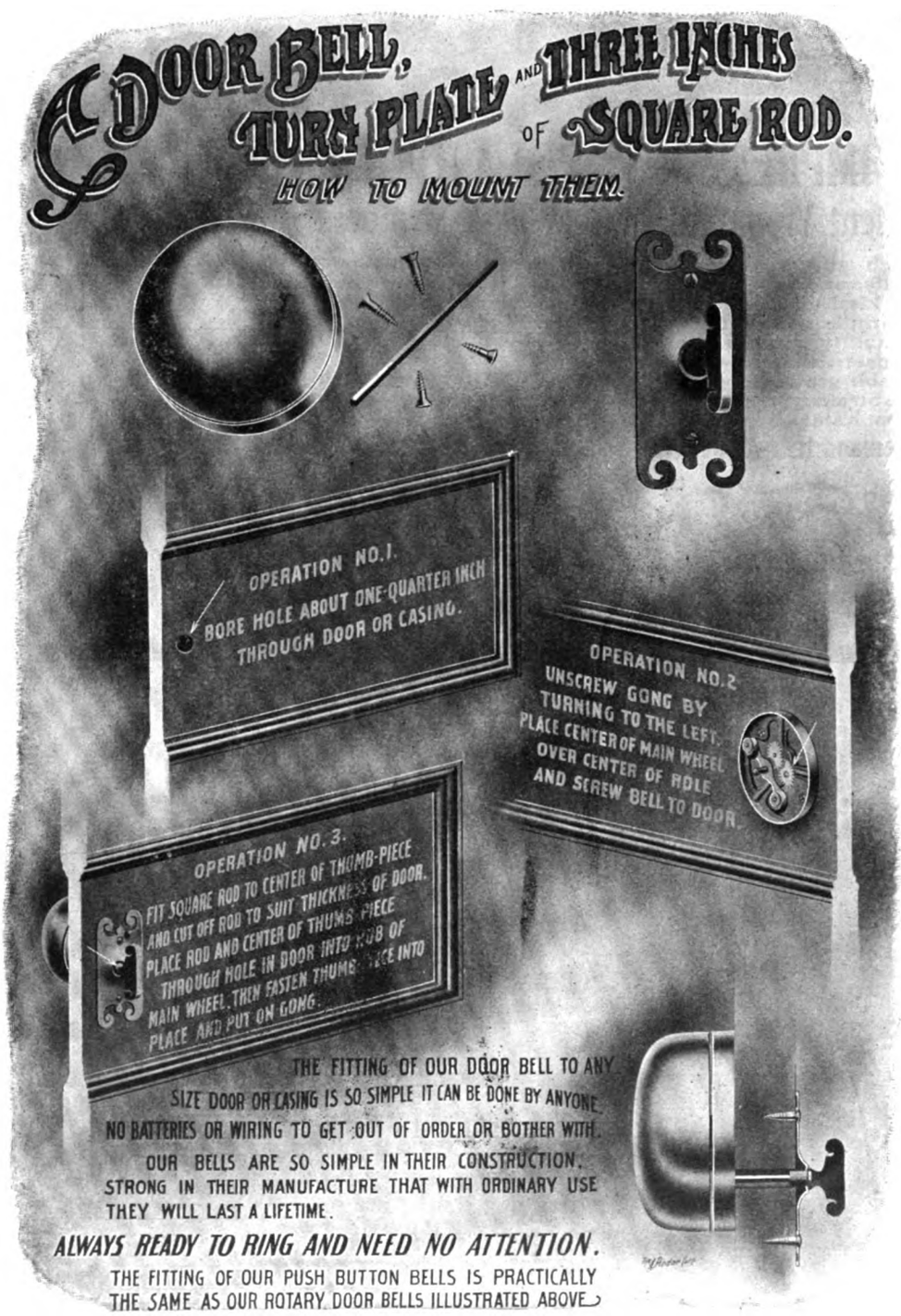
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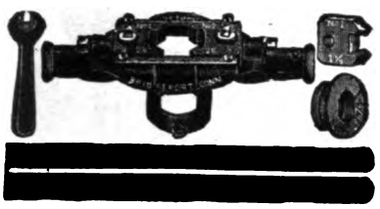
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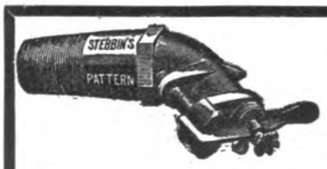
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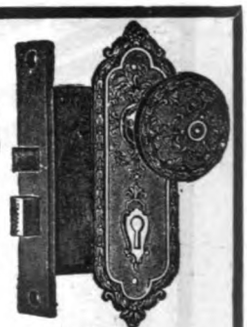


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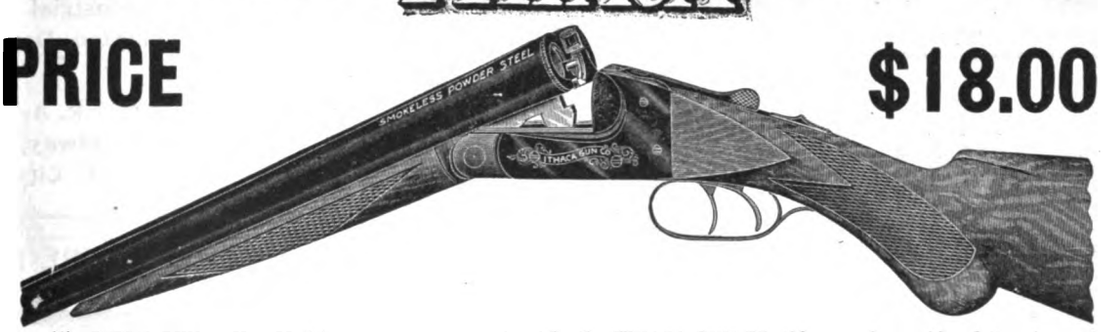
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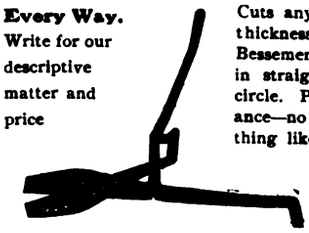
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For Gas and Gasoline Stoves having only ¼ the space to be heated; saves ¾ THE COST OF BAKING, no one using a Gas or Gasoline Stove can afford to do without it; *Guaranteed to Bake Perfectly*, top and bottom alike. Packed one dozen in a case. Shipping weight, 100 lbs. per case. **SCHOFIELD & CO., Mfrs., Freeport, Ill**

GARLAND NUT & RIVET Co. PITTSBURGH

RIVETS

FOR

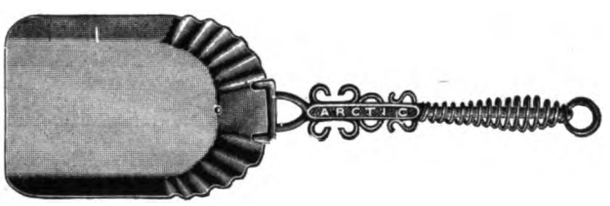
TOYS
TANKS
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SUCKER-RODS
RIVETED PIPE
DOOR HANGERS
COTTON BALING
PRESSED STEEL WORK
HARDWARE SPECIALTIES
AGRICULTURAL IMPLEMENTS
&c. &c. &c.
PACKAGE WORK A SPECIALTY

THE FANNER MFG. CO.,

CLEVELAND, OHIO.

ARCTIC COAL SHOVELS.

Malleable or Gray Iron. Nickel Plated.



Ask for our Catalogue of Hardware Specialties, Arctic Stove Trimmings, &c.

MERCANTILE AND INDUSTRIAL.

The Territory traversed by the Southern Railway and Mobile and Ohio Railroad offers many desirable openings for locations in business of every kind—Mercantile, Manufacturing and in all pursuits relating to the production of many forms of raw material.

M. V. RICHARDS,
Land and Industrial Agent,
Washington, D. C.

W. A. MOYER, Agent,
271 Broadway,
New York City.

Federal Bench Shear



Strong, compact and well made. Cuts sheets or bars to 3-16 in. thickness. Stands 8 in. high. Weighs 30 lbs. Send for circular.

CHANDLER & FARQUHAR CO.,
131 Congress St.,
BOSTON, U. S. A.

ADAM'S STEEL & WIRE WORKS.

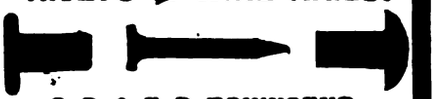
Wire Fencing,
Ornamental Steel Fencing,
Window Guards,
Wire Signs,
Jail Work, etc.



Send for Catalogue.

ADAM'S STEEL & WIRE WORKS, JOLIET, ILLS.

RIVETS & WIRE NAILS.



O. O. & E. P. TOWNSEND,
New Brighton, Penn.

"Hold up! I'll take off my hat to the MYERS."



The name **MYERS** on Pumps and Hay Tools fixes their rank, indicates their quality and "separates them from the Goats," figuratively speaking.

That's why "all Hats Come Off" when the **MYERS** come in sight and why *The Glass Valve Takes Competition Off Its Feet.*



THE MYERS PUMPS, HAY TOOLS AND STAY-ON DOOR HANGERS

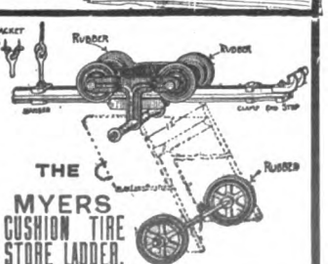
MEET ALL REQUIREMENTS.

Ask your Dealer for the Best Known Force Lift Tank and Spray Pumps.

Ask your Dealer for the Best Known Hay Carriers, Forks, Stayon Door Hangers, etc.

Write for Descriptive Circulars to

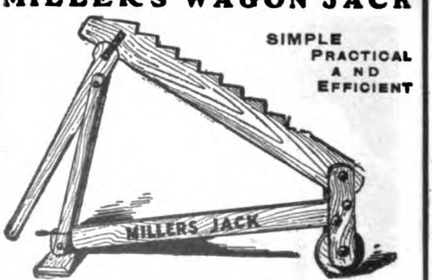
F. E. MYERS & BRO., Ashland, O.



THE MYERS CUSHION TIRE STORE LADDER.

MILLER'S WAGON JACK

SIMPLE PRACTICAL AND EFFICIENT

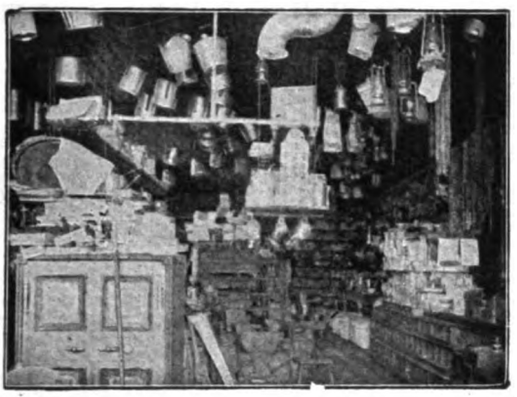


If not handled by your Jobber we will supply your order. Manufactured by

J. V. HANKINSON, FRANKLIN, O.
Successor to Thos. F. Miller, Jr.

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AS WE FOUND IT



AS WE HAVE MADE IT



J. D. WARREN MFG. CO., Masonic Temple, Chicago, U. S. A.

Manufacturers of Hardware Shelving Exclusively.



FANS WATER FANS
FOR DESK AND WALL ONLY
ELECTRIC FANS
FOR CEILING, DESK, WALL OR COLUMN
ANY VOLTAGE
SEND FOR CATALOGUE AND PRICES TO D. L. BATES & BROTHER, Dayton, O.
ALSO WATER MOTORS AND BELT DRIVEN FANS



Irvington Manufacturing Co.
Makers of
Drop forged Pliers, Clamps and Tools



Catalogue showing new goods mailed on application.

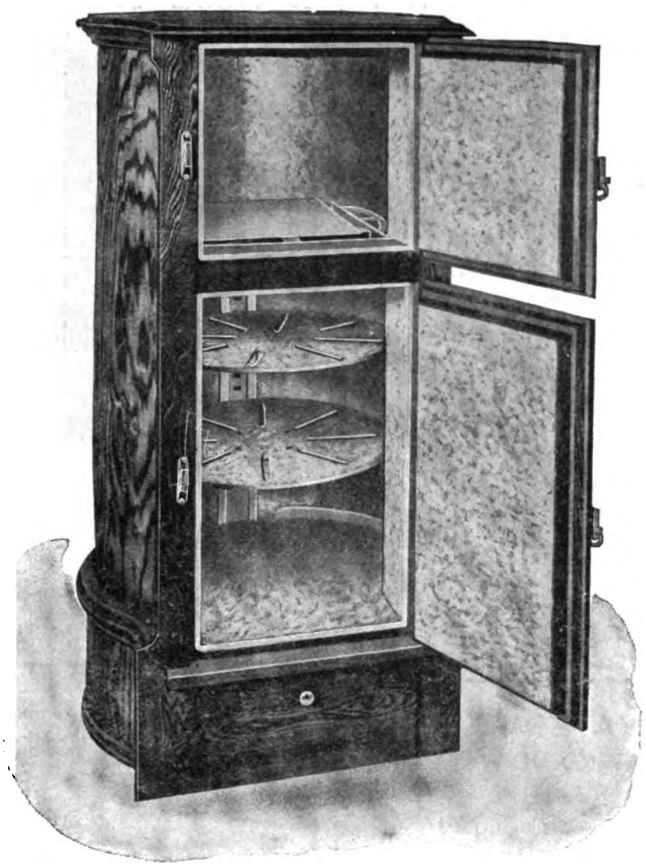
Write for prices.

SELLING AGENTS:

John H. Graham & Co., 113 CHAMBERS STREET, NEW YORK

118 to 122 Holborne, London, E. C., Eng. 123 California St., San Francisco, Cal. Copenhagen Freeport)

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The Nome Refrigerator

GERM PROOF

A Refrigerator that's Different Because it's Better

NOTE SOME OF THE PATENTED IMPROVEMENTS

Revolving Metal Shelves, which can be raised or lowered as desired. Any article can be brought to the front without the inconvenience of upsetting others.

All interior construction, shelves, linings, etc., can be removed and cleaned quickly, as the parts are not complicated. There are no square corners or crevices to harbor germs, so can be kept as clean and sweet as the food itself.

The dead air chamber used in the walls is absolutely perfect in its construction and in the degree of coldness produced. It has been tested under all conditions, and proved that the Nome Refrigerator will save from 30 to 40 per cent of ice in cooling an equal number of cubic inches.

The body is round—a novelty in itself, but the object in being of that shape: It will hold more provisions than any square refrigerator, as dishes used are either round or oval, and in consequence there is no lost room.

CLEANLINESS, AIR CIRCULATION, ICE-SAVING QUALITIES, COMBINED WITH BEAUTY OF APPEARANCE, ARE THE STRONG POINTS TO WHICH WE ASK THE EARNEST CONSIDERATION OF THE TRADE—WE SOLICIT CORRESPONDENCE

Mills-Elliot Manufacturing Co.

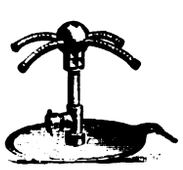
Port Huron, Mich.

"ENTERPRISE"

A SEASONABLE SHOWING



Cherry Stoner, No. 1, $7.50 doz.



Lawn Sprinkler, No. 1, $3.50



Fruit, Wine and Jelly Press No. 34, $3.00



Food Chopper No. 50, $1.25

AT this season, women (and their husbands), have it on their minds to buy a Cherry Stoner, or Lawn Sprinkler, or Fruit Press, or Food Chopper. They know all about "Enterprise" goods, and you will make many a sale that would otherwise be lost if you

SHOW THEM

Two Questions: Are you having good sales of the new size, No. 50 Enterprise Food Chopper? It chops 1½ lbs. of meat a minute and retails for $1.25. Have you got our 1905 catalogue handy for reference? If not drop a postal for another.

New York Branch.
10 Warren St

THE ENTERPRISE MFG. CO. OF PA.
Philadelphia, U. S A.

San Francisco Branch.
104 Front St

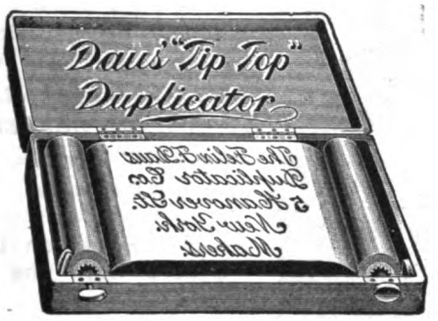
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"Right Up To The Scratch"

in every particular. No matter what you wish to duplicate letters, circulars, invoices, menus or music,—or how many, 50 —150,—

"DAUS' TIP TOP DUPLICATOR"



is always ready for service.
Thousands of pleased customers testify to this fact.

HAVE YOU GOT ONE?

If not, get one. **Price $5.** It saves time and money on your print bill.

The Felix P. J. Daus Duplicator Co.,
111 John St., New York, U. S. A.

We Respectfully Invite

Your attention to our line of Mowers for 1905

For thorough workmanship, durability, light running, and superior cutting qualities they are unsurpassed, and we are confident that our prices will interest you.

We manufacture Lawn Mowers adapted for every market, and inquiries for Export will have our special attention. Write us for catalogue.

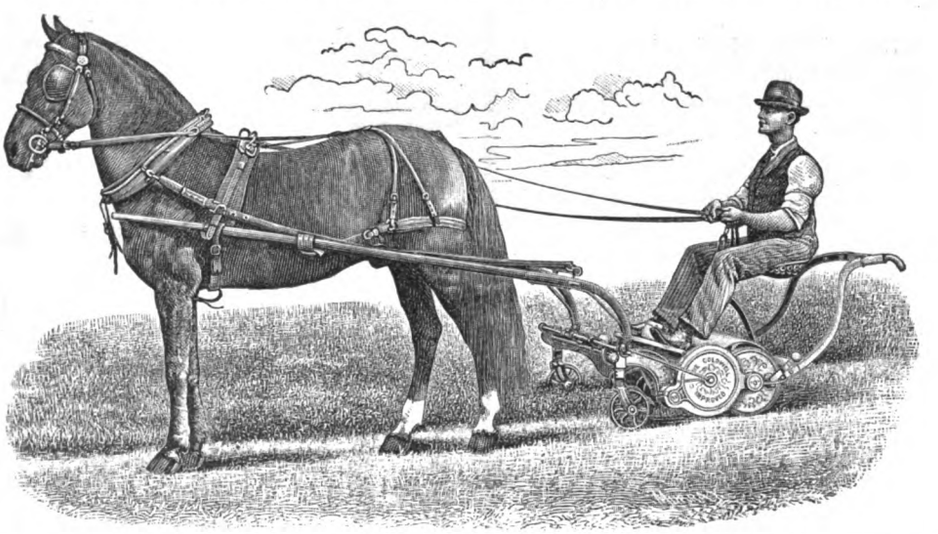


CHADBORN & COLDWELL MFG. CO.

NEWBURGH. N. Y.

COLDWELL LAWN MOWERS

HAND, HORSE AND MOTOR POWER



Used exclusively on the Parks of New York, Brooklyn, Buffalo, and on the grounds of 90% of the leading Golf Clubs of the United States and Canada.

SEND FOR CATALOGUE

Coldwell Lawn Mower Co., Newburgh, N. Y.

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The Smith & Egge Mfg. Co.,

BRIDGEPORT, CONN.

Manufacturers of . . .



SASH CHAINS.

• • •

"Giant," "Red Metal"
Cable and Jack
Chains. . .

Our Chains are being constantly imitated in appearance, but no one has succeeded in equaling them in wearing qualities. You will find them in use in the finest buildings.

No. 40.

• • •



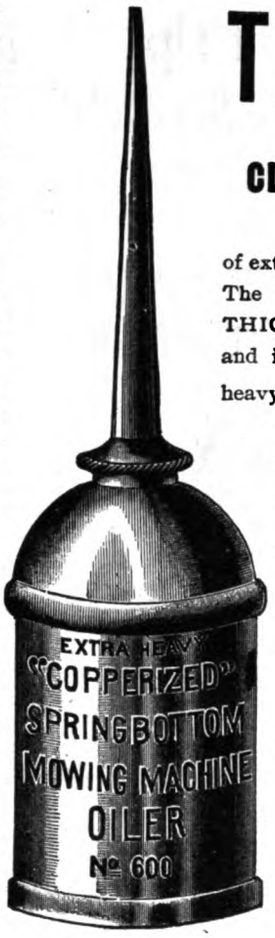
New York Agent : J. J. Halpin, 62 Reade Street.
Philadelphia Agent: W. E. Trull, 13 N. Sixth Street.
Chicago Agent: H. H. Munger, 142 Lake Street.

THIS CAN

HAS A

CLOCK SPRING STEEL BOTTOM

of extreme durability and springiness. The CYLINDER is of DOUBLE THICKNESS around the lower edge, and is drawn seamless from extra heavy **"Swedoh" Steel,** Beautifully Finished. It readily commends itself to all AGRICULTURAL and HARDWARE DEALERS on account of its Elegance, Durability and Cheapness.



Special Price on Large Orders from the Jobbing Trade.

THE AMERICAN TUBE & STAMPING CO.,

SUCCESSORS TO

The Wilmot & Hobbs Mfg. Co.,

BRIDGEPORT, CONN.

STARRETT TOOLS

ARE THE STANDARD FOR ACCURACY, WORKMANSHIP, DESIGN AND FINISH.

The line of Fine Mechanical Tools shown in the Starrett Catalogue No. 17 T is the largest line made by any manufacturer.

We have just added over 20 new tools which are described in a booklet.

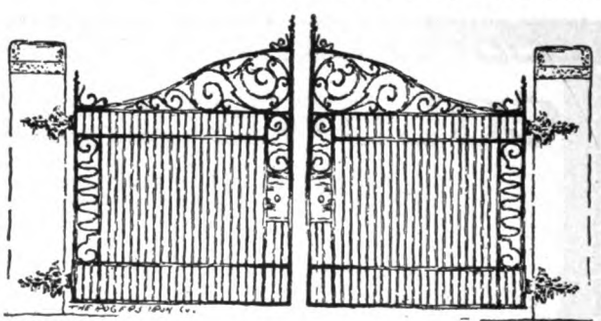


"MORE STARRETT TOOLS"

issued as a supplement to our catalogue. If you have not received a copy of this supplement send us a postal and get one. You ought to have it.

THE L. S. STARRETT CO.
ATHOL, MASS., U. S. A.

NEW YORK, 123 LIBERTY ST. CHICAGO, 15 SOUTH CANAL ST.



Are You On the Fence?

If it's quality you want — life lasting service—right prices to customers—right profits for yourself.

Bayley Fences

will be your choice. You need our catalogs for reference. Sent on request.

The William Bayley Co.
Successors to The Rogers Iron Co.
98 North St., Springfield, O.

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HARDWARE

The Dunlop Coffee Pot will hereafter be made by Landers, Frary & Clark, New Britain, Conn., they having purchased the business of the Dunlop Percolator Company, Chicago, whose machinery they intend moving to New Britain.

The new trade-mark law of the United States Patent Office during the first ten days or so that it was in effect brought a registration of nearly 2,500, or an average of more than 200 per day. The law permits registration if the trade-mark has been in use ten years.

Savage Arms Co., Utica, N. Y., are sending to the trade a watch fob, consisting of a medal in old copper, picturing a wild savage in paint and feathers, evidently on the warpath, to which is attached a leather strap to hold it. These fobs are sent to all applicants who remit fifteen cents in stamps as long as they last.

A charter was issued yesterday for the Forsythe Hardware Co., of Winton-Salem, N. C., capital, $125,000 authorized, and $18,000 subscribed, to do a general wholesale Hardware and foundry machine shop business. The incorporators are: E. C. Jones, A. C. Miller and W. F. Miller.

We were in error in our recent issue in ascribing the manufacture of the Johnston Pipe Wrench to the Barnes Tool Company, New Haven, Conn. It is one of the leading specialties they handle, but they do not control the sale of it; as it is an article that has the confidence of the trade, we correct our error without delay.

T. C. Richards Hardware Company, Winsted, Conn., manufacturers of fancy metal goods, had their factory damaged by fire on May 22. The roof and upper floor of the building, which was 40 by 200 feet, were consumed and the whole building flooded by water, which destroyed all of the company's merchandise and damaged the tools and machinery badly. The company makes the announcement that some time will pass before it will be in condition to ship goods again, but repairs will go forward at once, and everything urged to an early completion.

The quarterly meeting of the Retail Hardware Dealers' Mutual Fire Insurance Company of Minnesota was held May 25 in Minneapolis. The annual election of officers took place which resulted in the entire old staff being re-elected. M. S. Mathews, the secretary, presented a financial report, showing though the losses of the company were heavier than usual, yet on account of the low ratio of expenses, the company had been able to return 35 per cent. of the premiums paid to policy holders, and increasing both their assets and net surplus.

EAST ASIAN MERCANTILE COMPANY.

The East Asian Mercantile Company has recently been organized and incorporated under the laws of the State of New York for the purpose of conducting an export and import business with Siam and other far Eastern countries. The officers of the company are: Frank J. Oliver, president; M. A. Cheek, vice-president, and Thomas E. Oliver, secretary and treasurer. Associated with these officials are: Herbert C. Cheek and James H. Oliver, directors. The Messrs. Oliver are of the firm of Oliver Brothers, 127 Duane Street, New York, and are prominently known from their connection with Hardware interests in this city. The New York office, 127 Duane Street, is in charge of George H. Diehl, Jr., and Walter C. Knole.

CATALOGUES WANTED

For Bohemia.

Exporters and importers would greatly oblige our Consul at Prague, capital of the Kingdom of Bohemia, by addressing to his Consulate their latest catalogue, together with the following commercial information: Name of firm; street, city and cable address; codes used; export discounts and terms; languages of correspondence; references or commercial rating; nature of exports and imports; list of foreign branches and agents; supplementing this with complete information permitting immediate sales—thus getting rid of irritating epistolary angling. This will be filed gratis under the heads of "firms" and "merchandises" in the Commercial Intelligence Department of the Consulate of Prague, by the card and catalogue system devised by our Consul at this post. The Kingdom of Bohemia has a population of over 6,000,000, and that, in the very heart of Europe, and is practically virgin territory for American exporters.

CHINESE GOVERNMENT GRANTS FIRST PATENT.

The Chinese Government, according to an official report to the State Department, has granted its first patent. It is for an electric lamp, the inventor being an inhabitant of Nankin, the old capital of the Chinese Empire. The comment is made that the fact that China has entered upon the granting of letters patent is undoubtedly of more importance than the particular invention.

STEVENS ACCURACY JUSTIFIED.

The chain of Stevens victories is ever lengthening as the latest link will testify. At the May Festival and Golden Jubilee of the German Rifle Club, Charleston, S. C., May 8th to 13th, 1905, the first two prizes in every event (all comers, open events), were won by the Stevens. F. C. Ross, shooting a Stevens rifle, obtained first prize on Charleston target; second prize on German ring target; second prize on American Standard target, and second prize on Point target. H. M. Pope, shooting a Stevens-Pope rifle, secured first prize on German ring target; first prize on American Standard target and second prize on Charleston target. August A. Efelberthe obtained first prize on Point target and was equipped with a Stevens. Record target shots are the inevitable result if a crack marksman shoots with a Stevens or Stevens-Pope rifle. Stevens sweeping National and International victories are an "old, old story," but new chapters are constantly being added to it.

MICHIGAN RETAIL HARDWARE DEALERS' ASSOCIATION.

The annual convention of the Michigan Retail Hardware Dealers' Association will be held at Saginaw on August 9th, 10th and 11th. As the most complete and elaborate preparations are being made for a perfect convention in all its interesting details, the officers believe it will surpass in interest and attendance any previous convention of the Hardwaremen of this State. Any information in regard to details of the meeting may be obtained by addressing A. J. Scott, Secretary, Marine City.

TO RETAIL DEALERS.

Co-operation is Requested in Regard to Catalogue Business.

The National Cutlery Company, of Detroit, Mich., are manufacturing a full line of warranted axes, hatchets and tools, razors, butcher knives, etc., under the trademark "S & S," making a specialty of their butcher knives, which have been given the support and hearty recommendation of all of the largest packing houses and butchering plants in the country. Their entire product contains exceptional quality, by reason of the original quality of the steel, their special process of tempering same and the careful handling and testing which it receives during the entire course of its manufacture. Only the most skilled workmen are employed by them, and the entire line is strictly hand forged, and their factory is completely equipped with the most up-to-date efficient machinery to complete the manufacture of the product. They offer this line to the retail trade direct and although their salesmen cover the country very thoroughly, they find it impossible to reach anything like the entire retail trade. They have, therefore, published a very complete and comprehensive catalogue which will be found of real value, and upon receipt of request, this catalogue will be promptly mailed to any address, and a salesman will call upon any interested dealer with samples of the entire line, and while in town will do whatever missionary work is possible to establish a permanent market for the goods, if they are not already known. They are, of course, unable to cover the territory as frequently as do jobbing or commission salesmen, but with the aid of the catalogue, and salesmen, they are able to take equally as good care of their trade. The National Cutlery Company therefore requests the co-operation of the retail dealers in this regard and in consideration of this co-operation will supply them from the factory without a jobber's profit and at the lowest price at which goods of this quality can be produced with a line of cutlery and tools that will secure for them the business of that locality.

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HARDWARE

DEVOTED TO THE AMERICAN HARDWARE TRADE

PUBLISHED ON THE 10th AND 25th OF EACH MONTH BY

HARDWARE PUBLISHING CO.

309 BROADWAY, NEW YORK

SUBSCRIPTION $1.00 PER YEAR. TO FOREIGN COUNTRIES $2.50

CHICAGO, - - - - - - 1164 Monadnock Block
C. H. GREENE, Representative

DETROIT, - - - - - - 61 West Congress St.
G. T. NEWKIRK, Representative

L. E. MACINTYRE, - - - - - President.
A. P. MITCHELL, - - - - - - - Secretary and Treasurer.

HENRY HOPKINS, - - - - - Editor.
A. EUGENE BOLLES, - - - - - Manager.

JUNE 10, 1905.

Editorial Trade Review

In trade channels there appears to be every feeling of confidence that the volume of business will reach the majestic figures proclaimed for it earlier in the season, and yet in some sections there is not as much snap to the purchasing of products as the promised vigor for Fall trade would lead one to suppose. There is a hesitation among the jobbers about giving those confident and aggressive orders that would stock up complete, which is taken as an indication that no strength is felt in the buying at present prices. This does not apply to large lots of goods bought previous to advancing quotations, or ordered in the late Fall or the early Spring, and which facilitated Spring trade when it was most active, and provided conditions of prosperity on which a good business was prognosticated.

There is less buying for Fall trade at present quotations, that are giving evidence of having felt the necessity for an upward trend. In the early stages of the present year, with the warehouses full of goods bought at concessions from ruling prices, the jobbers were loud in proclaiming goods were too cheap and surely ought to be advanced, while they disposed of their purchases, hoping for the changes that would make their patrons eager to buy; but when as now the purchases are needed for Fall trade they are not so confident, and when advanced prices are facing them they buy freely for immediate wants only. They do not feel that actual reduction in prices is necessary, but they are apprehensive that a lower market may follow, when the cautious buyer will worry over the loss of possible profits.

The increased facilities which are every day given to the many factory plants, enabling them more generally to keep abreast of orders, surely create surplus stocks in the absence of orders to carry them off; and to heap up goods and wait for orders as a general thing is something of a new experience, unless it is for staple goods, about the demand for which there is but little doubt. The manufacturers will have to face this fact, when regular orders do not absorb their daily production they must carry them in stock, and not get the fear that "the other fellow" is carrying off all the orders.

The trade do not want a market that makes leading goods look too high in price. Radical changes of any kind only have a tendency to unsettle trade and cause a cutting of regular quotations. While moderate fluctuations are expected, and quotations that are reasonable are easily handled if any changes are deemed essential, the slightly reduced prices in some of the raw material scarcely justifies a scarehead prominence in the present market prices of Hardware. While a wide distribution of goods is going on, it cannot in any event affect trade greatly.

Activity in all lines of Hardware is reported, with no cut prices of any importance to interfere. The volume of sales in Hardware and analogous goods for this Spring will be found of generous proportions, and where comparisons are made with previous seasons results will be in harmony with the prophecies that were given with so great a degree of confidence at the outset, as to produce the present optimism.

The conventions of the Southern Hardware Jobbers' Association and the American Hardware Manufacturers' Association, which were concluded yesterday at the Virginia Hot Springs, may be relied upon to furnish subjects for thoughtful consideration for some time to come. The Transportation problems that will have to be wrestled with, and the many-sided difficulties which confront them on this account will furnish work which can safely be left to the discretion of the committee having them in charge, who will be zealous in the prosecution of every branch of the subject.

The "Special Brand" business, which opened up wider differences of opinion regarding its merits and demerits, will not be settled so easily, touching, as it does, upon the Jobbers' profits, which the abolition of special brands will have a tendency to reduce; and the gain or loss of the manufacturer's prestige, which results from the sale of his specialties under his own name and trade-marks, and the permanent holding of his large trade in them, backed up, as it is, by judicious exploiting of their merits at a large expenditure of money.

Questions like these, so vital in importance to both interests, need the most thorough treatment at the hands of the contending forces in order that permanency of action may be evolved; that the lines of goods readily susceptible to such treatment may be abolished entirely to the Manufacturer's great delight, bringing freedom from so many irksome conditions, or at least concentrated on fewer lines.

THE MANTLE OF CHEER.

Did you ever consider the commercial value of a cheerful face when things are not all cheerful? Of course, it's always valuable, but our business needs our help the most when at the ebb tide; at other times it can, if necessary, supply its own smile.

No one is really master of his field until he masters himself. That is the very first step in all kinds of conquests. But neither is any one master of himself who allows every little, or even big, discouragement to hang its threatening headline out to repel the world. Nothing attracts like success itself, and nothing repels it more than evidence of its absence. Most of us have seen people who fairly give one the dyspepsia just by the way they rub their own stomachs, and the business man who allows the commercial cloud to settle upon the most conspicuous part of his countenance is making fine progress toward business dyspepsia.

Aside from the matter of keeping up appearances, everything moves along so much more readily and keeps us brighter if we wear our business mantle hopeful side out and stick a few cheery smiles into it by way of ornament.

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THE MAN ON THE JOB.

One Hardware dealer in a town of moderate size takes the following somewhat unique method to get in touch with the various special lines his business makes it necessary for him to handle, and secure an occasional good advertising suggestion with very little trouble. Each employee at the time he is hired is required to file a paper stating what he has worked at in his past life and what the line of business into which his place of birth first brought him. These files are frequently consulted and when some special line of advertising is to be prepared the assistance of these clerks is called for. For instance, when the copy is being made up for the sale of plows or some other line of agricultural machinery, all clerks who have been reared on a farm are called upon to give in a list of the chief difficulties which beset the farmer in the use of the plow; its usual defects; the points where, under special conditions, it seems to fall short of satisfactory service. If the subject is builders' Hardware the carpenter's son is at a premium; for drillers' tools, a clerk who has some personal knowledge of practical well-drilling is a bonanza. The idea is to get the advertising written from the standpoint of the consumer, one of the difficult things for the manufacturer or dealer to do. It takes the man who has been on the job himself to know just what his successors want and what they frequently find; and no one else is on the job of plows quite so well as the fellow who has stood between the handles "when the wind was strong."

PERSONAL INTEREST.

Let the merchant or employer who would like to receive personal service in his business from his employees try this method of an eastern Ohio Hardware dealer to enlist their personal interest:

In each pay envelope is enclosed a printed circular like the following:

THREE QUESTIONS.

1ST. Can you offer any suggestion whereby you think the management of this store can be made more serviceable to the public?

2D. Can you offer any suggestion as to how it could be made more agreeable to the employees?

3D. Have you any personal trouble you would like to lay before Mr. (the proprietor) in strict confidence, for advice or possible assistance?

A prize for ideas has occasionally been used by merchants and others to secure the interest of their employees to the first two items, but the last of the three questions has in this case proven more effectual than prizes, for it has not only established a confidential relationship between the two ends of the business, but has also created a feeling of genuine affection for the employer who is so far interested in the well-being of his helpers. In a number of instances advice has been sought and conscientiously given, and in a very few a more substantial form of temporary assistance has been extended, in cases of sickness or unusual misfortune. Always the respondents to the third question have been welcomed as cordially as those to the first two.

Another advantage in this system is that it keeps the employer more in touch with the outside life of his employee. It is a well-known fact that the service of any man is more or less affected by his personal interests, and any person's private troubles are a pretty sure index to his self-sought environments, be they social or financial in their nature. More than one embryo speculator has been cautioned both to his own benefit and that of his employer, while social difficulties give the shrewd man a pretty good idea of the sort of company the applicant is keeping.

One who has never seen it tried will be surprised how often a timely word of advice will be the making of a most valuable employee. The less reliable sort seldom ask it unless their difficulty is very pressing, but the conscientious young man or woman who is honestly trying to succeed and to contribute to the employer's success would frequently give much for a few words of honest counsel from some successful business man in which they have confidence. Many of them are making their own way, have no one to counsel, and make their first false steps entirely through want of foresight. A helpful word from their employer not only is the making of their lives, but also secures for him from them a genuine regard that will be shown in all their future service. Even the invitation, if it never be accepted, excites the quick sympathy of fellowship and renders that establishment impervious to the encroachments of the walking delegate.

NEW METHOD OF EXTRACTING ROSIN.

W. M. Gill, of Selma, Ala., has patented a method for extracting rosin from pine without injury to the timber, at the same time producing a superior quality of rosin. Samples of the product have been examined by the Standard Oil Company, and it is stated that a contract will be closed whereby Mr. Gill will furnish that company from 50,000 to 100,000 barrels of rosin annually. A requisite number of stills will be installed to supply the demand.

LEGAL CORRESPONDENCE.

Any subscriber to "HARDWARE" is privileged to ask any legal question he pleases in this Department and it will be answered free of charge. Address all communications to Law Editor "HARDWARE," No. 309 Broadway, New York City.

Will—Wife's Rights Under It.

QUESTION: C died leaving a wife (his second) and several adult children by his first wife (dead.) His will provided for all the children leaving remainder to wife. In event of property left to wife, not being worth $300, can wife hold all or part of property bequeathed to children? C resided in Pennsylvania—had no real estate.

REPLY: The wife's rights would be dependent upon the terms of the will, and unless it was provided that the gifts to the children should take effect only in event of the wife's remainder exceeding $300 in value, or unless there was some similar provision for the wife's protection, she would have no right to retain possession of any of the property bequeathed to the children.

Broker—When Commissions Earned.

QUESTION: If A employs B to sell a piece of property for him and B finds a purchaser, but A refuses to make the sale, has B any claim for commissions against his employer?

REPLY: The duty of a broker employed to sell property is to bring the buyer and seller together. To entitle him to commissions he must produce a purchaser ready and willing and able to enter into a contract on the employer's terms. When this is done his work is complete and his commissions earned. The failure of his principal to complete the bargain does not affect the agent's right to compensation.

Surviving Partner—Rights and Duties.

QUESTION: Two men were engaged in business as partners and one of them died leaving no will. His interest in the business cannot be ascertained until the accounts are collected and the books closed. Who has the right to the possession of the partnership property, the surviving partner or the administrator of the decedent?

REPLY: The surviving partner is entitled to the possession and control of the assets of the partnership and can sell, mortgage or dispose of the same to pay debts and close up the business. He holds the legal title subject to the administrator's equitable right to an accounting and to the due application of the assets to the payment of the partnership debts. His duty is to wind up the business, pay the debts and account to the administrator for the amount of the interest of the deceased in the business.

Execution of a Will—Requisites.

QUESTION: What are the requirements of a will in order that it may be valid to pass real and personal property in any State?

REPLY: The requirements in each State differ materially and it is necessary to consult the statutes in each locality to ascertain their precise requirements. But we believe that a will executed in the following manner would comply with the laws of any State or territory: It should be subscribed and sealed at the end by the testator in the presence of three witnesses, who should be over twenty-one years of age. His signature should be attested by these three witnesses, who should sign their names and addresses to the will in the presence of the testator and in the presence of each other. At or before such signature the testator should declare the document to be his last will and testament and request the witnesses to sign their names thereto. A brief attestation clause should be added reciting compliance with the foregoing requirements and this attestation should also be signed by the witnesses. The attestation clause, however, is not essential to the validity of the will.

Law in New York State in Relation to Veterinary Medicine.

QUESTION: I would like to ask, has any one a right to manufacture and sell veterinary medicines, such as colic cure, condition powder and liniments? Kindly inform me what the law is, and what I will have to do to start in business.

REPLY: The public health law of the State of New York forbids the practice of veterinary medicines or surgery without obtaining a license and without registration in the county under penalty of $50 for every day of such unlawful practice. The same rule also provides that the sale of drugs, medicines and poisons must be by licensed pharmacists under similar penalties, but the latter provision does not apply to the manufacture or sale of proprietary medicines. We know of no law expressly requiring a license for the manufacture and sale of veterinary medicines, except the foregoing, and suggest that for full information regarding compliance therewith, you communicate with the Secretary of the State Board of Veterinary Medicine Examiners, 195 Western Avenue, Albany, N. Y.

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POPULAR TALKS ON LAW.

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SELF-DEFENCE.

It is a matter of importance that one know how far he may go in using force against force in the defence of himself, his family and his property. The right of self-defence will occur to us as being a natural right. One could scarcely be expected when attacked, either in person or in property, to say "I will wait for the law to punish the aggressor," for the one attacked has no means of knowing how far the attacking party may go in the use of violence, as he even may go to the extent of taking life.

Then, too, the law recognizes a weakness in human nature—or shall we call it strength, rather, that impels one when attacked to defend himself by the use of force. Self-preservation is truly the first law of nature.

The law of self-defence is an old one, recognized from the beginning. It extends not only to one's own person, but to one's own family and possessions. The old law speaks of a man's home as his "castle" and gave him the right to defend it, even to the extent of taking life; with certain limitations, which we will learn, that right still exists.

Of course, there must be a limitation put upon the right of self-defence or it will be abused, and men, under cover of the excuse that they were put to an act of violence by necessity, will cover up acts which are unjustifiable and hence punishable. The law, broadly speaking, limits the right to cases where necessity exists, and it will only excuse a man when he uses that violence which under the circumstances would appeal to a reasonable man as necessary for his self-protection. Nor will a court compel him to exercise the best of judgment at the time, for it recognizes that when the occasion for self-defence presents itself, the mind of the one attacked is more or less disturbed and the even balance of his judgment shaken; but where the means taken to defend one's self are manifestly more than necessary, as where one slapped in the face draws a revolver and kills, the act will be considered unjustifiable and the perpetrator of it held to account; but if the person attacked has reasonable grounds for fearing that killing or a felony is being attempted by the attacking party, the defence may go to the extent of taking life. It is well decided that where one is merely struck with the fist and has no reasonable grounds for believing that he is in danger of being killed or of a felony being committed, his use of a gun, or a knife, or deadly weapon is unjustifiable.

The fact that the person defending himself was mistaken as to the intentions of his assailant does not affect his right to take life if there appeared to him at the time reasonable grounds to believe that unless he did so he would be killed or a felony would be perpetrated against him. It has been held that the mere fact that the assailant put his hand in his pocket was not sufficient to justify the taking of the assailant's life on the ground that the assailant was believed to be reaching for a weapon.

Suppose that the person called upon to defend himself had been himself the provoker of the quarrel or the immediate cause of the attack, would his subsequent use of violent means in self-defence be justified under the rules laid down? The question has arisen in many cases and has usually been decided in the negative. The person himself must be free from fault in order to justify himself for killing another.

The cases go to the extent of saying that any one who brings on or provokes a personal encounter cannot rely upon the plea of self-defence. We can quickly see that if the law were permitted to be otherwise one desiring to kill another would only have to provoke that other sufficiently to cause him to use violence in order to take his life and escape the consequences. The main question as to whether or not the force used could have reasonably been deemed necessary is a question to be left to the determination of the jury in all cases.

It is also of interest to ask whether a man attacked is bound to retreat. It is quite well decided that when a man is attacked with a dangerous weapon he must retreat as far as he can safely do so before using like means in defending himself; but where the one attacked has reasonable grounds for believing that he cannot safely retreat he is justified in using violence in self-defence. The right of self-defence goes to the extent of excusing a man for resisting arrest by violence where the attempted arrest is unlawful.

How far one may go in the defence of his property, or possessions, is reserved for treatment in a subsequent article.

(To be Continued.)

HARDWARE PATENTS.

The following list of Patents, Trade Marks and Designs of interest to the Hardware trade are furnished by Davis & Davis, Solicitors of American and Foreign Patents, Washington, D. C., and St. Paul Building, New York City.

PATENTS EXPIRED MAY 22, 1905.

383,093. Cork Extractor. H. J. Boggis, Cleveland, Ohio.
383,119. House Warming Apparatus and Stove. J. Fries, Reading, Pa.
383,155. Window Screen. H. Speer, Chelsea, Mich.
383,173. Ash Sifter. J. E. Crosby, Westfield, N. J.
383,234. Bench Plane. T. H. M. Millsap, Harper, Kan.
383,243. Step Ladder and Bench Combined. J. W. Peacock, Cleveland, Ohio.
383,312. Ash Sifter. M. Lynch, Chicago, Ill.
383,319. Sad Iron. T. H. Patterson, East Saginaw, Mich.
383,334. Wrench. J. D. Abbott, Reading, Pa.

PATENTS ISSUED MAY 23, 1905.

790,360. Mangle. C. T. Gilmore, Sault Ste. Marie, Mich.
790,411. Combined Pan and Stove-Lid Lifter. E. L. Watrous, Des Moines, Iowa.
790,477. Tool Handle. C. E. Borner, Chemnitz, Germany.
790,500. Pliers. J. D. Harper, New York, N. Y.
790,533. Adjustable Plane Handle. F. A. Shontz, Eureka, Utah.
790,590. Tool Handle. W. R. Reynolds and J. R. Gordon. Brooklyn, N. Y.
790,668. Wrench. H. J. Wilson, South Canonsburg, Pa.
790,760. Hoe or Weeder. C. W. Stuart, Newark, N. Y.
790,773. Staple Setting Implement. F. Wiseman, John Day. Oreg.
790,830. Wrench. L. Haneke, Eureka Springs, Ark.
790,860. Wrench. H. G. Weatherill, Elgin, Ill.

PATENTS ISSUED MAY 30, 1905.

790,936. Lock and Latch. H. G. Voight, New Britain, Conn.
790,951. Combined Self Heating Soldering Iron and Torch. J. W. Buchanan, Ashville, N. C.
790,973. Attachment for Hatchets. J. O. Oliver, New York, N. Y.
790,988. Floor or Wall Wiper or Mop. H. O. Thomas, Harrisburg, Neb.
791,117. Attachment for Wrenches. E. M. Uren, McKeesport, Pa.
791,238. Self Closing Faucet. I. N. Baker, Bay City, Mich.
791,245. Wrench. W. S. Casterlin, Pittston, Pa.
791,263. Wrench. R. A. Hammond, Sandwich, and F. E. Walden, Worcester, Mass.
791,298. Wrench. C. H. Smith, Allentown, Pa.

THE HONORS WHICH ADORN THE NATIONAL SWEEPER.

In our advertising columns the National Sweeper Company of Marion, Ind., show reproductions of the medals granted them at the World's Fair in St. Louis last year. The Grand Prize and two gold medals, comprising the famous triple awards conferred on National's Roller Bearing Carpet Sweepers, the easy running kind. This remarkable tribute to the superiority of National's, exhibited there in competition with the world, is not only the highest and greatest award ever made on Carpet Sweepers, but includes the First Grand Prize that any exposition has ever granted to a manufacturer of sweepers, which is all the more significant when we learn that this was the first exhibit made by the National Sweeper Company and that here for the first time did any competition enter into the question as the result of more than one manufacturer exhibiting.

Although in business less than five years, the National Sweeper Company has rapidly forged to the front and the success which it has achieved is the result of an active, progressive and enterprising policy. From its inception the constant aim has been to better the quality and improve the efficiency of the carpet sweeper of commerce and steadily plugging along with that idea in view, the gratifying result of the searching tests made at St. Louis is eloquent testimony to their having reached the goal of this ambition.

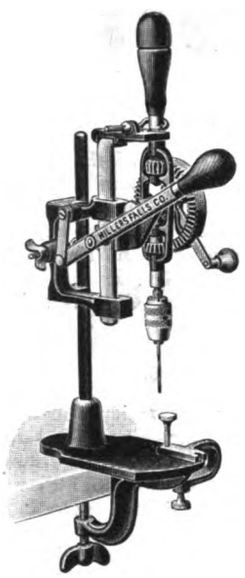
It seems almost incredible that such extensive and rapid progress could have been made in such a short time, yet the National people tell us that not only do they make the largest variety of models, ranging from the cheap bazar sweeper to the "gold plated Louis XV." at $120 per dozen, but that each and every National Roller Bearing Carpet Sweeper contains every device that has ever been invented for the betterment of a sweeper and embodies many live patented features and improvements of real practical merit.

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NEW GOODS AND SPECIALTIES.

BENCH DRILL PRESSES.

Millers Falls Company, 28 Warren Street, New York, are introducing to the trade two entirely new styles of Bench Drill Presses, of which we give illustrations. They differ radically from other Drill Presses of its manufacture and are much more moderate in price. Fig. 1 represents the bench drill press No. 22, which is designed for use in connection with the company's hand drills Nos. 1, 2 and 5, any of which may be attached to the frame quickly and easily if the individual already possesses the drill, or the frame complete with any of the drills can be furnished.



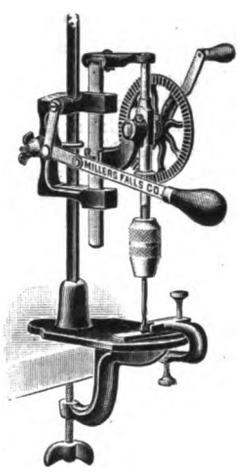
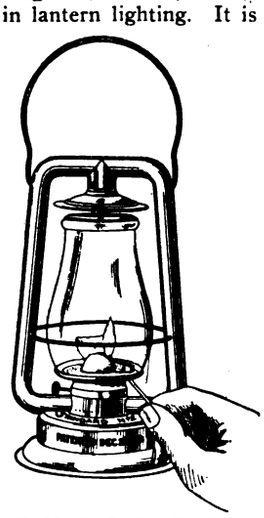


FIG. 1. BENCH DRILL PRESSES. FIG. 2.

The feed is supplied by a compound lever, which is convenient, sensitive and effective. The frame proper is made of steel and iron, and finished in japan. The distance between the chuck and table when hand drill No. 1 or No. 5 is used at highest point is 7¼ inches. When hand drill No. 2 is used the distance is 6½ inches. The height over all above table is 15½ inches; weight, 7½ pounds. Fig 2, bench drill, press No. 23, is similar to No. 22, except that it has a permanent operating attachment with geared spindle and drill chuck holding drills from 0 to ⅜ inch. The distance from chuck to table with sliding frame at highest point is 6½ inches. The finish is japan and bright nickel; weight 6½ pounds. Both drills are put up in telescope boxes, 17½x7½x4¾ inches.

STANDARD SELF-LIGHTING LANTERN.

A novelty in the Lantern line is made by the Standard Tinware & Manufacturing Co., Toledo, Ohio, which should prove to be an evolution in lantern lighting. It is called the Standard

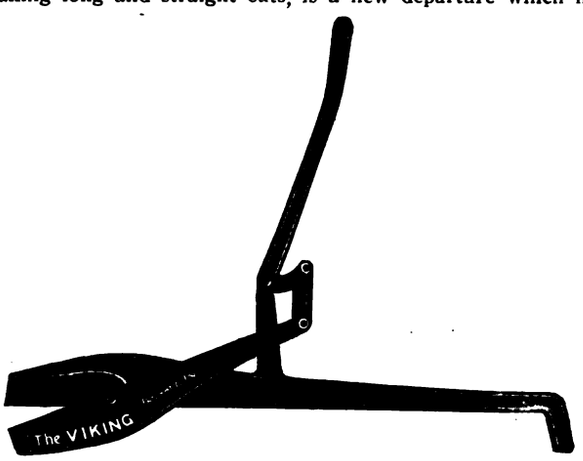


STANDARD SELF-LIGHTING LANTERN.

Self-Lighting Lantern and gets its name from the fact that all that is necessary is to insert a friction match in the lighter attached to the lantern, and the friction ignites the match which lights the lantern, while the operation of withdrawing the match extinguishes it, thereby eliminating all possibilities of danger from the disposal of the match. Among other manifest advantages the lantern can be lighted without lifting or removing the globe; this enables it to be lighted in a rain or wind storm and makes it a favorite for a farm lantern. A good idea of its general construction and appearance can be obtained from the above illustration.

THE VIKING SHEARS.

Charles Swan & Company, Corry, Pennsylvania, are offering to metal workers the VIKING Compound Leverage and Portable Bench Shears, of which they are sole manufacturers. A view of these shears is given in the accompanying illustration. The application of compound leverage on a portable shear, capable of cutting No. 12 gauge Bessemer steel with ease, the full length of the blades and affording perfect clearance in making long and straight cuts, is a new departure which has

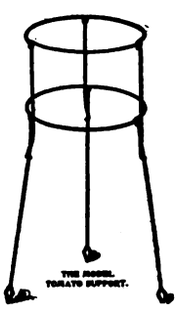


THE VIKING SHEARS.

been received with general favor in machine and sheet metal working shops where the qualities of the Viking shears have been demonstrated. It is pointed out that the use of these tools effects a saving of time as well as an economy of strength and labor to the workman when manipulating gauges of metal from No. 12 up to No. 20. The shear is provided with removable and adjustable blades made of the best tool steel, the tempering of the same being guaranteed. The tool is also guaranteed against any imperfections as to strength, durability and capacity. The point is especially made by the manufacturers, that in the Viking shear the sheet iron worker is provided with a portable shear wherewith he can cut heavy metals as well as light metals without resorting to the power or stationary shears, located, as they are in many establishments, at the far end of the shop.

TOMATO AND PLANT SUPPORT.

Igoe Brothers, 226 North Ninth Street, Brooklyn, N. Y., are introducing through the Hardware and seed trades a Tomato and Plant Support, which meets the approval of those in the busi-



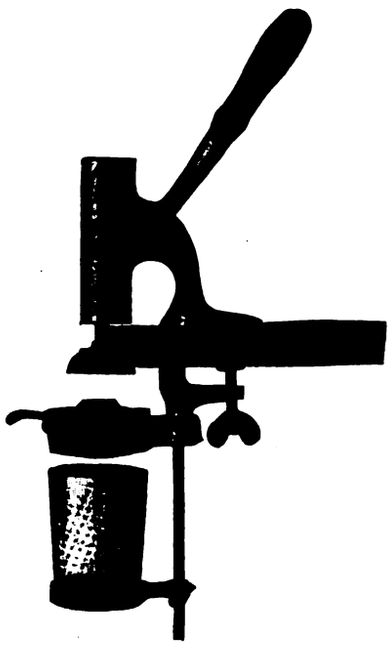
TOMATO AND PLANT SUPPORT.

ness to whose attention it has been brought. It is made of heavy galvanized wire in the manner and style of the accompanying illustration, and will be found admirably adapted for the purpose intended. Its dimensions are: height complete, 34 inches; of bottom section, 24 inches; top division, 12 inches, while the diameter of circle is 14 inches.

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PREMIER LEMON SQUEEZER NO. 100.

Logan & Strobridge Iron Company, New Brighton, Pa., are placing upon the market the new and improved Lemon Squeezer of which we present an illustration. The Premier style No. 100 has a rotary plunger motion which will accommodate the largest lemon, and it is said will extract all the juice. It is provided

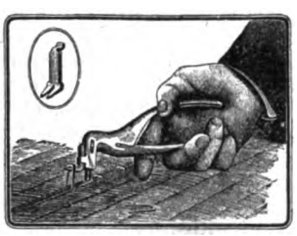


PREMIER LEMON SQUEEZER NO. 100.

with a separate strainer cup with handle which may be lifted out and emptied of the rind and seeds without touching the lemon with the fingers. All parts coming in contact with the lemon juice are heavily coated with pure tin to prevent corrosion and provided with glass holder. It is made in two styles, No. 100B, Oxydized Copper Plated, and No. 100 heavily polished nickel plated. Each Squeezer packed in a strong box, and six in a case.

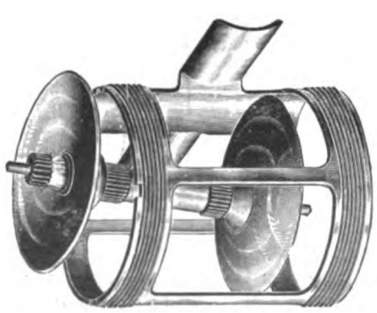
THE "BI-PED" TACK PULLER.

The changes wrought by modern advertising methods in marketing a new specialty, have had a notable demonstration in the sale of "Bi-ped" Tack Pullers. While unknown to the trade six months ago, this article has been in demand in every State in the Union, and in Canada and Mexico, so that jobbers in many instances were unprepared to supply demands promptly. It should be noted, however, that the aggressive advertising campaign that was carried on for the "Bi-ped" would have been considerably less effective, had there not been a demand already existing for an improved tack puller; and the "Bi-ped," with its interchangeable feet for pulling carpet tacks and matting tacks, supplied this demand at once. The "Bi-ped" is one of the patented specialties controlled by the General Specialty Co., of Philadelphia.



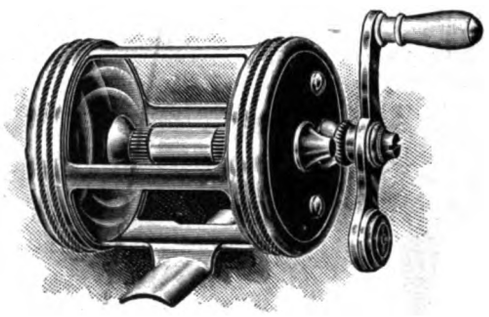
THE TUBULAR FRAME "TAKEAPART" REEL.

A. F. Meisselbach & Bro., Newark, N. Y., are the manufacturers of the tubular frame Takeapart Casting Reel, of which



THE TUBULAR FRAME.

we give an illustration. The frame of the reel is rigid and strong, there being no screws to jar loose and become lost. It has a friction device upon a novel and scientific plan by which any degree of friction can be secured on the spool, thus preventing all back lashing. With this adjustable screw cap on the rear axle of the spool, all looseness between the spool and frame may be taken up. The metal bands on both ends may be unscrewed from the frame in a few seconds and the spool can be lifted out for clearing a tangle in the line, or for cleaning and oiling the mechanism, without the use of any tools whatever. The pinion gear is cut from steel and the pivots are turned upon a



THE TUBULAR FRAME "TAKEAPART" REEL.

solid steel shaft running through the entire length of the spool. The head plate is adjustable, which allows the handle to be placed in different positions. The same applies to the end plate with the click mechanism. These reels are made in two styles of click mechanism, viz.: "Automatic" Click, or with "Regular" Click. The "Automatic" click is silent when reeling in and only sounds when line is running out. The "Regular" Click is light when reeling in and stiff when running out.

CHAMPION PATENT HOOF PLANE.

The Champion Tool Co., Meadville, Pa., who are large manufacturers of specialties in the Blacksmiths' Line, have added to it lately the Champion Hoof Plane, patented, which we illustrate herewith. We show in Fig. 1 a section of the Hoof Plane No. 64, actual width, which is made in 16 and 18 inch. The cut



FIG. 1.



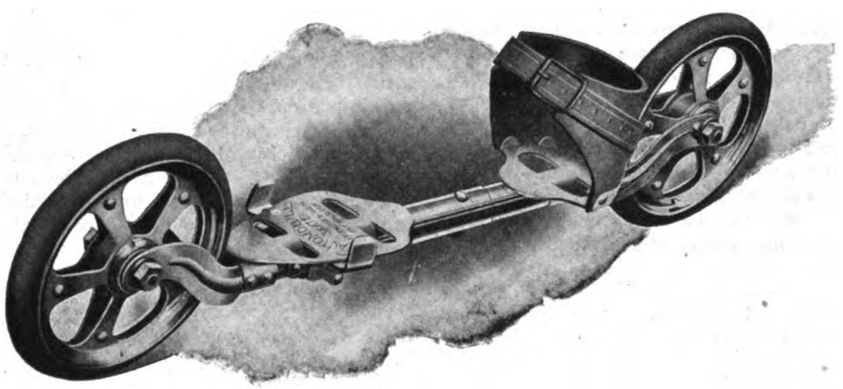
FIG. 2.

will give an idea of its size and appearance. In Fig. 2 we show a cut of the tool No. 65, which is made in 14 inch only. Among the many advantages which are claimed for this specialty may be mentioned the following: It cuts faster than a rasp; leaves the foot perfectly smooth, similar to the work of a plane; will outwear a rasp, as it has three times the cutting surface, and will not clog; is self-cleansing; is much easier on the hand than a rasp, and will not jump. Send for further information, which the company will gladly supply.

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THE AUTOMOBILE CYCLE SKATE.

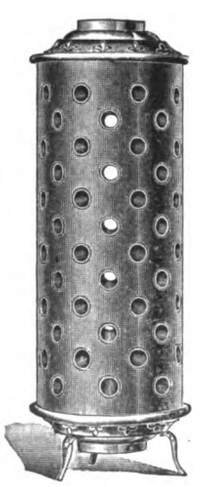
The Cycle Skate and Sporting Goods Co., 37 Park Street, New York, are placing upon the market the Automobile Cycle Skate, an illustration of which is shown herewith. In its construction the constituent parts are formed of sheet steel of suitable quality and Shelby seamless tubing. The positive fastening of the telescoping tubes, which are adjustable from 10 to 12 inches, inclusive, there being one hole through the outer tube and a series of holes at suitable distances through the inner tube, by the means of which a round head screw passes through both tubes, and is held rigidly by the nut and curved washer underneath. This is an important feature. If by any means the nut should be lost, the union of the front and rear sections is secure regardless of clamp and strap fastening. The front and rear forks are hardened and tempered, making them lighter and stronger. The russet heel straps are fastened in an improved manner that makes them stronger and handsomer; and by an important change in the clamp fastening the forward double threaded clamp screw, is kept underneath the front plate. The tires are rigidly held in position by substantial inner lugs, which form a part of the tire itself, screws with nut fastenings passing through the lugs and clamping steel spokes and tire in one solid wheel, which runs on steel ball bearings, having hardened steel cups and cones. The parts of both 4 and 5 inch sizes are standardized, parts being interchangeable. All metal parts are polished and nickeled.



THE AUTOMOBILE CYCLE SKATE.

THE ROCHESTER RADIATOR.

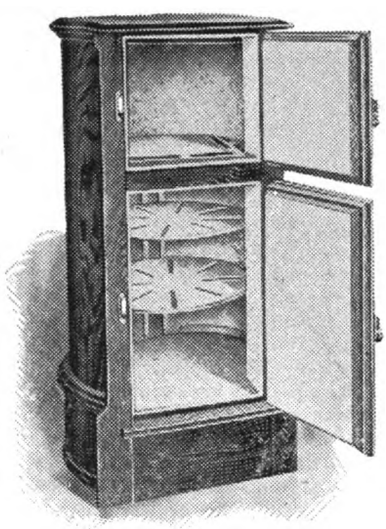
The Rochester Radiator Company, Rochester, N. Y., are again in the market placing their Radiator through the Hardware trade, and it increases in popularity with each successive season. We give an illustration of their style "B," which is the size used on ordinary sized stoves and for any fuel except soft coal. It is made from American Russian iron, with highly ornamental nickeled cast iron top, base and legs. It is 12 inches in diameter, 34 inches long and weighs 30 pounds. This is the most popular style for general use, and for size and price gives maximum results. On the inside of the register there is a pipe closed at both ends, with a number of little tubes leading from this to the outside and communicating with the air in your room. These tubes get intensely hot, and they keep constantly radiating this heat into the room. By the constant pressure the heated air is kept in circulation and the room soon shows the effect. It is claimed that attaching this register to your stovepipe next your stove will double the heating capacity of your heater, or give you the same amount of heat with half the fuel; or by placing it upstairs or in an adjoining room it will do all the work of an additional stove without expense. It is made in four sizes of pipe, No. 15, 155, 16 and 17, for 5, 5½, 6 and 7-inch pipe, respectively. No. 15 and 155 have 84 cross tubes; No. 16 and 17 have 96 cross tubes.



THE ROCHESTER RADIATOR.

THE NOME REFRIGERATOR.

Mills-Elliott Manufacturing Company, Port Huron, Mich., are the manufacturers of the Nome Refrigerator, of which we present an illustration. The cases are made of ash veneer, highly polished and fitted with brass locks and hinges, and are mounted on ball-bearing castors. They are provided with revolving shelves of galvanized iron, which can be raised or lowered as desired, and by which the contents of the refrigerator are easily brought within reach without the danger of upsetting other articles. The entire interior construction, shelves, lining, etc., can be removed and cleaned very quickly, as none of the parts are at all complicated. There are no corners or crevices in its construction, it is claimed, to harbor germs, no unsanitary drawbacks to prevent cleanliness. The dead air chamber used in the walls is claimed to be of absolute perfection in construction, as the cold temperature produced has been tested under all conditions, proving that this refrigerator will use in cooling 30 to 40 per cent less ice than refrigerators built on the ordinary plan. The novel idea of making the Nome refrigerator of the original round shape and style was to make more room for provision capacity; economize space in the home, which is usually wasted by refrigerators of other makes; and also to have an artistic model that could be placed in the dining-room and harmonize with the furniture.



THE NOME REFRIGERATOR.

ATTIC SALTPETER.

Diogenes had just arrived at the foot of a steep hill. Getting into his tub, he asked Alexander to roll him to the top. Half way up, Alexander stopped, having become weary, saying:

"Get out and walk. Why should I roll you up this hill, anyway?"

"Because one good turn deserves another," replied Diogenes, thus inventing a time-honored saying.—*Chicago Record-Herald.*

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RECENT TRADE PUBLICATIONS.

The Bronson-Walton Company, Cleveland, Ohio, are the authors of an artistic catalogue exploiting goods of their manufacture, including bread, biscuit, cookie and dripping pans; double roasters and bakers (including the Never-Burn); steel coffee mills; heavy tin pails or buckets; "Bull Dog" wire rope clamps, etc. The book is finely printed on excellent paper, thoroughly illustrated and bound together by a heavy silk cord. The Never-Burn pans are a specialty for which they claim that bread baked in a Never-Burn pan never sweats, the crust formed is of even thickness and well browned bottom, sides and top. They are made in single, double and triple pans, either smooth or polished. Write for catalogue.

The Miller Lock Company, Frankford, Philadelphia, Pa., have issued a new illustrated catalogue and price list of the products of their factory. The catalogue is an elaborate one, having a bright red flexible cover, and contains 64 pages. They illustrate in color six patent standard lithographic padlock card assortments, consisting of one dozen locks, each mounted on a heavy cardboard, which would make an attractive display. Send for copy of catalogue No. 20 for further particulars.

Keuffel & Esser Company, 127 Fulton Street, New York, with branches in Chicago, St. Louis and San Francisco, have placed before the trade the third edition of their 1905 Trade Price-List of measuring tapes. They claim the variety of these goods they now offer is greater than that of any other manufacturer, and comprises every kind from the highest in quality to the lowest in price. This edition of their catalogue is the first one to describe and list their Favorite Measuring Tapes and Tin Top Tapes, which they have added to their line to complete the assortment. Their Fine Flat Steel Wire Tapes are not described in this list, not being generally carried in stock by the Hardware trade, but will be found in their General Catalogue. Either of above books will be sent upon request.

Silver & Company. Inc., 304-314 Hewes Street, Brooklyn, N. Y., and 18 Warren Street, Manhattan, have issued several catalogues recently; among them we have received Nos. 11 and 12. No. 11 embraces their line of Household Novelties, and includes such goods as coffee pots, bread pans, egg poachers, steam cookers, alcohol, gas and oil stoves and ranges, soap dishes, milk sterilizers, etc., etc. No. 12 is devoted to Silver's Artistic Bath Fittings, which consist of high-grade nickel-plated accessories of every description, white cellu and white enamel medicine cabinets, etc., etc. Both books are well gotten up and will be sent to interested parties upon application. They will gladly supply, free of charge, any cuts in their catalogues, to dealers wishing to use them for cataloging or advertising purposes.

The Baldwin Refrigerator Company, Burlington, Vt., are the authors of one of the neatest envelope size pamphlet catalogues of its kind that has been brought to our notice. It exploits eleven handsome convenient and otherwise desirable sizes of opal, or white glass-lined refrigerators, which are represented by handsome interior and exterior photographic views. In designing this line of goods, no expense or pains have been spared to produce a perfect article for practical use; conveniently arranged; solidly built of best materials; well insulated, and an attractive and durable piece of cabinet work. That they have succeeded is demonstrated by the photographs. Send for their pamphlet of Baldwin Opal Refrigerators.

The Markham Air Rifle Company, Plymouth, Mich., have recently issued an attractive pamphlet catalogue of envelope size devoted to the King Air Rifle, which they make for the use of juveniles. They illustrate several styles, which shoot either B.B. shot or darts. The "Queen" take-down air rifle is one of their best. The stock is of carefully selected black walnut, barrel of seamless brass tubing, beautifully finished, nickeled and polished; 33 inches long, with removable barrel. This air rifle is certainly a little beauty, elegant in its structural lines; it lacks nothing in efficiency or accuracy, and possesses that loud snappy percussion report that appeals to both juvenile and adult buyers of air rifles. Get their booklet and find out about their other rifles.

The Champion Tool Company, Meadville, Pa., manufacturers of Horseshoers' and Blacksmiths' tools, are distributing their illustrated catalogue and price list No. 55, in which they direct special attention to their change in address and additions to their line. They have more than doubled their capacity and have made their new plant up to date in every respect. Their goods are drop forged from steel and they state: "The Champion Tools are manufactured by no secret process, and can be redressed and tempered successfully by any blacksmith." They claim to be the designers of seven-tenths of the Farriers' Tools on the market. For description and prices on their goods, write for catalogue No. 55.

The Stewart Iron Works, Cincinnati, Ohio, are presenting their catalogue No. 35, in which they illustrate their standard designs of iron fence, gates, posts and other iron work made by them. They have added many new and handsome designs of iron fence and made improvements which add value to this line of work. They illustrate heavy steel and iron fence for parks and public grounds more fully in other catalogues, which can be had upon application. Years of experience, special machinery, patents and skilled workmen have placed them among the foremost in the iron fence business in the United States. They have every facility for manufacturing the best iron fence, and for competing with the world in prices. The marvelous growth of their iron fence business is a flattering acknowledgment that their work has been satisfactory, prices right and dealings fair. Their catalogue will be sent upon request.

American Fork & Hoe Company, Cleveland, Ohio, in their catalogue "E" present a variety of Special Tools for Farm and Garden. Their book is high grade throughout, and reflects credit upon the firm issuing it. In its pages they simply call attention to a few of the special goods which they make and which are receiving more than favorable attention wherever they have been introduced. They ask especial consideration of their Acme Forks, Heavy Jumbo and Columbia spading forks, Long Island street fork, vegetable scoops and potato forks, as well as their complete line of heavy forks, beet and weeding tools and scuffle hoes; German handled Acme and Beebe hoes; full line of sprouting and mattock hoes; special Warren hoe, heavy street cleaning hoe; Victor and Evans cultivators, etc. Write to-day for catalogue.

N. G. Taylor Company, Philadelphia, have sent us a copy of Ye Fifth Arrow of Ye Third Quiver, in which "Rufus" explains to his son the necessity of having a good tinner to do justice even to a Taylor Old Style Tin roof, as usual interspersed with amusing tales used to corroborate a theory of his. They boast that "Taylor Old Style Roofing tin on the roof is just as good to-day as it was fifty years ago when it was put on."

The International Silver Company, Meriden, Conn., successor to Rogers Brothers and Meriden Britannia Company, have sent to us one of their books, No. 70, which in an unusually handsome manner illustrates and describes the high-grade silver-plated ware which they manufacture. Their latest design is the "Vintage," made on most graceful lines, and will be found something entirely different from anything heretofore produced. To this design two entire pages are devoted and thereon thirty-three different spoons, ladles, forks, butter knives, pie server, etc., are shown. Two pages each are devoted in like manner to the "Avon" and "Berkshire" designs. The book contains 61 pages, and is finely printed on heavy coated paper and neatly bound with an artistic cover of red. List prices are given throughout. If you are interested in their line, send for a copy of catalogue. They have also issued some unique circulars, of which they have sent us copies, contrasting their advertising matter of to-day with their first advertisement in The Silver Standard of 1847. The latter day advertisement is indeed a fine one, displaying silverware in many shapes and for many uses. For further information, send for their printed matter.

The Griffin Manufacturing Company, Erie, Pa.; an illuminated hanger of exceedingly attractive appearance intended for the retail dealer and calling attention to the Fleur-de-Lis Hinge made by them. This hanger is made of red transparent material that looks well when hanging in the window.

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THE HOT SPRINGS CONVENTIONS

STAFF CORRESPONDENCE

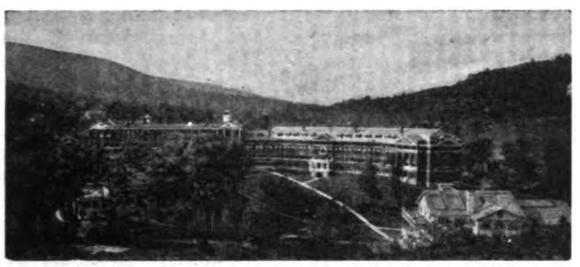
BY TELEGRAPH.

The fifteenth annual convention of the Southern Hardware Jobbers' Association, and the eighth convention of the American Hardware Manufacturers' Association were held at Virginia Hot Springs, Tuesday, Wednesday, Thursday and Friday of this week (June 6-9).

In point of results accomplished it was one of the most successful meetings ever held by these associations and its location at this famous resort with the unequalled facilities of the "Homestead" for entertaining the conventioners made it one of the most enjoyable affairs of its kind.

As early as Friday of the previous week delegates and guests began to arrive at the Springs in order to get in a few days of pleasure in advance of the work of the convention.

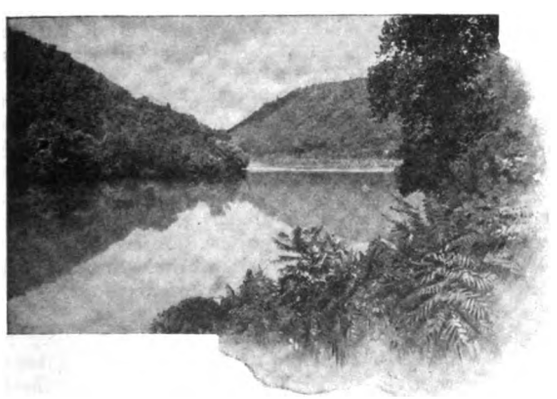
The executive officers of the two associations and the members of the entertainment committee were on hand early to perfect the details of the meeting, so that there would be no delays after the session began. Tuesday morning the visitors arrived by train load and soon the immense lobby of the Homestead took on the appearance of an intermission at an old-fashioned Methodist Camp meeting as members from widely separated places



THE HOMESTEAD HOTEL.

came together and began, with a hearty hand shake, the renewal of old acquaintances. The excellent service of the hotel soon had everyone located in comfortable rooms and the visitors settled down for four days of business and pleasure.

Judge Taft, Secretary of War, arrived with his party by special C. & O. train late Monday night and during Tuesday made many friends among the visitors. The fact that this well known man, favorably mentioned for the highest office in the



THE GREENBRIER AT MEADOW CREEK.

land, was to be a guest of the convention assisted materially in bringing out the large attendance.

Senator Carmack of Tennessee arrived Tuesday morning and during the day added largely to his list of acquaintances.

The railroad interests, ever watchful for resolutions and recommendations affecting freight rates and related matters, were represented by Samuel Spencer, President of the Southern Railway.

The National Hardware Association was represented by its president, Samuel A. Bigelow, and Secretary-Treasurer T. James Fernley, while President Bogardus kept every one reminded that the National Retail Hardware Association was in every sense alive, growing, and to be considered a power in the world of Hardware.

From all parts of the North, East and West, came members of the Manufacturers' Association the word having been passed along that there would be "something doing" at Hot Springs.

New England was well represented, as usual, headed in point of numbers, by the delegation from Connecticut, which is in a fair way of becoming better known as the "Hardware" State, than as the "Nutmeg" State.

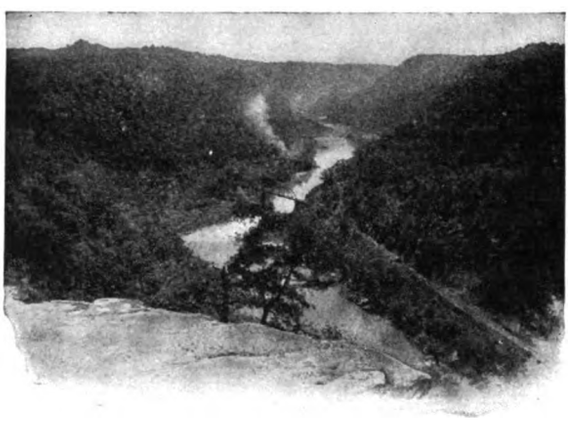
The members of the Southern Association, meeting in their own territory and urged by the persistent efforts of their able president and secretary and with the stimulating example of last year's Atlanta meeting, were out in strong force, both as to numbers and enthusiasm.

The Reading Hardware Company, to whom several recent conventions are much indebted for entertainment features, were on hand with thirty-six people and a band of twenty-five pieces. Their rooms back of the balcony at the end of the lobby were filled at all hours with those who were viewing the display of goods, while the band and the several vocalists made up the principal part of the programme of practically all of the entertainment features of the meeting.

HARDWARE'S SPECIAL.

Responding to the suggestion of the manager of HARDWARE one hundred and thirty-five manufacturers and jobbers made the trip to Hot Springs in a special train that left New York at five o'clock Monday evening, reaching Hot Springs the following morning.

The train left Jersey City with diner, baggage car and four Pullmans, and at Wilmington the two Reading Hardware Company cars were attached. All through the evening, until the small



THE NEW RIVER CANON.

hours, the time was pleasantly spent in getting acquainted, and all on board reported having had a very enjoyable trip. On the train were the following:

CAR 1.

Louis J. Beers,
J. A. Fopeano,
A. Eugene Bolles,
Louis H. Schmitt,
J. C. Brannin,
Clarence A. Earl,
B. A. Hawley,
H. S. Hart,
C. H. Parsons,
C. B. Parsons
Wm. G. Smythe,
Geo. H. Holton,
S. R. Leonard,
A. M. Kinsley,
J. S. Bonbright,
Frank G. Drew,
George R. North.

CAR 2.

C. F. Rockwell,
F. S. Seeley,
Robert N. Peck,
A. W. Stanley,
H. A. Curtis,
Mrs. Curtis,
Charles W. Asbury,
Mrs. Asbury,
George E. Chatillon,
Mrs. Chatillon,
F. E. Muzzy,
C. H. Roberts,
J. C. Beggs,
H. R. Bemis,
W. B. Fox, Jr.,
Charles S. Lawrence,
J. H. Towne,
A. W. Clark.

CAR 3.

A. T. Babcock,
H. R. Plumb,
George F. Wiepert,
F. S. Cowles,
Alfred Sang,
W. W. Supplee,
W. H. Hayes,
C. M. King,
H. C. Shaaber,
N. G. Robertson,
T. James Fernley,
Samuel Bigelow,
F. R. Blauvelt,
Harry D. Harvey,
Mrs. H. D. Harvey,
Harold Leroy Harvey.

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CAR 4.

Joseph H. Grubb,	Edward Whitehead,
J. J. Teeple,	Harry Wise,
Gustav Bommer,	H. H. Roberts,
Harry I. Raup,	W. H. Bennett,
Frank M. Tobin,	E. Bertram Pike,
P. E. Heller,	Edward Ingalls,
E. G. Heller,	E. E. Perry,
Gifford K. Simonds,	M. H. Marlin,
J. K. Kelley,	Thomas O'Brien.
Dwight Divine,	

CAR 5.

Reading Hardware Co., represented by the following:

M. Harbster,	Howard L. Boas,
John E. Harbster,	A. A. Cery,
I. G. Treat,	W. H. Mohn,
S. Y. Reigner,	Charles M. Luthy,
G. N. Jacobi,	Mrs. M. Harbster,
B. Luerssen,	Mrs. J. C. Mohn,
S. B. Richards,	Mrs. Howard L. Boas,
G. E. Tyson,	Mrs. A. A. Gery,
Nat Rhoads,	Mrs. W. H. Mohn,
C. S. Packard,	Mrs. S. Y. Reigner,
A. V. Arrowsmith,	Mrs. I. G. Treat,
J. C. McDonald,	Mrs. Margaret Hartmen,
O. Milligan,	Miss Abbie R. Keely,
George Harbster,	Miss Clara M. Yocum,
T. B. Hendrickson,	Miss M. Evelyn Essick,
F. A. Schumacher,	Fred. G. Rees,
Harry E. Fahrbach,	Henry B. Gurney,
J. G. Mohn,	Mrs. Gertrude K. Landis.

CAR 6.

The Philharmonic Band of Reading, twenty-five men, with the Reading Hardware Company.

Arriving at Hot Springs, the entire party, headed by the band, marched up to the Homestead and into the lobby, where they were received with open arms by the earlier arrivals.

For the return trip the train left the Springs at mid-day Friday, giving those on board a daylight view of the magnificent scenery of the Blue Ridge Mountains, which in this part of Virginia is unequalled. Many of the party had never made the trip before, and until the sun went down their eyes were continually delighted by the changing scenes of mountain and valley, farmland and wilderness.

RECREATION.

Golf enthusiasts were in their element at the Springs and many hours were spent by them on the 6,000-yard links to the north of the hotel. Other sources of recreation were found in the tennis courts, the beautiful drives through valley and over mountains, in the fifty-seven or more varieties of external baths and the endless varieties of baths internal. Of the latter the one in special favor was the brand manufactured in one of the buildings at Warm Springs, five miles from the Homestead, this particular bath being made of a certain reddish brown liquid, plenty of chopped ice and a bunch of fragrant mint. The livery at the Homestead was soon being worked overtime carrying conventioners to Warm Springs. At this place, a health resort for nearly 150 years, his august highness, the clerk in charge, exhibited with pardonable pride records setting forth that the Father of our Country "took the baths" at Warm Springs in 1761, and an account book in which Thomas Jefferson—he of simplicity fame—was charged with "one week's board, $9.15," and "wine during the week, $1.00." Other drives were taken to Healing Springs and to Fassifen farms and to other points of interest.

The banquet of Tuesday night was one of the most successful ever given by these associations in both service and programme. The musicale of Wednesday night, followed by a dance, and the outdoor concert and reception of Thursday night were greatly enjoyed by all participants. For both evenings' entertainment the associations are indebted to John Harbster, of the Reading Hardware Co., who brought with his party the band and vocalists.

BUSINESS.

Long before the opening of the convention it became apparent that the business transactions at Hot Springs would be of the greatest importance to the Hardware business. Committee work during the past year has been carried on with great vigor, particularly on the subjects of "Special Brands," "Restricted Prices," "Freight Matters," and "Catalogue House Business."

SPECIAL BRANDS.

A special committee of nineteen members of the Manufacturers' Association got down to business several months ago on the subject of Jobbers' Special Brands, with the idea of getting the opinion of all members on this matter and formulating a plan for either wiping out entirely this thorn in the flesh of makers of Hardware, or, at least, cutting down the spread of the evil. The work was done quietly, the committee realizing that they had in hand a work of the utmost importance and that the matter must be handled with the greatest care and skill.

The result of the committee's deliberations prove them to be unanimous in the following: (1) That the consumer demands goods bearing the maker's name and mark; (2) That he will get these goods at the retail Hardware store if possible; if not, from some other source of supply; (3) That the attitude of those jobbers who insist on handling goods bearing only their own Special Brands has a tendency to force the manufacturers to a more direct distribution of their goods.

In a recent HARDWARE editorial it was stated that the questions of "Special Brands" and "Catalogue House Business" are closely allied—in fact, inseparable; the report of this committee would seem to indicate that they are of the same mind as the editor.

Catalogue houses invariably prefer to handle well-known goods bearing the maker's brand. The big Chicago houses have built up their enormous business on this policy; by so doing they get the advantage of the manufacturer's advertising and the reputation of his goods. The secret of success in all manufacturers' business is "Make what the people demand," and there are some jobbers who seem to be waking up to the fact that the rule that means success to catalogue houses should also mean success to the jobber.

The Manufacturers' Association is to be congratulated for having taken up this subject with such evident earnestness. Their desire to continue to do business with jobbers as heretofore is very apparent, as is also their desire to protect the interests of the retail merchants. The jobber should, however, realize that there are two sides to every question and that the "giving" cannot always be done by manufacturers.

When a manufacturer refuses to sell a catalogue house he cuts off one of his largest customers—that means a big sacrifice; when he does this should not the jobber reciprocate by handling the manufacturer's goods bearing the manufacturer's name? The original idea of the jobbers was that he was to be a distributor; if, however, he, by insisting that all goods bear his brand, becomes in the eyes of the retailer and consumer a manufacturer, can the real manufacturer be expected to give to the "jobber-manufacturer" the same loyal support and protection that he would give to the genuine jobber?

RESTRICTED PRICES.

The discussion on this subject, opened in Wednesday's session by W. W. Ayres, and followed by extemporaneous addresses by several other gentlemen, should have a strong tendency, if properly followed up, toward reducing to a minimum the practice of price cutting so prevalent in all branches of the trade. Closely allied with this subject were the addresses on "Increasing Expenses and Decreasing Profits," opened by R. M. Dudley, and "How to Enforce Uniform Terms," by Spencer James.

CATALOGUE HOUSES.

This important matter received attention in the Thursday afternoon session, the discussion being led by the following members of the committee: R. M. Dudley, W. P. Bogardus and S. Norvell. The work on this subject is steadily progressing, and, while there is much to be accomplished, still enough has been done to prove that with proper co-operation among all branches of the trade the "bogie" of mail order business and its accompanying demoralization of prices can be made much less terrifying to the maker and distributor of Hardware.

FREIGHT MATTERS.

In handling this subject, the association was badly handicapped by the absence on account of illness of E. B. Pike, chairman of the committee. Mr. Pike is also chairman of the Interstate Commerce Committe of the National Association of Manufacturers, and at their May convention in Atlanta made a report that was considered one of the most important papers read at that meeting. The Freight Committee has already brought about several minor reforms and has collected a large amount of material from which great results are expected.

In this as in other matters, the co-operation of all of the associations—including the retail organizations—is needed, as all are equally interested.

The railroad interests of this country are powerful and often inclined to be extremely independent in considering requests for reforms, but it would seem that if these reforms were asked for—or demanded—by a committee backed by the four associations among the jobbers, manufacturers and retailers, proper consideration would be given.

Always watchful in matters of this sort, the railroad interests will no doubt be found opposing every step, particularly at the outset, while the work on these matters is in its infancy, following their universal policy of nipping in the bud all movements toward reform of any sort in matters referring to transportation.

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The officers and principal committees of the two associations are as follows:

OFFICERS AND COMMITTEES OF THE AMERICAN HARDWARE MANUFACTURERS' ASSOCIATION.

PRESIDENT.

Julius C. Birge, St. Louis, Mo., Ames Shovel & Tool Co., St. Louis Shovel Co.

VICE-PRESIDENTS.

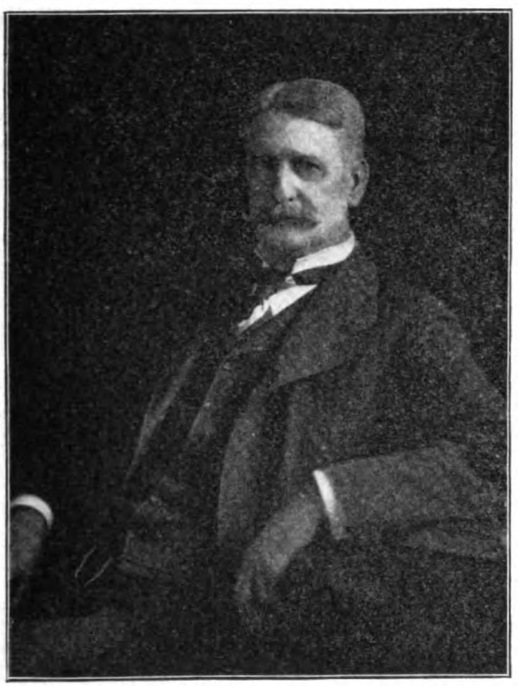
George W. Corbin, Corbin Cabinet Lock Co., New Britain, Conn.
Henry B. Lupton, Oliver Iron & Steel Co., Pittsburgh, Pa.
C. W. Asbury, Enterprise Manufacturing Co., Philadelphia, Pa.

SECRETARY-TREASURER.

F. D. Mitchell, 309 Broadway, New York, N. Y.

EXECUTIVE COMMITTEE.

George P. Hart, Chairman, The Stanley Works, New Britain.
William M. Pratt, Goodell-Pratt Company, Greenfield, Mass.
Samuel Disston, Henry Disston & Sons, Inc., Philadelphia, Pa.
E. G. Buckwell, Cleveland Twist Drill Co., Cleveland, Ohio.
W. M. Taussig, Challenge Cutlery Corporation, New York City
E. B. Pike, The Pike Manufacturing Co., Pike, N. H.
Wm. H. Hays, Iron City Tool Works, Pittsburgh, Pa.
John E. Harbster, Reading Hardware Co., Reading Pa.



JULIUS C. BIRGE,
President American Manufacturers' Association.

MEMBERSHIP COMMITTEE.

Edward Ingalls, Chairman, The Atha Tool Co., Newark, N. J.
George P. Hart, The Stanley Works, New Britain, Conn.
George H. Bishop, George H. Bishop & Co., Lawrenceburg, Ind.
Fred. S. Merrick, Standard Horse Nail Co., New Brighton, Pa.
Chalmers M. King, McKinney Manufacturing Co., Allegheny, Pa.
D. W. Simpson, Wilcox Manufacturing Co., Aurora, Ill.
Edward Kemp, Wabash Screen Door Co., Chicago, Ill.
E. G. Buckwell, Cleveland Twist Drill Co., Cleveland, Ohio.
E. E. Perry, Hopkins & Allen Arms Co., Norwich, Conn.

CREDENTIALS COMMITTEE.

Chalmers M. King, Chairman, McKinney Mfg. Co., Allegheny, Pa.
Robert Garland, Garland Nut & Rivet Co., Pittsburgh, Pa.
Edward Ingalls, The Atha Tool Company, Newark, N. J.
F. D. Mitchell, 309 Broadway, New York City.

FREIGHT COMMITTEE.

E. B. Pike, Chairman, The Pike Mfg. Co., Pike, N. H.
Henry B. Lupton, Oliver Iron & Steel Co., Pittsburgh, Pa.
C. W. Asbury, Enterprise Manufacturing Co., Philadelphia, Pa.
N. A. Gladding, E. C. Atkins & Co., Inc., Indianapolis, Ind.
D. H. Goodell, Goodell Company, Antrim, N. H.
Edwin A. Walton, The Bronson-Walton Company, Cleveland, O.
F. A. Alexander, Yale & Towne Mfg. Co., New York City.

RECEPTION COMMITTEE.

Henry B. Lupton, Chairman, Oliver Iron & Steel Co., Pittsburgh.
T. B. Coles, American Steel & Wire Co., New York City.
John E. Harbster, Reading Hardware Co., Reading Pa.
Chalmers M. King, McKinney Manufacturing Co., Allegheny, Pa.
George P. Hart, The Stanley Works, New Britain, Conn.
Fred. S. Merrick, Standard Horse Nail Co., New Brighton, Pa.
Edward Ingalls, The Atha Tool Co., Newark, N. J.
W. C. Reitz, Pittsburgh Steel Company, Pittsburgh, Pa.
E. G. Buckwell, Cleveland Twist Drill Co., Cleveland, Ohio.
F. W. Davis, Lake Erie Iron Company, Cleveland, Ohio.
George A. Baird, Republic Iron and Steel C.o, Chicago, Ill.
E. E. Perry, Hopkins & Allen Arms Co., Norwich, Conn.
George M. Landers, Landers, Frary & Clark, New Britain, Conn.

ENTERTAINMENT COMMITTEE.

C. W. Asbury, Chairman, Enterprise Mfg. Co., Philadelphia, Pa.
Henry B. Lupton, Oliver Iron & Steel Co., Pittsburgh, Pa.
N. A. Gladding, E. C. Atkins & Co., Inc., Indianapolis, Ind.

SERGEANT-AT-ARMS.

Chalmers M. King, McKinney Manufacturing Co., Allegheny, Pa.

OFFICERS AND COMMITTEES OF THE SOUTHERN HARDWARE JOBBERS' ASSOCIATION.

PRESIDENT.

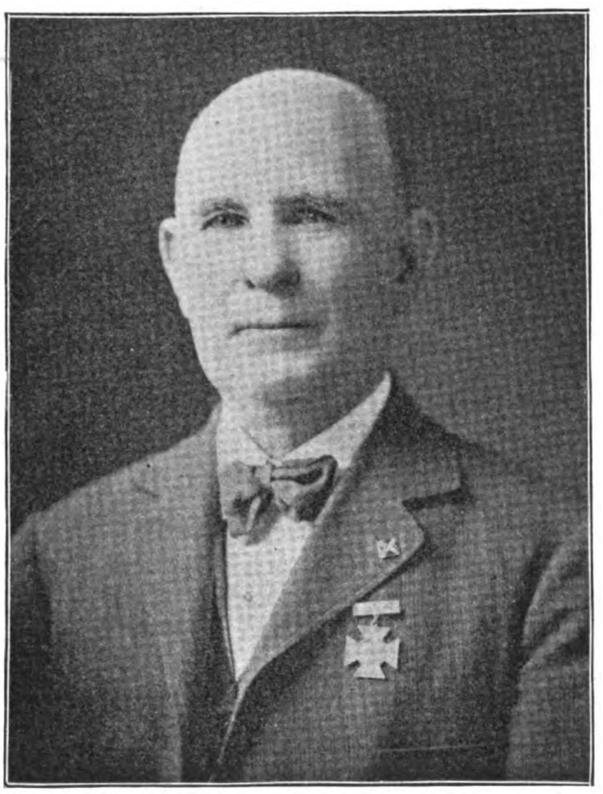
W. M. Crumley, Beck & Gregg Hardware Co., Atlanta, Ga.

FIRST VICE-PRESIDENT.

John Donnan, W. S. Donnan Hardware Co., Richmond, Va.

SECOND VICE-PRESIDENT.

E. A. Peden, Peden Iron & Steel Co., Houston, Texas.



W. M. CRUMLEY,
President Southern Jobbers' Association.

SECRETARY-TREASURER.

C. B. Carter, 313½ W. Clinch Avenue, Knoxville, Tenn.

EXECUTIVE COMMITTEE.

O. B. Barker, Barker-Jennings Hardware Co., Lynchburg, Va.
Bruce Keener, C. M. McClung & Co., Knoxville, Tenn.
Charles H. Ireland, Odell Hardware Co., Greensboro, N. C.
F. P. Dunlop, Speer Hardware Co., Ft. Smith, Ark.

ADVISORY BOARD.

(Composed of Ex-Presidents.)

W. E. Newill, King Hardware Co., Atlanta, Ga.
O. B. Barker, Barker-Jennings Hardware Co., Lynchburg, Va
G. W. Barnett, G. W. Barnett Hardware Co., Montgomery, Ala.
J. D. Moore, Moore & Handley Hardware Co., Birmingham, Ala.
J. J. Mandlebaum, Fones Bros. Hardware Co., Little Rock, Ark.
F. A. Heitmann, F. W. Heitmann Co., Houston, Texas.

SUPPLY COMMITTEE.

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W. D. Krenson, J. D. Weed & Co., Savannah, Ga.
Thos. W. Fritts, Tom Fritts Hardware Co., Chattanooga, Tenn.

METAL COMMITTEE.

Geo. R. Vaughan, Barney Cavanaugh, Hardware Co., Mobile, Ala.
Bruce Keener, C. M. McClung & Co., Knoxville, Tenn.
J. H. Fall, J. H. Fall & Co., Nashville, Tenn.

TRANSPORTATION COMMITTEE.

W. E. Newill, King Hardware Co., Atlanta, Ga.
Charles H. Watkins, Watkins-Cottrell Co., Richmond, Va.
F. A. Heitmann, F. W. Heitmann Co., Houston, Texas.

PRESS COMMITTEE.

W. W. Woodruff, Woodruff Hardware Co., Knoxville, Tenn.
A. B. Palmer, Palmer Hardware Co., Savannah, Ga.
S. E. Clarkson, Armstrong Hardware Co., Oklahoma City, Okla.

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MANUFACTURERS' COMMITTEE.

Frank S. Gray, The S. B. Hubbard Co., Jacksonville, Fla.
J. C. Bering, Bering-Cortes Hardware Co., Houston, Texas.
R. M. Dudley, Gray-Dudley Hardware Co., Nashville, Tenn.

GRIEVANCE COMMITTEE.

James Moroney, Moroney Hardware Co., Dallas, Texas.
W. D. Mounger, Baker & McDowell Hdwe. Co., Natchez, Miss.
P. G. Wall, Knight & Wall Co., Tampa, Fla.

MEMBERSHIP COMMITTEE.

Joseph Orgill, Orgill Bros. & Co., Memphis, Tenn.
R. F. Bell, Wm. Henry & R. E. Bell Hdwe. Co., Ft. Worth, Tex.
C. A. Cunningham, Cunningham Hardware Co., Mobile, Ala.
H. M. Wortham, Dunlap Hardware Co., Macon, Ga.
F. W. Powers, Mitchell-Powers Hardware Co., Bristol, Tenn.



JOHN DONNAN,
First Vice-President.

TUESDAY MORNING SESSION.

The jobbers assembled for their opening executive session at 9:30 in the breakfast room of the hotel.

After the reading of the minutes of the 1904 convention, President Crumley made his annual report which was as follows:

ANNUAL ADDRESS

of W. M. Crumley, President.

Gentlemen:—Fifteen years ago a few Hardware jobbers met in the City of Knoxville, Tenn., and organized this association. I hardly think that any one of them dreamed how their work would grow. I believe we have the honor of being

THE FIRST INTERSTATE ASSOCIATION,

if not the first commercial association to form in the United States. It certainly was a wise thing to do else our example would not have been so extensively followed, for there is hardly a State now in the Union that does not have its Hardware association and there is no man who could tabulate the benefit and good that has been done the commercial world by our works and yet our work has just begun, for there are many things which we dared not tackle alone, which we fearlessly take hold of now, because we know we will be supported by all these other associations. Though we have separate organizations when one or the other needs help to correct a public evil, we stand as one man and with such power that when we put our shoulder to the wheel something has to move.

Let us therefore not weary of our work, but let every member

GIVE HIS BEST THOUGHT AND EFFORT

to our Southern association that it may continue in the front as an association for the closer allegiance you give it makes our strength and power the more assured.

I will not weary you with a recital of our year's work for that report more proper belongs to your secretary, but I will call your attention to a few things which will need your best effort and thought to correct in the year that is ahead of us.

First. The Parcel Post bill will need watching, for the catalogue houses are using every effort to have a law passed that will enable them to reach the consumer,

THEREBY DAMAGING THE RETAILER, WHOM YOU MUST PROTECT

at all hazards, for it is from him you get your business, therefore, I would recommend that you by resolution have a committee appointed from this association to work in conjunction with a committee from the other associations, whose business it will be to keep watch on these people and see that no law is passed that will be detrimental to the retail trade.

Second. I would recommend that you continue our Committee on Catalogue House question for their work has been well done so far, but is far from finished.

Third. The freight question will require your best efforts. The railroads have become so arbitrary that they are almost unbearable, even when they acknowledge an injustice, they take no steps to correct it. They scarcely deny that they seek and do control our legislators and if they are not soon checked they will throttle even the Government itself.

The American people are patient, but when once aroused even these great corporations had better look out.

There are many vital matters to be discussed by the association during this session and let me beg each member to be punctual and prompt in attendance on the meeting, giving us the benefit of your advice and the encouragement of your presence.

It is with great pleasure that I can report that we have the sincere respect and confidence of the Manufacturers' Association. We must keep this, for without it half our strength is gone.

Your executive committee will make recommendation to you in their report which I hope you will consider very carefully, for they come from people who have given their time and best efforts to this work.

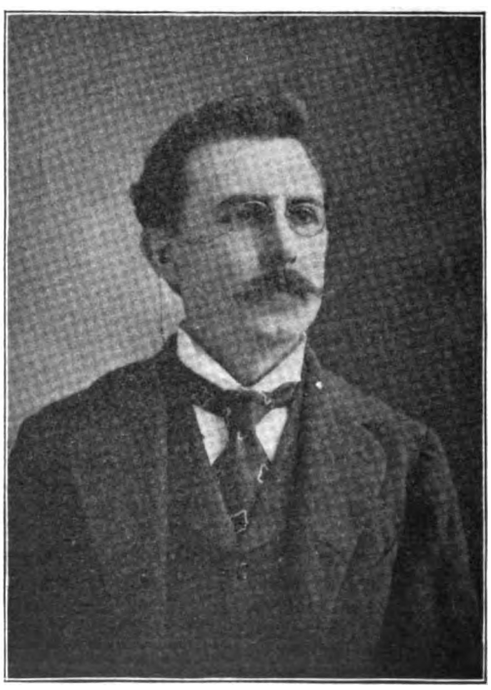
In this connection, and in closing, I wish to give those gentlemen and your secretary and the whole association, earnest thanks for the uniform kindness you have shown me as your executive officer and to bespeak for my successor your full and earnest allegiance and to recommend that whatever association you may be members of, your first duty shall be to the Southern Hardware Jobbers' Association.

We have many visitors with us. We bid you all welcome and will be glad of your attendance at our sessions. I thank you for your attention.

SECRETARY CARTER'S REPORT.

To the Members of the Southern Hardware Jobbers' Association.

In submitting a report of the work transacted through the office of your secretary-treasurer during the past year we wish to convey to you as forcibly as possible the importance of the work, both in a general way and specifically. We feel that it is not only desirable, but also absolutely necessary, that every possible



C. B. CARTER,
Secretary-Treasurer.

influence for good, which the association is capable of exerting, should be fully developed. To accomplish this result it has reached the point where every symptom must be analyzed and where trouble is found special treatment should be prescribed and the patient placed in proper hands, in order that it may be carefully watched and every unfavorable tendency checked in its incipiency. Favorable conditions must be nurtured and such treatment applied as will develop the same in every possible way. A comparison of the Hardware jobbing business to the human body may possibly illustrate our views in a more concise manner. Just so sure as the human body is the highest form of animal

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nature, responding quickest to every form of impression which can be described, so is the Hardware jobbing business the highest form of commercial dealings, being recognized as the barometer of trade by all lines. For the human body to have health and happiness and retain the same conditions must be favorable. In other words, the body must be supplied at regular intervals with food and drink and the same must be nutritious as well as satisfying. A too large proportion of satisfying food, but possessing little if any nutriment, will soon bring about unfavorable conditions. If a change in diet is made in time no serious trouble will result, but on the other hand if no steps are taken to remedy the trouble, then the body will become unhealthy and unless medical aid is secured and vigorous treatment prescribed and followed the body will die. Again, if the human body is surrounded by pleasant circumstances and trouble of every form is avoided happiness and contentment will result, but if conditions are unfavorable and troubles develop, then the body becomes unhappy and unless relief is afforded there will be a complete breakdown, insanity and perhaps a trip across the river from which no traveler has returned.

We do not think we are making a mistake in stating that the Hardware jobbing business is susceptible to the same conditions we have just enumerated. For the jobber to succeed or even exist the business must be healthy. By health we mean that the goods which are purchased for re-sale should be profit-bearing. In other words, there should not be too large a proportion of staples, which may be termed satisfying lines—which are sold without a profit and often at an actual loss when considering the cost of doing business. We do not claim that it is possible at all times for some lines of staples to be sold at a profit above the cost of doing business, but we do claim that unless the proportion of these unprofitable goods is much in the minority that the business will become unhealthy. An unhealthy person or an unhealthy business cannot hold their own against the troubles that confront them. There is no such thing as holding your own or breaking even. If there is no gain in health or not profit then there must be deterioration or less, and under such conditions it will be impossible to stop the retrograde movement. If the jobber does not possess the nerve to ask a remunerative profit upon the goods he sells, or is unable to secure such results through co-operation with his fellow jobbers or through the manufacturers, then there is little if any hope for a continuance



F. D. Mitchell,
Secretary-Treasurer.

of the business. It is also true that inside and outside complications in a jobber's business, causing worry and vexation, will also prove detrimental to the welfare of the jobber. Experience has shown most conclusively that a divided house will fall sooner or later and the same is true along other lines. The point we desire to impress upon you is that the Hardware jobbing business is the highest type of commercial traffic and should be transacted upon the same high plain. This result can only be secured by the jobbers operating their business along profitable and satisfactory lines, and it is to assist in accomplishing this result for which we are laboring.

It will not be necessary for us to review in detail the past year's work. Our office has kept you promptly and fully posted as to all matters of importance which have been taken up for consideration. However, it may perhaps be interesting for your having a brief report presented to you at this time.

A larger amount of traveling has been performed by your secretary-treasurer this year than at any time in the past. The attention which has been given to local association by our organization during the past few years has called for further enlighten-



George W. Corbin,
Vice-President.

ment upon the part of the jobbers and the services of your secretary has been requested and utilized to good advantage by the jobbers at various points.

Secretary Carter detailed the visits he had made to various jobbers and some of the complaints he had received. These were considered in executive session by the convention.

The report of Mr. Carter as Treasurer showed the finances of the association to be in good condition.

The Committee on Transportation, through its chairman, Mr. W. E. Newill, made the following report, which was read by the secretary in the absence of Mr. Newill.

The committee reported that requests made of railroads for change of classification on a number of articles had been refused; that other requests had been granted to the satisfaction of the association, among which were the following: The classification committee changed its ruling so that mixed C. L's of Children's Vehicles (including velocipedes and tricycles) minimum 15,000, would take the C. L. rate.

A reduction was secured on picks, mattocks and grub hoes in C. L. from fourth to sixth class.

The report of the committee desired to impress the importance of having each of the members keep in close touch with the attitude of their representatives in Congress on the Interstate Commerce bill; that it was exceedingly important that a conservative and yet very strong Interstate Commerce Committee be in a position to protect our citizens against excessive freight charges and other abuses along this line.

The chairman of the committee expressed himself as very glad to see that the Hardware manufacturers' association had been active in the work of its freight committee and that certainly good results could be looked for along the line of co-operation between the two associations, as per the resolution of the association at its last annual meeting.

Referring to Loose Leaf Price Book, Mr. Newill said in his report:

Another matter presents itself, which it might be well for our association to take up at the June meeting. It would seem that the Loose Leaf Price Book has come to stay. Why cannot the manufacturers adopt a uniform sized page, not larger than the page used in Belknap's Loose Leaf Catalogue? By so doing they can at least expense to themselves and to the greatest convenience of the jobbers provide illustrations and descriptive matter to introduce their goods.

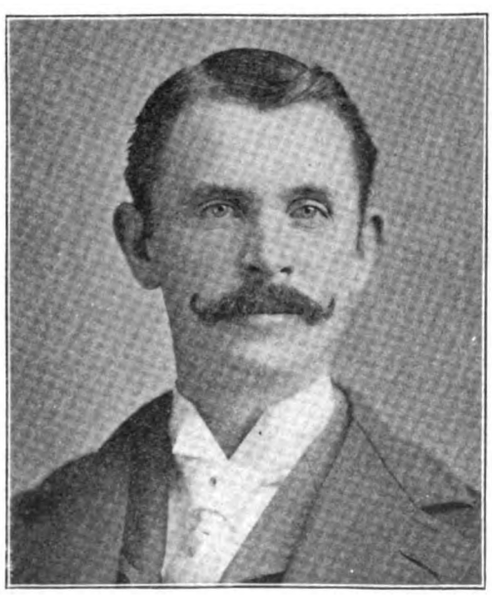
Mr. J. D. Moore of the Supply Committee made the following report:

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Your Supply Committee in making their annual report desire to say that we judge that this department of our business is enjoying great harmony, since we have not had as much as one complaint during the year just closing. Are we really thus peaceful or are we sleeping over our rights and not observing things that are transpiring all around us? Is it the duty of your committee to be quiet and wait for complaints from the membership, or shall they go in vigorous search until they find something to do? We have proceeded along on the plan that it was our duty to keep peace, and so long as no one brought any complaint to us we enjoyed a good quiet time without having any work to do. However, we have observed what appears to us a growth in the number of manufacturers seeking to widen their sphere of action in selecting desirable active business centers and establishing their own houses or representatives, thus enabling them to go directly to the consuming trade and to our customers, feeling that they are fully within their province sailing under the flag of the jobber or distributor.

Your committee feels like this subject should engage active thoughts of the members of this association, and that they should find some line of action that we should pursue. It occurs to us that if the manufacturer thus ignores the legitimate channel of distribution through the jobber to the retailer and the consumer that we should refuse to distribute the products of such manufacturer—even though he be not a disturbing factor in our immediate locality. Since, when the unoccupied territory becomes attractive to him he will not hesitate to have his representation and do his own distribution and when he has become strong and well established the difficulty will be all the greater on our part, and it behooves us to find some line of action in ample time. We must admit that they have every right to this line of action if they so elect, but if they ignore the jobber then the jobber should not support him and take care of his business where he has not yet sought direct representation. This will, of course, require concert of action on the part of the membership, and if we are to get full benefits of our association we must have this co-operation. We trust that the wisdom of the members of the association will find the solution that is best and equitable to all.

A letter was read from Mr. Joseph Orgill of the Membership Committee of Memphis, Tenn., in which he made the following report:



Chas. H. Ireland,
of the Executive Committee.

The following new members have been admitted during the year and we have a large number of applications on hand, which have not yet been acted upon:

Coleman-Wagner Hardware Co., Charleston, S.C.
Scott Hardware Co., Paducah, Ky.
Merritt Hardware Co., Macon, Ga.
Bluefield Hardware Co., Bluefield, W. Va.
Blakeney-Brooks Hardware Co., Paris, Texas.
Monroe Hardware Co., Monroe, La.
Crane-Hinman Hardware Co., Yazoo City, Miss.
Meyer-Neville Hardware Co., Meridian, Texas.
E. L. Wilson Hardware Co., Beaumont, Texas.
Virginia-Tennessee Hardware Co., Bristol, Tenn.

Mr. J. Van Dokkum of Little Rock reported on conditions regarding steel shapes. It was moved and carried that the committee on the steel shape situation be continued for the coming year with such additions as may be necessary. President Crumley stated that that committee would be announced along with other committees.



O. B. Barker,
of the Executive Committee.

Mr. Ireland moved that a committee on wire rope be appointed for the ensuing year.

President Crumley: This committee on wire rope, I will explain now, because I might overlook it at the time the committee is announced, is expected to work in connection with the committee that was appointed by the Supply Dealers' Association. They handle, you know, more rope than the Hardware dealers and it is necessary for us to join hands to do anything with the wire rope question.

The secretary read a report from Mr. George E. King of the Steel Goods Committee, referring particularly to the subject of the profit in handling hoes.

Mr. O. B. Barker, Chairman of the Executive Committee, read the report, which in part was as follows:

EXECUTIVE COMMITTEE'S REPORT.

The report first referred to the responsibility felt by the committee in making the report; that possibly some of the old members who had not taken a deep interest in the association's affairs may have felt that many needed reforms had not been accomplished. The explanation was that conditions and remarks were not always favorable for securing proper and needed legislation. Certain sections of our territory may be suffering from conditions imposed by the manufacturers, while another section is greatly benefited by the same arrangement; that for the association to demand of the manufacturers that the plan be changed would bring about a disagreement within the ranks of the association. That the proper method to adjust such troubles would be for the jobbers who are interested or inconvenienced to bring their troubles to the manufacturers and if there was justice in their claims the manufacturers will open up negotiations with the association. Again, the association may be working on needed reforms which require perhaps years to bring about the desired relief.

The report said that the experience of the past two years had demonstrated the desirability—in fact, the necessity—of doing something of real monetary benefit to the individual members; that the association had learned from past experience that mistakes were but stepping stones to greater success.

Further, the report stated with the exception of the meeting of the Executive Committee at this hotel on yesterday, only one meeting was held during the year, and that at Knoxville, Tenn. At that meeting considerable correspondence was taken up and considered relating to complaints against manufacturers, demoralization in prices on various lines brought about by jobbing com-

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petition, lack of uniformity in terms of sale from jobber to retailer and other similar troubles and provision was made to have the same discussed at this convention in the hope that some satisfactory solution of the difficulties could be reached.

The report said that one of the most important subjects for consideration at the convention was a satisfactory arrangement between the manufacturer and the jobber for the maintenance of stipulated prices—upon a profitable basis. That in the judgment of the committee the jobbing interests had in a measure reached a crisis—in other words, restricted prices, if satisfactorily adopted and enforced, means further development, increased usefulness and profitable returns for the Hardware jobbing business; that if no favorable action or uniform arrangement was consummated for the control of prices upon the staple and kindred lines, which have been brought down to a plane of unprofitable han-



BRUCE KEENER,
of the Executive Committee.

dling, then there was no hope for the advancement of the jobber's interests, but rather sure indications of a steady depreciation in the importance and volume of business of the jobber as one of the principal channels of distribution; that the association must decide upon a plan which has the sanction of the majority of our members and of jobbers from other sections if they hoped to have the manufacturers favorably treat with the association on the subject. The committee referred to the efforts made to control prices on several staple lines.

The committee expressed the opinion in the report that for the association to accomplish the greatest good they must become specialists; that proper returns from association work could not be secured by confining its work to generalities; that special committees of two or three members should be appointed to handle one certain line; that these committees should be expected to confer with each other and with the manufacutrers when found desirable.

The report said that the catalogue question had been given considerable attention by the committee; that the formal report of the Committee on Catalogues would be presented at a later session.

On the question of terms, the committee requested that this question be taken up and carefully considered by the association; that some method be devised to awaken the interest of the members in this question.

Certain changes were suggested in the constitution and by-laws looking to an increased revenue from the membership to provide the association with funds to carry on the work proposed for the coming year.

In conclusion, the committee recommended the following resolution:

Resolved, That while we appreciate the great kindness that the manufacturers and their representatives have shown us in entertaining us so elaborately in the past, yet we feel some embarrassment in accepting so much from them. Therefore, be it

Resolved, That the members of our association who participate in the entertainment features bear their portion of the expenses of all future entertainments at our annual convention.

On motion the report was accepted to be taken up at the session on the 7th and acted on in detail.

President Crumley appointed the following special committees:

COMMITTEE ON POULTRY NETTING.

F. B. Dunlop, S. C. Dinkins, Bruce Keener.

FIRE INSURANCE.

J. D. Moore, George E. King, Ben. J. Schuster.

NOMINATION COMMITTEE.

J. D. Moore, W. W. Webber, O. B. Barker, Bruce Keener, H. R. Miller.

CAST PLOW COMMITTEE.

John Donnan, C. H. Ireland, O. B. Barker, S. C. Dinkins.

AUDITING COMMITTEE.

J. C. Sproull, S. B. Hubbard, Jr.

STEEL SHAPES COMMITTEE.

J. Van Dokkum, John Donnan, C. H. Ireland.

WIRE ROPE COMMITTEE.

J. D. Moore.

STEEL GOODS COMMITTEE.

George E. King.

CATALOGUE HOUSE COMMITTEE.

R. M. Dudley.

TUESDAY AFTERNOON.

GENERAL OPENING SESSION.

This session was opened to all present and was called to order in the Homestead Ball Room by President Birge of the Manufacturers' Association at 2:30.

Dr. J. G. Scott of Hot Springs offered prayer and all present joined in singing the National Hymn.

After prayer, Secretary of War, William H. Taft, escorted by H. B. Lupton, entered the room amid great applause and was fittingly introduced by President Birge. The secretary spoke briefly in a humorous vein and easily won the hearts of all present.

President Crumley of the jobbers in the following words extended a hearty welcome to all present.

ADDRESS OF WELCOME.

W. M. CRUMLEY.

Gentlemen:—When you realize that I am weighed down with the joy the whole membership of the Southern Hardware Jobbers Association feel in meeting again the American Hardware Man-



F. B. DUNLOP,
Of the Executive Committee.

ufacturers' Association in convention, you will not be surprised that I confess myself unable to find words sufficient, so I will just say, "Shake" and imagine I am holding each of your hands in mine and you will feel a throb pulsating right from the heart of the Southern Hardware Jobbers, bidding you a cordial welcome and assuring you of our confidence and respect.

May the day never come when any discussions shall arise between our two associations, for we need to stand together to overcome the evils which threaten both alike. If at any time we do not behave exactly to suit you, come to us and we will reason with you until you think as we do or are convinced by you that we are in error.

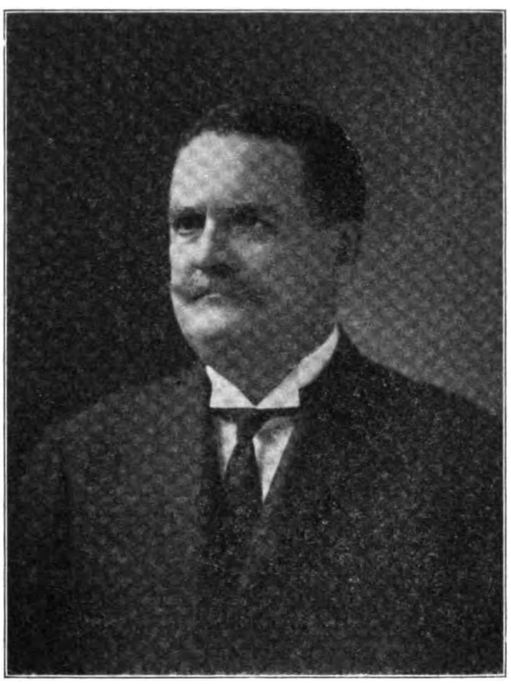
To the ladies, I do not know what to say, for my wife not be-

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ing able to come, instructed me not to have anything to do with you, but she surely would allow me to salute you in public and say we are glad you came, for our conventions would be—I was going to say dry, indeed, but after looking over my audience am afraid I should say wet, if it were not for your sweet presence.

J. M. McAllister, Attorney for the Virginia Hot Springs Company, followed with a few well chosen words of welcome.

Ex-Governor Goodell of New Hampshire responded to Mr. McAllister in his usual happy manner and on behalf of the Manufacturers' Association expressed his appreciation of the hearty welcome tendered.



HENRY B. LUPTON,
Vice-President.

George E. King, of King Hardware Company, Atlanta, in extending to the manufacturers a welcome on behalf of the Jobbers' Association, spoke of the necessity of the Jobber to the Manufacturer; of their pleasant relations in the past and the hope that they would continue as pleasant., intimating at the same time that in the event of friction between the two classes, the jobbers might take up manufacturing.

President Samuel A. Bigelow, of the National Hardware Association, and W. P. Bogardus, of the National Retail Association, were called to the platform and introduced. Both spoke of their pleasure in meeting the association from the South and were greeted with much applause.

The session then adjourned.

THE BANQUET.

Tuesday evening the Manufacturers' Association tendered the Jobbers a banquet which will be remembered long as one of the most successful affairs of the kind in the history of Hardware conventions.

The immense dining room of the Homestead was beautifully decorated for the occasion, the main portion of the tables being in that part of the room surrounded by huge Gothic pillows which were tastefully draped with green and the nation's colors.

The menu was as follows:

Chicken. Gumbo. Sherry.
Boiled Kennebec Salmon, Hollandaise Sauce.
Potato Croquettes. Sliced Cucumbers.
Saddle of Lamb.
Potatoes Chateau. Green Peas. Sauterne.
Punch au Kirsh.
Broiled Chicken on Toast. Moet & Chandon White Seal.
Romaine Salad.
Neapolitan Ice Cream. Petit Fours.
Brie Cheese. Crackers. Coffee.

At the speakers' table were the following:

Toastmaster, Henry B. Lupton.
Chairman of Entertainment Committee, Irby Bennett.
Secretary of War Wm. W. Taft, George T. Oliver, Senator Edward W. Carmack, W. W. Supplee, George P. Hart, J. D. Moore, T. S. Kretsinger, Hilary A. Herbert, John Harbster, W. P. Bogardus, N. A. Gladding, S. Norvell, O. B. Barker, R. R. Williams, W. B. Belknap, George H. Sargent, Samuel A. Bigelow, Wm. M. Crumley, Julius C. Birge.

While the banquet was being served, music was furnished by the Philharmonic Band of Reading, Pa., and all present joined in several songs.

As coffee and cigars were being enjoyed, Chairman Bennett, of the entertainment, called the assemblage to order in a brief speech in which he mentioned with pardonable pride the fact that the present committee was almost exactly the one which provided entertainment for the first meeting of the Southern Hardware Jobbers' Association fifteen years ago. In introducing Toastmaster Lupton, Mr. Bennett spoke of Mr. Lupton's twenty-five years of service in the Hardware business as merchant and manufacturer.

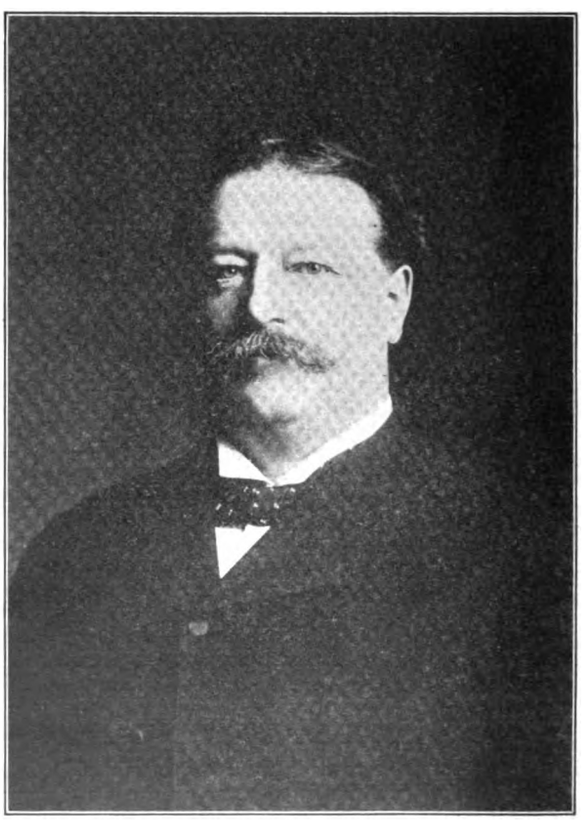
Mr. Lupton, who was greeted with enthusiastic applause, spoke feelingly of the great value of such gatherings where competitor meets competitor and where seller meets his customer. He read communications from several gentlemen who were unavoidably absent, among them being Samuel Disston, John Bindley, Samuel Spencer and E. C. Simmons.

In his "address of welcome," Julius C. Birge, president of the Manufacturers' Association, the hosts spoke of the earliest find of iron ore at Falls Creek, Va., by Capt. John Smith and if the consequent fittingness of this meeting of iron men at this place three hundred years later. He reviewed briefly the iron business of America and reminded his audience that the progress of decline of iron industries in this country was the barometer of all business. He paid a high tribute to the officers of the National Hardware Association, the Southern Hardware Jobbers' Association, the National Retail Hardware Association and the Trade Press.

The toastmaster then introduced Wm. M. Crumley, president of the Southern Hardware Jobbers' Association, telling as he did so the story of Crumley's ride as a despatch bearer at the battle of Fredericksburg.

President Crumley was at his best and delighted his audience with a ringing speech, the chief theme of which was the upbuilding of the South and her love of the Stars and Stripes.

President Samuel A. Bigelow, of the National Hardware Association was next introduced. He spoke of the great work now being accomplished through co-operation among the association's working in close harmony to improve trade conditions.



WILLIAM H. TAFT,
Secretary of War.

The toastmaster, in introducing the next speaker, said:

"Through the fortunes of war there came into our possessions a great Pacific Archipelago. To us it was a new and untried responsibility. The lamented President McKinley, in consulting with a close friend and adviser, told him as to the kind of man he wanted to send as the governor to Manila. Judge Day

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promptly replied: 'Mr. President, the man of men is Billy Taft.' Such he was and is called by his friends and admirers at his old home. The post was tendered, and sacrificing most cherished ambitions, he accepted the trust. 'Peace hath her victories no less renowned than war,' and in the annals of our country there is no brighter page than which tells of the administration of the first American governor to the Philippines. He honors us by being with us to-night and will respond to the toast, 'Our Country.' I have the honor to present you to the Secretary of War, Hon. William Howard Taft, of Ohio."

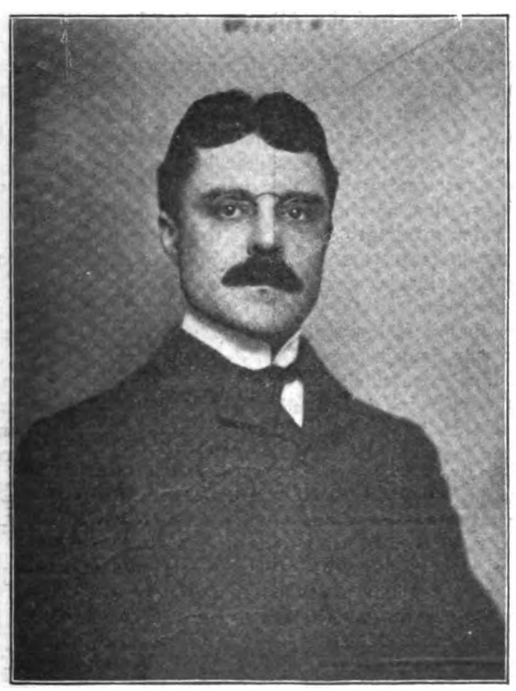
As he arose to respond, the secretary was greeted with tumultuous applause, the entire audience rising. He congratulated the guests and the associations on having met in such a beautiful spot as Hot Springs, the Southern Hardware Dealers and Iron Manufacturers on their growing prosperity. He said Birmingham was challenging the supremacy of Pittsburgh; that Atlanta, Galveston, New Orleans, Pensacola and other southern cities were becoming sharp competitors for the business of the Northern and Eastern cities, but that the North did not begrudge the prosperity of the South.

Referring to the subject assigned to him he said that it was freedom of individual effort that had made the marvelous prosperity of the United States; that the freedom of opportunity enabled men to rise from obscurity to positions of prominence and to become leaders of industry. The present is certainly a peculiar time; the great prosperity of the country added to the general confidence, without regard to party, in the president of the United States, Theodore Roosevelt, has created an era of good feeling in politics.

Referring to matters in which the people might make progress he expressed the hope that by legislation discriminating in railroad rates, boycotts and other abuses could be remedied.

Our foreign relations are in a very interesting state; the Russian-Japanese war had reached a point where all hoped for a return of peace. The attitude of the President of the United States is well known upon that subject; he is anxious, if he can be sure that both parties are willing to accept his good offices, to bring the belligerents to a conference which may lead to a conciliation.

The speaker referred to the relations of the United States with China and said we were now engaged in trying to make an ar-



C. W. ASBURY,
Vice-President.

rangement with China which shall not be as unjust to China as the present practice under the Chinese exclusion act; that China looked toward America as her nearest and best and least land-grabbing friend; that in seeking that enormous Oriental trade that there is in the 400,000,000 of China, we should not do something we ought not to do; that in excluding the Chinese we should discriminate between the Chinese laborer and the educated classes of Chinamen; that we ought to make our treaty of such a character that it shall not subject Chinese merchants, Chinese students of high character, who come to this country to take away to China the best of our ideals, to insult and contumely merely to prevent a few hundred Chinese coolies from getting through the meshes.

Referring to the Philippines he said the American investor and merchant had not yet been taught to run the risk of putting his money a long ways from home; that he looked for a change in that respect and then the foreign investments of this country will increase as those of England have done. He said the Islands would become a credit to the United States if we follow the rule which McKinley laid down that we must deal with the Filipinos for the benefit of the Filipino; that we must let in the products of this country into the Philippines free.



WM. M. PRATT,
of the Executive Committee.

He said there were many other things in this country that needed remedying. One of the first things, in his opinion, is reform in the administration of criminal laws in the United States; the reason for lynchngs can be found in the delays in the administration of justice. Another matter needing reform is the divorce laws in the United States.

He closed his remarks on questions of reform by referring to the low salaries paid to officials in the United States. He said salaries should be paid that would tempt capable men to accept office. He said there were problems before the people to be solved, but that we could rest assured that with a people as courageous, as energetic and as resourceful those obstacles will be overcome and the progress towards the highest ideals will continue.

The secretary was frequently interrupted by great applause and was given a genuine ovation as he closed his address.

Senator Carmack in responding to the toast "The New Century," gave his audience a genuine oratorical treat. He opened his address by referring in a humorous manner to Secretary Taft and "the lid," and stated that he wished to object most emphatically to the idea of nominating the Honorable Secretary for our next President, as to his mind he was entirely too popular, at the same time, "if the country is to be inflicted with another Republican president he would think that the Lord had again tempered the mind to the shorn lamb if that next president was Mr. Taft."

The Senator's address was in theme a ringing prophecy that the new century would bring about a reign of peace, that war would become a matter of history only, and that universal peace would be brought about by the progress of industrial science. He said that every forward step in this matter is one to increased effectiveness in tools and implements or in the skill in using them. The machine is the great central factor in the new civilization, the hammer is mightier than the sword, the American Republic is not in vain, Christianity is not in vain.

His closing remarks were a glowing tribute to the enterprise of the South and its love for the flag of the whole country.

The audience evidenced its appreciation of the Senator's splendid address by rising to ts feet, as he took his seat, and making the air ring with cheers and applause.

George T. Oliver, of Pittsburgh, in responding to the toast, "The Evolution of the Manufacturer," sketched the history of the iron business from the time of Tubal Cain, the original

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worker in iron, undisturbed by strikes or lockouts, jobbers or middlemen, through the upgrowth of the business to the present day of great combinations. In speaking of combinations, the speaker said: "They are the chief industrial factor: A fact existent, insistent and militant combinations when conservatively handled act as a conservator of prices, but that the unchecked power to control prices is inimical to public welfare and should exist only under government control.

The combination, properly handled, will become a potent factor in the forward march of our industries.

W. B. Belknap, of Louisville, Ky., in a particularly happy vein sparkling with wit, spoke of

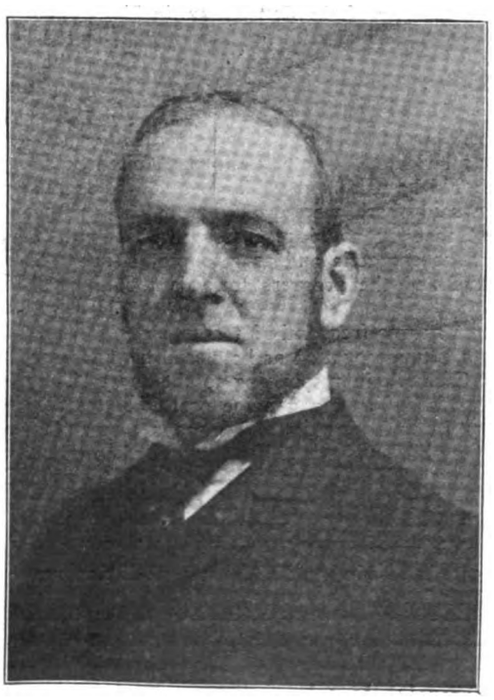
THE EVOLUTION OF THE JOBBER.

When I was at college in the sixties the bare word "evolution" still had its terrors for the orthodox. Huxley and Herbert Spencer might indulge in its use and pass on to perdition, but Agassiz at Harvard and Dana at Yale could no more bring themselves to swallow the theory as then propounded, than the average Socialist of to-day could advocate the methods of the Standard Oil Company. It demolished the existing accepted beliefs as to the creation of the world, and the fossils found on the everlasting hills were to no longer prove the absolute reality of the flood and Noah and the "Ark of gopher wood pitched within and without," which only goes to show how rough the seas through which it sailed; and that was long before the days of its appropriation by college students as a theme for roundelay and chorus. These same fossils had served their purpose from many a pulpit and for many a year as proof positive of the deluging waters, for whoever heard of an oyster climbing a mountain peak? But the theory of evolution was promulgated to stay, and the bivalves had to fairly turn over in their Devonian and Silurian beds, and present an entirely fresh side to science and its votaries.

We are all of us in these later days more or less familiar with

THE ADAPTATION OF EVOLUTION

to everything in nature, science and art, and the suggestion of it as the key to the enigma of life no longer makes us quake. If we start with the simple amoeba, little more than a rudimentary gelatinous stomach, and come up through the comparatively highly developed and radiating sea urchins and star fish, we are bound to keep on and later progress through the tortuous channel of fishes, birds, reptiles and inferior mammals until we arrive



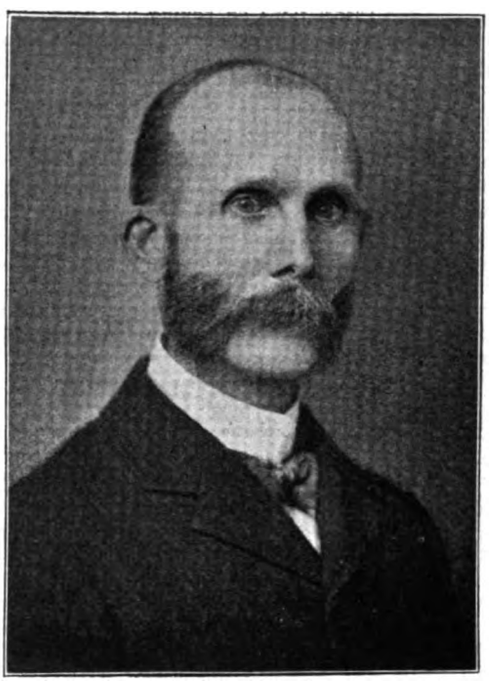
W. B. Belknap.

at our immediate progenitors, the ourang-outang and the gorilla. It is a fit theme for verse, and has been so used. I think those from a Louisville Yale man express the idea as well as any.

But after we have reached this age of man, to say just what the original Hardware dealer or merchant looked like, what he kept and sold, bartered and traded in all, how he did it, how far back in the centuries his root had struck in the soil—that is a question. I find myself at once in the predicament of the English Lord accused of drawing on his imagination for his facts, and his memory for his wit—and my memory is very poor at best.

THE PRIMEVAL HARDWAREMAN

from whom we have evolved the cultivated, many sided, suave, intellectual, attractive gentleman of to-day, known as the Hardware jobber, what did he look like on week days and when he was decked out for Sunday? Did he get his own sheepskin off the back of the sheep in those days so that his B. A. was a palpable contraction of B-a-a? Was his daily meat locusts and wild honey as in the prehistoric wilderness his prophetic eye glanced down through the paths of the ages made straight thereby? Whatever we may be in doubt about we know for certain that his Sporting Goods Department was the first one to open in



J. D. Moore,
of the Advisory Board.

the morning, and not with such effeminate toys as Winchester and Stevens put up for us to test our skill with on moving targets or empty bottles, but with substantial axes shaped from granite, and arrow heads from flinty spalls; and slings which bespoke a flight of smooth stones from the brook. The croquet mallets of those days were for tapping your adversary on the cranium to the intent that he should never assay another wicket. Hunting the hairy mammoth or the five-toed horse of

THE GLACIAL WORLD GAVE HIS CLIENTS PLENTY TO DO,

and the boys inside must have worked overtime. But he has left us no record of the prevailing discount on double pointed tacks, so that it is impossible to say whether or not the special extra 10 was then in vogue.

After him came the artificer in bronze. The old stone stock was put on the job table and no knives, spearheads, hand mirrors or shields that did not bear a genuine Pompeian green trademark (see the Metropolitan Museum of New York in confirmation), could be fairly counted in the profit bearing lines. Much of this stock was, I am persuaded, bought by the more provident people for the express purpose of burying beneath the surface of the earth for the benefit of future savons and collectors, also to give R. & E. Yale & Towne, Corbin *et id omme genus* hints as to color for 20th century escutcheons and door knobs.

Possibly it is best not to try to deal with affairs too remote, but to come down within the limits of our own memory. I recently heard President Eliot speak on certain educational topics. He seemed to find his only safe-ground in what he had seen for himself during his thirty-five years administration of Harvard, and accordingly dealt with that exclusively instead of stretching our imagination by stories of what had gone on before or gone on elsewhere. So following his worthy example, let us take up

THE HARDWARE JOBBER AS SOME OF US KNEW HIM

forty or fifty years ago and compare him with his fully evolved descendant of the 20th century. To begin with, his chief boast and title was that of Importer by reason of the fact that so little Hardware originated in this country, that his shelves willy nilly groaned under foreign brands. Files, rasps, nails and horse nails were all in English or German wrappers. It is only a few years since French Wire Nails were the only ones to be had in seaport towns at least, and it did not occur to him, our jobber in transit, that he would ever be independent of English

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artisans of Sheffield and Birmingham, or of German forgers of Solingen and Chains, both coil and halter, chisels, bars of steel and knives it would have been idle to mark "Made in England or Germany," for we knew that they were necessarily made there.

The demands of our country were primitive and small, and the Hardware jobber's stock comparatively light. He relied as it were on anvils and grindstones to hold it down. Now with the ever increasing civilization and wealth, wants multiply and a Hardware stock is of infinite variety, and moreover pondering to our national vanity, it is nearly all of domestic manufacture, the saws, the shovels, the nails, the hammers, hammerless revolvers and guns, scales and rails, all are our own made, thank heaven, in the United States.

Besides other bits of cheer, he was always being reminded that there was really no use for him, no room for him, that he, the middleman, was going to have the breath squeezed out of him, between the manufacturer and the dealer.

THE RLALIZATION OF THIS PREDICTION

has like the milennium been postponed from time to time for a more convenient season. Whether it is from being in the middle and getting more or less of animal warmth from those on either side as did David in his old age, or whatever it may be, he is to-day just as surely among the quick as he ever was. His talents are fully employed with "Injuns" on the upper road and death upon the lower, but he drives the old coach and four with the same assurance of being able to keep in the middle of the road, same as any long-haired populist. The very fact that his way has been difficult is what has developed his resources. In every community, the prominence of the Hardware jobber as a social and civic factor may be noted. It is true he has been remonstrated with because of his wide range of merchandise, but he has gone on developing despite these remonstrances, and like the Latin philosopher may now declare, as he turns the pages of his unabridged catalogue, *nihil humani alienum puto.*

And what must the jobber of to-day be and know? A few, very few years ago, his main qualifications were to occupy with recognized, comfortable distension the revolving chair of the general buyer while his roll top desk looked to have that full feeling to relieve, which up to them no nostrum had been invented. In a clip under all was the insoluble residue—each of us knows what that is.

THE IDEAL JOBBER OF TO-DAY

is the man essentially who selects his help, and educates and refines it while he keeps on learning himself; one who can read results in ratios and draw significant deductions. (He must scan many papers and delve into the best). He must hold such high standards of conduct that not only those who are numbered among his own employees, but those who come in casually as salesmen or callers, shall go away imbued with respect if not inspired. He must have good will for his fellow jobbers, larger or smaller in their scope as the case may be so that whatever surplus he lays by shall bear no taint of covetousness or unfairness in it. He must know how to write a letter that buoys up his sometimes weary traveling salesman or wins a customer. He must be a judge of art lest his advertisements fall flat, for with all his lofty aspirations, he must reckon with the printer's devil. A press bureau all his own is as near an essential feature as anything that can be named.

He must have order in his stock so that very item may claim its own of space and no more, and so that they who handle the packages shall have the right sort of respect for them and their contents. He must study the comfort of his employees so that each shall yield his best for the common cause, yet, none be overstrained mentally or physically, and that none shall be subjected to degrading influences in association that he can prevent. All should go home in the evening better and stronger than they came in the morning. He must

STUDY THE PROBLEMS OF TRANPORTATION,

so that in his calculations neither coming or going, shall he be undone. He by degrees establishes a basis of credits born of experience and trained judgment adapted specially to the section of country in which he operates, and incidentally he may train into the right path the banking novice of the country town.

He is expected to assist the community in which he lives by taking a leading part in civic betterment. If he is to be the citizen of no mean city, he must lend his aid to the end that there are no mean Hardwaremen in it.

He must qualify himself to debate the points of order between the retailer and himself with an inclination to do the liberal thing at all times, and protect the interests of those who have proved themselves his loyal customers. In short, he must belong as President Eliot declares the merchant of to-day ought and does—to the learned liberal professions, and as much to be had in regard for attainments and influence as he who wears a doctor's gown or an attorney's wig, for with him are the issues of intelligent distribution to the advanced needs of his most humble and most exalted fellow men.

In introducing R. R. Williams, the toastmaster paid a tribute to the Trade Press of the Hardware business and spoke of its great help to those in the trade. Mr. Williams spoke briefly, but in his usual charming manner. He said that the trade press as it exists to-day is distinctly an American product; that in that line American thought is absolutely supreme. In his closing remarks the speaker quoted three maxims. They were: "The best reward for work done is more work to do." "The best dream is to keep wide awake," and Kipling's "They asked me how I did it—I gave 'em the Scripture text, just keep your light shining a little ahead of the next."



F. A. HEITMANN,
of the Advisory Board.

WEDNESDAY MORNING.

The Manufacturers' Association assembled in close executive session at ten o'clock. Admission to this session was regulated by cards that had been issued by the Credentials Committee. On previous occasions no such precautions had been taken and as a result speeches that were made were so guarded in character that little that was of real import could be accomplished. At this session all members, being assured that only members were present, spoke their minds freely and it is certain that if this policy is continued, more material results may be expected from the manufacturers' organization.

After the transaction of certain routine business the question of Jobbers Special Brands was taken up and the report of the committee of nineteen read and discussed.

As the result of the discussion on the committees report the following resolutions were adopted.

"SPECIAL BRAND" RESOLUTIONS.

To the President and Members of the American Hardware Manufacturers' Association.

Gentlemen:—Your special committee of nineteen members, to whom was referred the matter of jobbers' special brands, having unanimously adopted the following report, respectfully submit the same with the recommendation that it be adopted by the association.

Investigation leads to the conclusion that at the present time manufacturers of Hardware confine their business largely to jobbers. Many manufacturers in other lines of trade sell their products extensively to retailers and consumers.

As an association we have favored the policy of distributing goods chiefly through the jobbers as being the most favorable method for the trade at large, provided the reputation of the manufacturers and the preferences of the consumers are fairly considered.

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In the last few years, however, there has been a growing practice on the part of many jobbers, whereby they stipulate that the manufacturer's name shall not appear on manufactured articles which they purchase, but in lieu thereof that the jobber's name, with some special name, brand, or device, shall be placed upon the goods. It is further required by these jobbers that the name distinguishing such brand, as well as the brand itself, shall be used only upon the goods of the jobber first adopting such name.

The practice of using jobbers' special brands results in an increased cost to the manufacturer, for which some one must be the loser.

There are many jobbers who, as the result of slight concessions in prices, given by a competing manufacturer, and with no reasonable assurance of a maintenance of quality or of improvement therein, have their goods of a given kind made by various manufacturers, so that the goods bearing such jobber's brand, of necessity cannot be expected to be uniform in quality.

The obvious tendency of this practice, and especially if it be adopted as the result of competition in prices, is deterioration in quality.

Manufacturers are generally willing to stand behind the jobber or any other purchaser on the quality of their goods bearing the manufacturer's own established brands. Jobbers guaranty against some articles which bear their private brands, yet it must be apparent that the inferior quality of a knife, saw, carpenter's tool, or other article of Hardware, does not necessarily imply such a defect as would be covered by an ordinary guaranty, for the reason that an article may be of inferior quality and yet not be defective.

The best articles should not only be free from defects, but should be made from the best quality of materials and workmanship, and worthy not only of the recommendation of the merchant, but also worthy of the name and endorsement of the manufacturer.

We believe that knowledge as to who really produces any article may be of value, not only to the person who will use such article, but also to the retailer who sells it.

If an article bearing a manufacturer's brand has proven to be of excellent quality and in all respects very satisfactory, and the buyer desires to secure another of exactly the same character, he may do so from the merchant who furnished the original, or possibly through another merchant, and in either case with the assurance that it is of like quality and pattern as the original. If an article under a jobber's brand has proven unsatisfactory, a retailer has no assurance of obtaining an article of better quality under another jobber's private brand, for the reason that both may have been made by the same manufacturer and of like quality, and this for the reason that manufacturers who make special brands are compelled to put out the same grade of article to many jobbers under their many private brands.

A jobber may without serious loss discontinue the use of any of his many brands on any given line of goods, in case the reputation of such brand becomes impaired, but "A manufacturer who has built a reputation on his goods knows its value as well as its cost and will maintain it."

The younger and smaller factories under the system of jobber's special brands, can have no hope of establishing for themselves a reputation, as was done in former years by some manufacturers whose goods have become favorably known as the result of honest work and good material. There is, therefore, under the present system of using special brands, but little stimulus which would lead manufacturers to make goods of the best possible quality such as are desired by intelligent consumers.

We are compelled to report, as the result of a full exchange of experience with representatives of the various branches of manufacturers composing this association, that, in our judgment, the practice now pursued by many jobbers, by which their goods are made under private brands (and in fact the present methods of marketing these brands which is pursued by many jobbers), is not for the best interests either of the manufacturer, the merchant, or the consumer, as nearly all jobbers admit that their chief reason for requesting special brands is because they can make a greater profit thereon, freeing themselves from competition, often buying a second quality and selling it under a private brand as a first quality. On the other hand, a manufacturer with an established reputation will not allow his name to appear on anything except his best qualities of goods, using brands without the factory name for lower grades.

A few months ago a number of Hardware manufacturers were selling their own established factory brands of various grades and in considerable quantities through the so-called catalogue houses, the goods going from these houses direct to the consumers. As the business of these houses seemed to be reaching immense proportions, a committee of Hardware merchants requested various manufacturers to discontinue the practice of furnishing these houses with their wares.

Some of our members, however, claim that the refusal of the manufacturers to sell these catalogue houses will deprive many consumers of the only means of obtaining goods bearing the manufacturers' brands, unless the manufacturers will sell to the consumers direct, which policy the manufacturers as a class are disinclined to adopt. They also claim further that it will deprive the manufacturers of an important avenue of distributing staple brands and in quantities fully equal to that purchased by many large jobbers.

We desire as far as practicable to co-operate with the merchants of the country by distributing our products through "the avenues of trade" which the Merchants' Associations have frequently prescribed as being the ones that they would wish us to follow; but if we abandon all other avenues of trade, except the one wherein the jobber becomes practically our sole distributor, and if we permit him to establish and in many cases lower the grades and eliminate our names, we sink the individuality and reputation of hundreds of manufacturers representing long experience, great investments and the highest skill, and we believe such a policy will not best serve the interests either of consumers or of retailers. With this condition it will be impossible long to restrain many manufacturers from selling through such



ROBERT GARLAND,
of the Credentials Committee.

channels as will carry their own best goods to the consumer. A fair consideration of this subject by jobbers and retailers will greatly aid in solving the problem.

We therefore ask the Southern Hardware Jobbers' Association now in session to consider the question, whether or not the sale of standard factory brands, in preference to the enormous multiplicity of irregular private brands would not also be to their advantage. We invite this consideration with the assurance that we certainly can and do furnish similar goods with special brands.

Many jobbers do now preferably sell manufacturers' brands. Some doubtless have adopted the use of private brands in view of the possibility that if an article bearing a manufacturer's brand proves to be highly satisfactory, or profitable to the retailers and consumers, such persons may seek to deal direct with the producer. The present policy of the manufacturers should certainly remove this fear if it exists; but we believe that the use of jobbers' private brands is calculated more than anything else to drive the manufacturers to a more direct distribution of their goods.

Such merchants as will assist in the mitigation of this evil by handling regular manufacturers' brands will receive our most cordial support and co-operation.

JOBBERS SESSION.

The Jobbers Association came together again at 9:30 and immediately took up the subject of "Restricted Prices."

This discussion was opened by

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W. W. WEBBER

of Webber-Ayres Hardware Co., Fort Smith, Ark., who spoke as follows:

I feel perfectly secure in the position I shall take here to-day. I believe that a restricted or minimum selling system is the most feasible, satisfactory, and profitable method of handling goods, not only for the jobber, but for the manufacturer.

I received my early business training in a wholesale grocery house where we had the restricted prices on a number of articles and my observation was that where we were limited to a certain selling price we made some money though the per cent. of margin was not at all times satisfactory. During my six years in the Hardware business my experience has been the same and I dare say has been the experience of every man here to-day.

Is the restricted or minimum selling system a deterrent to price cutting? It is, most emphatically, provided the manufacturer is sincere in his work and will enforce his regulations. The old phrase "Humanum Est Errare" is just as potent to-day as when spoken in the heavy centuries of long ago and just as true, and no manufacturer need think the simple promulgation of a minimum selling system will constitute his entire work. When he



W. W. WEBBER.

undertakes it he may expect to find that all who handle his goods are not like Caesar's wife, but that here and there are those who will seek an advantage by lowering the price, but

A VIGOROUS POLICY WILL SOON CORRECT THE EVIL.

I am promulgating no new fact when I say to the assembled gentlemen here that we are handling poultry netting, scale beams, horseshoes, traces, steel goods, nails, wire, roofing and sheets at ridiculously low margins, and sometimes at no margin at all, whereas if we had a minimum selling system backed by people who would enforce it we would be compelled to realize more than we do now. Each of us would feel that we were on a parity with all the others, hence the incentive for price cutting would be minimized if not in time eradicated. We would then be put on our mettle as salesmen, and business men, there would be a feeling of security in the price made and I think the margin of profit would improve all along the line. I realize that some of the articles named and others not mentioned cannot be brought under the plan because of the promiscuous manufacture, but I think we should ask that it be done where it is clearly apparent it can be done.

I do not think any manufacturer who is in position to put the system into effect will decline to do so when he must realize and concede that the plan is feasible and is working in many instances. They should and I believe do appreciate the soundness of the doctrine that their prosperity

DEPENDS LARGELY ON THE PROSPERITY OF THEIR CUSTOMERS,

that the augmentation of our fortunes means the expansion of theirs, that we travel hand in hand to success or failure, and rise or fall together.

The manufacturer is dependent largely upon the jobber for the distribution of his product and his every thought should be toward building up first class relations with the jobber, protecting him in every way possible, seek to put him and keep him on a basis where he can prosper by the exercise of ordinary prudence.

The listing of a manufacturer's product may require a great outlay of work and some expense on his part, but in time he will be repaid in knowing he has a satisfied list of customers who delight in putting his goods at the front.

If any of them conclude to meet our views and embark on the plan let him understand that he

CANNOT HOLD WITH THE HARE AND RUN WITH THE HOUNDS,

cannot make fish of one and fowl of another, but must hew to the line irrespective of the man or volume of his business. There is nothing that so hampers a limited price system, nothing that renders it so surely and certainly abortive and useless as for those whose duty it is to enforce it to be guilty of a halting or hesitating policy or to play favorites as is often done. "I'd rather be a dog and bay the moon than such a Roman."

If we succeed in prevailing on even one manufacturer to adopt the system let us give him to understand that we want a plank in his platform as broad as a boulevard and as long as a turnpike to the effect that whosoever is caught in willful premeditated violation, with malice aforethought and deliberate intention and as the lamented Judge Parker of Arkansas, was wont to say "With a mind fatally bent on mischief," he must walk the plank, and I trust that every jobber here can heartily say "Them's my sentiments." And too we must ask that we be consulted concerning the margin of profit the price will carry.

We of the South and Southwest must have a larger margin than is looked for or expected in the North and East. With us we must show our stockholders at least ten per cent. in dividends, whereas smaller returns are satisfactory elsewhere. The further you get from manufacturing centers the larger must be your capital if you hope to keep your assortment intact, hence we cannot work under as small per cent. as can a dealer who can draw frequently and quickly his supplies. We have to anticipate our wants considerably ahead of the time we need them, because we



N. A. GLADDING,
of the Entertainment Committee.

have delays incident to all shipments and numerous annoyances unknown to those in close proximity to the centers.

Therefore in making up the selling price we want them to consider that we have to pay for our goods days and weeks, and some times months before we get them, that to do this and carry a respectable assortment we must have an abundance of capital which must yield good returns or there is a hiatus in the business. I have devoted considerable thought to this question and I have had expressions from some of the brainiest men in the association and they are all in support of the plan.

IT IS CERTAINLY WORTH A TRIAL

and if we meet with failure and disaster we are in no poorer condition than now.

It quite frequently happens that the profit bearing qualities of an article become so poor and the sale of it so distasteful to a dealer that he endeavors to curtail the sale of it, and if we all come to the same way of thinking there will be a curtailment and the manufacturer will feel it the first of all—hence is it not the part of wisdom for him to ascertain and anticipate the wants

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and needs of his customers and endeavor to meet their views while he is yet in the hey-day of prosperity.

A WISE MERCHANT OR MANUFACTURER SCANS THE HORIZON

and takes the temperature of his business just as far ahead as the human faculties will allow and if a squall is looming up and it appears there will be "something doing," he adjusts his rigging to meet it without waiting for it to administer a broadside unaware.

There will be no appreciable curtailment felt because of an article being placed on the limited plan. The increase in the selling price will be nominal, and the retailer will be able to get his usual per cent. of profit. The jobber will get a fair return for the energy and effort put forth, the manufacturer will have a host of contented and amiable customers.

I have tried to point out some of the benefits to arise hereunder and have indicated something of my idea of the "Modus Operandi," but I am open to conviction (provided you don't give me over ninety days), and I want to invite a full and free discuss.on of every conceivable phase of the case.

I do not see any objection to the plan, but since infallibility is not one of my virtues or accomplishments, I want to be enlightened further. I may be chasing a foolish rainbow or following an Aurroa Boreal.s into the bog of makebelieve, I may be afflicted with all the isms in the category of ills and need a guardian to direct my thoughts and pen out the good to come from the restricted price plan has impressed me and I believe in it.

We have found that it does work on some things, then let us now conclude to present a united front in asking for the plan where we by our experience know it is feasible and I believe success will be ours. I fear that unless we ask for the plan we will never get it, because it is regarded by some as an innovation and something they prefer to let alone if the movement be left to them.

I DO NOT THINK WE SHOULD BE DRASTIC IN OUR DEMANDS

or arrogant in our demeanor, but in a lucid, cautious and friendly way point out our needs and fortify our argument with all the data possible. Our progress may be slow and the ends accomplished few, but if we succeed during the next year in having listed just one of the prominent articles our work will not have been in vain.

We must not expect to accomplish all this good by a simple twist of the wrist nor hope that our "Ipse Dixit" be accepted as a matter of course. The other fellow must have his day in court, we may expect demurrers to the jurisdiction and motions to dismiss at the cost of the plaintiff. We must have a committee in charge of our interests, if we ever reach that point, who understands the situation and who, after the underbrush has been cut away, will be found on the firing line doing business at the old stand.

This is

ESSENTIALLY THE AGE OF CO-OPERATION,

the very air is full of it. There was a time when a big and brainy, forceful and fearless man could map out his own course and construct his own fortune while standing absolutely alone, but in these days of "Frenzied Finance" when every man you see is camping on the trail of the Almighty Dollar with a persistency born of insatiable greed the very best and ablest must call into service every available force or go down in the maelstrom of defeat and disaster.

I thank you gentlemen for your attention.

The next subject taken up was "Increasing Expenses and Decreasing Profits." The opening address was made by

R. M. DUDLEY

of Gray-Dudley Hardware Co., Nashville, Tenn., who addressed the convention as follows:

"INCREASING EXPENSES AND DECREASING PROFITS."

This is certainly an easy proposition for the manager, if he is not troubled over the disappearance of his original investment. The primary meaning of the word "profits" is gain above cost; the question naturally arises, What is cost? I take the position that cost is the amount you pay for the goods, plus the expense of doing business.

I am fully aware of the fact that this question of cost of goods, as well as the question of Profit and Expenses, are old subjects, and have been worn threadbare in this association, but this question of cost is one that should be kept prominently before all of us, is my only apology for mentioning it in this connection. The question of percentage of profit, volume of business and expenses, should go hand in hand.

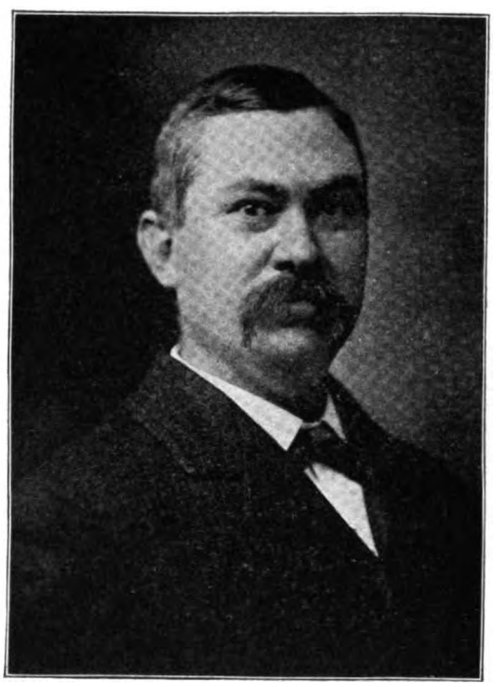
The expense of conducting a wholesale Hardware business has steadily increased for many years, while

THE OPPORTUNITIES TO GET A PROFIT

seem to have decreased. All will admit, therefore, that it behooves us to watch these matters with an eagle eye. Twenty-five years ago, when I first went on the road as a traveling salesman working the small trade on and off the railroad, the customary price of a meal's victuals was twenty-five cents, and the price for staying all night with a horse and buggy was $1.00—the average price of a meal's victuals to-day in the same territory is not less than fifty cents, and for staying all night with a horse and buggy it is never less than $1.50. Only a few samples was carried, and a horse and buggy were all that was necessary. The rivalry of houses and strong competition have made it necessary to carry a larger amount of samples, a larger catalogue, and a horse and buggy is hardly sufficient, so two horses and a driver are more frequently used. It is not surprising, therefore, that instead of our traveling men calling on us for $15.00 per week for traveling expenses, they are asking for from $25.00 to $35.00 in the same territory where $15.00 was considered sufficient a quarter of a century ago.

THE EXPENSE OF LIVING IN CITIES HAS BEEN GROWING GREATER

all the time; it has, therefore, become necessary to pay larger salaries to bookkeepers, stenographers, shipping clerks, receiving clerks, stock clerks, etc., house rent, insurance, and, in fact, everything seems to be higher, except the percentage of profit. I would mention the increase in the rebate and returned goods



R. M. Dudley.

account, but I do not want to bring up an unpleasant matter.

I think I am speaking conservatively when I say that the expenses of conducting a Hardware store have increased since I have been in the business, 25 per cent all around. I mention all these things to emphasize the necessity of making a profit. I am not one of those who considers himself wise enough to conduct a business in such a way as to do an immense volume of profitable business, and with an increased volume reduce the percentage of expense to almost nothing. If you will leave out the word "profitable" in the above statement I think I can fill all of the other requirements.

I have mentioned in detail these increased expenses, in order to more strongly

EMPHASIZE THE NECESSITY OF MAKING A PROFIT.

I am unable to suggest any way that the expenses can be materially reduced. To get good service you have to pay a good price, and to get suitable quarters in which to conduct your business you have to pay good house rents, etc. To make any money it is absolutely necessary for the gross percentage of profit to be greater than the percentage of expense of doing business, as both are estimated upon the sales. If your percentage of expense of doing business is 12½% of your sales, and you sell goods at a profit of 12½% on sales, you have made money. It would, therefore, appear that the all important question is—how can we make a percentage of profit in excess of the percentage of expense of doing business?

There are many ways in which we should be able to make a profit, if our business is a legitimate one. In trying to advance ideas on this subject to the members of the Southern Hardware Jobbers' Association, I feel that I am undertaking to carry "Coals to Newcastle." In fact, my only idea in the outset was to, if possible, impress upon you more fully the necessity of making an increased profit.

IT IS EASY FOR THE MANUFACTURERS TO MAKE A PROFIT

on a line of goods, where only two or three men are engaged in

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what is a legitimate profit, and what percentage of profit they are entitled to—ask it, and get it; but where there are a very great number of houses from different cities contesting for the same trade in the jobbing business, it is very difficult to formulate any understanding of this character.

The competition in the jobbing Hardware business for many years has looked like a race that would result in the survival of the fittest. The advice that we have given our salesmen in selecting and soliciting business is not to push the sale of unprofitable goods, such as do not bear a sufficient profit to cover the expense of doing business! Do not slight the small things—they pay a better profit sometimes than the larger ones. The best profit salesmen always have goods of this kind on every order. A salesman who cannot give his time and attention to the sale of small articles in profitable lines is too busy to succeed on the road. Some salesmen claim that their customers do not handle many shelf goods—that they only handle an unprofitable line of goods. I take the position that this is largely the fault of the traveling salesman. If he will make the proper effort, he can induce the customer

TO CARRY A LINE OF SHELF HARDWARE

and profitable articles, and if he follows it up carefully after selling the customer the goods, and looks after the customers' interest, as well as his own interets and that of his house, he will see that the goods are kept nicely displayed and worked off in due course of trade, and usually the customer will be ready on the next trip to give another order for the same line of goods, possibly adding other articles of a similar character, since he has found that they are profitable to handle.

A SALESMAN SHOULD PUSH THE PRIVATE BRANDS OF HIS OWN HOUSE, which will make him both money and reputation; usually the house has established prices on these goods, which pay a reasonable margin of profit, above the expense of doing business. It is, of course, understood that private brands should be all high grade—no reputable house could think of offering anything else. A salesman should strive to do these things, and, as an incentive, the house should let the size of his check at the end of the month depend upon the amount of net profit which he has obtained during the month.

The greatest demoralization in jobbers' prices is caused by one jobber meeting the price of another, when he in reality does not know whether the other jobber has made the price or not; he has only heard that he has, and in nine cases out of ten

HE IS MEETING AN IMAGINARY PRICE.

If every jobber would make his own prices and maintain them, independent of everybody else, and in doing so have in mind the percentage of expense of doing business, all the jobbers would make money. This is the best suggestion that we can offer. Every jobber is entitled to a reasonable return for the capital invested and the effort put forth, and we believe in this way he can get it.

WEDNESDAY AFTERNOON.

JOINT SESSION.

At 2.30 the members of both associations gathered in joint session in the ballroom of the Homestead, with President Birge, of the Maunfacturers' Association, in the chair.

In order, as he said, to divide the responsibility of the position Mr. Birge called to the chair, Vice-President Asbury, who at once introduced Samuel Spencer, president of the Southern Railway, who spoke in part as follows:

"One of the most important elements in the growth of the South for the last twenty years has been the development of large and efficient systems of railway transportation, their systems taking the place of the small, disjointed units which served only local communities.

"Without detracting from the importance of any other element in the growth of this great section, which now promises to be among the wealthiest of the country, it is not too much to say that without this development of transportation on broader lines, cooperating for greater usefulness, that growth could not have taken place, and unless those transportation systems, and such others as may be created, are financially able to do their part in the future, the rich and varied civilization that is before the South must be retarded.

"The average price of transportation in the South to-day is less than it was in 1895 and such increase in prosperity as the transportation interests have been enabled to obtain has been made possible only through increased economies due either to larger investments or to the securing of a greatly increased volume of traffic.

"This necessity for the growth of the transportation business to keep pace with the development of the country has not been, and is to-day not fully recognized. The shipper and the carrier have unconsciously and unavoidably drifted apart, possibly neither understanding nor appreciating as he should the position of the other.

"It has been asserted that the Esch-Townsend bill which passed the House of Representatives at its last session would provide only partial remedial legislation, because it seeks to grant the commission with power not to make rates, but to correct an unreasonable rate, and yet it is a significant fact that at the recent hearings before the Senate committee not a single member of the Interstate Commerce Commission nor a single advocate of the rate making power for the commission has endorsed that bill. Practically every witness who appeared on that side of the question suggested grave defects in it. Is it moderate remedial legislation to grant a power to correct one rate, when the same tribunal, in attempting in the past to exercise such power, has ordered two thousand rates reduced in one order? Is it moderate remedial legislation to provide that when a rate has been put into effect, that the carrier shall have no power thereafter to change that rate to meet a change in commercial conditions? Is it moderate remedial legislation to provide that a decision of seven men at Washington shall name a rate or rates upon any commodity or commodities between any two or more points on the 210,000 miles of railroad throughout the entire United States, and that the rate shall take effect upon their decision alone prior to appeal to the courts without protection to the carriers against loss which must occur pending such appeal in case the court's decision should be in favor of the carrier? Has there been anything in the history of railway regulation since the passage of the interstate commerce act in 1887 which calls for such drastic procedure? Within that period, according to the interstate commerce commission's report, it has before it seven hundred and seventy formal cases. Of these cases only forty-five, or only two and one-half per annum, have become the subject of litigation—that is, have been contested in the courts by the carriers. Of this number not a single case of rates unreasonable in themselves has been sustained by the courts, and in only three cases have the courts sustained the findings of the commission in respect to rates unjustly discriminatory. Is this a situation which calls for such legislation as would be enacted by the final passage of the Esch-Townsend bill?

"That there is no necessity for such an unwise and injurious expedient is becoming more and more evident. The evils which have undoubtedly existed as a basis for the demand have been largely diminished, and over large areas of this country substantially if not entirely removed.

"It has been long admitted by those who knew, and it has been established by evidence in the recent hearings by the Senate Committee, that preferences between individuals as to special railway rates have almost, if not entirely, disappeared. The remaining charge, so far as any charge now exists as a basis for railway rate regulation, is the alleged unjust discrimination between sections and committees. This is but one form of the broad question with which you are so familiar, the competition between markets in contra-distinction to competition between individuals and firms. The existing competition between markets is most aggressive, and for the welfare of the country, it must remain so. It is effectively fostered by all transportation lines in the interest of the special communities which they serve. If a governmental commission should undertake to fix rates, and thus establish the relative competitive conditions between communities, the geographical position of each community must be carefully considered by that commission. Each of the striving communities will be entitled to equal consideration, and the natural drift of the commission's decisions would be toward mileage rates, and the establishment of limited zones of distribution from each manufacturing or jobbing center. The activity of the railway interested in the development of a particular center as against some other not reached by its rails would be gradually eliminated as a factor in the enlargement of that center's horizon of distribution. Much stress has been laid in recent discussion of this absorbing subject of governmental rate-making upon the necessity for the prompt adjudication of questions at issue between the shippers and the carriers. In support of the argument that a decision as to the reasonableness or unreasonableness of a given rate should be made effective by the commission prior to review by court, the long delays between the bringing of the complaint and the reaching of final conclusions have been cited. An examination of the record shows that the unnecessary delays have occurred in the proceedings of the committee itself. To meet this objection of long delay a bill was passed—The Elkins Law of 1903—which provides that the commission can summarily appeal to court, that the court shall have power to enjoin any unreasonable or any

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unjust or discriminatory rate or practice, that the trial of the cause shall have precedence in the Circuit Court over all other than criminal cases, and that in case of appeal, the appeal shall be direct from the Circuit Court to the Supreme Court of the United States."

At the end of Mr. Spencer's address Chairman Asbury said:

"Without undertaking to consume the time of putting the question, I am going to assume the responsibility of expressing your vote of thanks to President Spencer.

"We have to announce that we have invited the Honorable Secretary of War, Mr. Taft to address us for a few moments upon this question this afternoon, and he has very graciously consented."



Irby Bennett,
Chairman Reception Committee.

The Secretary spoke in part as follows:

"I did not intend to indulge in the discussion of railway rates. It is a matter to which I have given more or less consideration. I cannot claim the detailed and technical consideration of Mr. Spencer, and with respect to which upon some details possibly more or less important I have reached a different conclusion, I first wish to congratulate the members of the Southern Hardware Jobbers' Association and all the men of the South, that they have had at the head of the most important railway system of the South a gentleman of the integrity, of the experience, and of the moderation of Mr. Spencer (applause) and if anything could make me doubt my conclusion with respect to the wisdom of the proposed legislation—of the Esch-Townsend bill—it would be Mr. Spencer's opposition. The truth is I feel like saying with respect to Mr. Spencer that we are old railroad men together. I had the pleasure at one time, while Judge of the United States Court, of appointing the receiver and directing the movements of the receivers—for there were a number of them who had to do that work that Mr. Spencer now does himself—for the East Tennessee, Georgia, Cincinnati, Southern and a great many other roads that go to make up the present Southern Railway System, and during that ten years of what might be called the burial and revival of railroads of that region it became my duty to sit in a number of cases arising under the interstate commerce law. Now, Mr. Spencer has said, and has said truly, that under the last interstate commerce law it was possible to unite, and is possible under the existing interstate commerce law—to unite the discussion of a great many rates, speaking generally, under the old system—the Esch-Townsend bill does not at all affect the old system, for there is nothing in the Esch-Townsend bill, if you will read it, that speaks of how many cases may be united in one. Under the old system generally the cases presented involved only one complaint or two complaints or three complaints—growing out of practically the same question of discrimination. Now, the Esch-Townsend bill does this: It provides, first that the tribunal which is to consider the question of rates will say, not only that a rate is unreasonable, but may say authoritatively to the parties who are to be influenced by that decision what is a maximum reasonable rate. It is possible that the mind can decide that a rate is unreasonable without the mind reaching a conclusion as to what a maximum reasonable rate is, but I cannot in my mind. In order to determine a rate is unreasonably high, you must take, it seems to me, logically in your mind what is reasonably high—that is, what a maximum reasonable rate is. Now, under the existing system the tribunal or the court says this rate of five cents is an unreasonable rate. A maximum reasonable rate is three cents. They order you to put on a reasonable rate. Under that order the company does not violate the order, although the court or tribunal, indicates what it thinks is a reasonable rate. If the company reduces the rate from five cents to four and one-half and you then desire to remedy what you regard as that abuse you have to go into the court again and have that pronounced an unreasonable rate, and so on down until you get to the three cents which the court thinks is reasonable. Now, as business men, as looking at the thing from the ordinary standpoint, as it is not true method? Is it not the just method, that the court in enjoining you from fixing an unreasonable rate should say and give a guide as to what is not only an unreasonable rate, but anything over and above 3 cents is an unreasonable rate, and therefore you ought to come down to three cents. Now that is one thing in the Esch-Townsend bill.

"The second thing it does to make the action of the tribunal prima facie, so that if that tribunal—and we must not assume that that tribunal because it is not an administrative tribunal, is necessarily an unjust tribunal. If this present interstate commerce commission have so become imbued with fanaticism that they want to destroy the railroads of the country, then abolish the interstate commerce commission and then put in a new commission—a commission that can be trusted to do justice between the railroads and the public and be able from constant acquaintance with the question to deal with in intelligently, and they can say, after looking the situation over that this rate is an unreasonable rate—that a reasonable rate is three cents—the railroads, on reversal of the decision could recover back by being protected with bonds or some other method—that is only a question of detail. But the



H. H. Beers,
Sergeant-at-Arms.

principle is that the order should be effective when those gentlemen charged with the duty, as you may say, say that such and such a rate is a maximum reasonable rate—that shall be effective until the railroad should go into court and show either primarily or finally by a hearing that that ruling is not correct. Now, what is going to be the effect of that—and we are dealing with practical questions or legislation? That has the effect of throwing the burden on the railroad and they call for a hearing or an injunction and the case comes up and is disposed of promptly.

"Another remedy of the proposed bill is that under the present system the railroads were in the habit of making a small showing when called upon by the interstate commission—they did not bring in all their evidence. They would say "Oh, this is not important—just let it go by default, and we will put in our

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evidence afterwards in the court." The result was that in many cases the interstate commerce decisions are on an entirely different state of facts from the decision in the courts, and that was one of the reasons and the chief reason, I may say, why in the record which Mr. Spencer cites do many cases decided by the interstate commerce commission were reversed in the courts, because the railroads did not make their full case before the interstate commerce commission.

In conclusion Secretary Taft expressed the opinion that Mr. Spencer was frightened by a ghost as to what is going to happen if the present laws are changed. The Esch-Townsend bill can be modified if it needs some qualification, but something shall be done to remedy the defects of the present interstate commerce law and satisfy the public demand for some remedy in order that this thing shall not grow and grow until we have extreme remedies and certainly interfere with the railroads and which we will all deplore.

Chairman Asbury invited Mr. Spencer to again take the floor in reply to Secretary Taft.

Mr. Spencer said in the first place he wanted to disabuse Secretary Taft's mind of the idea that he was "frightened at a ghost," that the railroads had long since ceased to fear ghosts. He expressed the opinion that the railroads wanted to do what was fair and proper; that the railroads disavowed the claim made that they were occupying an obstructive position, but on the other hand they desired a full and free discussion of the question of railroad rates. He said that Secretary Taft must be mistaken in some of the conclusions he had reached. Mr. Spencer said that the first step suggested by Secretary Taft, that should the interstate commerce commission adjudge a rate as unreasonable, they should then proceed to name a reasonable rate which should immediately go into effect—he said that that first step under our law was distinctly a judicial question, and the question being purely a judicial one should not be effective until passed upon by the judiciary. He said that if the Esch-Townsend bill was carefully read it would be found to say, not that the commission shall establish a maximum rate, but that it shall

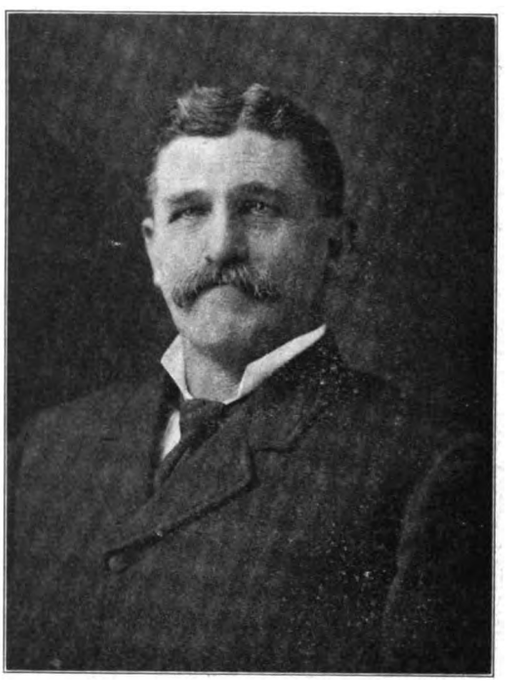


J. C. SPROULL.

establish an absolute rate and that that rate shall remain in effect for all time unless modified by the courts or the commission itself. Mr. Spencer said that out of over 700 cases passed upon by the interstate commerce commission there were but forty-five in which the decision of the commission was not acquiesced in by the railroads.

In reference to the suggestion made that the policy of the railroad companies was to make only fractional reductions in rates or technical reductions when an order was made by the interstate commerce commission for a reduction in rates, Mr. Spencer said that that had never been the policy of the railroads and would not be in the future. He said he did not believe that 1 per cent. of the railroads of the country or the railroad managers would take such action.

Mr. Spencer claims that the interstate commerce commission now had the power to take any case they desired directly into the United States Circuit Court for adjustment. He said there had not been a year since 1897 that there had not been a large number of cases in which the decision or the opinions of the interstate commerce commission with respect to those questions had gone absolutely into effect by consent; that they went into effect because the carriers on the one hand felt that they did not want to contest it and on the other hand it was considered good transportation business and that the parties making complaint had made a fair case. He said that at the late hearing before the interstate commerce commission committee of the Senate



R. D. WARREN.

there was an almost entire absence of specific, well-defined complaints on any subject.

In conclusion he said the position of the carriers was simply that that question shall be sifted to the bottom and that nothing shall be taken for granted about it, and that there shall be a perfectly free discussion in every forum in this country and at least in the forum of public opinion, which he said at last settles all these questions. (Applause).

The chairman stated that E. B. Pike, of Pike, N. H., was unable to be present to deliver his address on the subject of

"FREIGHT MATTERS OF INTEREST TO MANUFACTURERS AND JOBBERS,"

but that his son, E. Bertram Pike, was present and would address the meeting.

Mr. Pike read extracts from memoranda prepared by his father on the subject, which were as follows:

"Your chairman, though unable to give this subject but a small portion of the time he would have liked, has for months past given the matter the greater part of his spare time. He has read with much interest many of the articles and speeches representing the railroad point of view, as those by Presidents Tuttle, Spencer, Wilcox and others; also the excellent articles by members of the Interstate Commerce Commission and others presenting the opposite side of the question, and it does not seem to us that it will be difficult to agree upon some legislation that will be reasonable, satisfactory, and, in the final result, beneficial to both sides. From our point of view, it is quite as much in the interests of the railroads as of the shippers and the public at large that reasonable and equitable legislation be enacted at an early date. Without this, or if the railroad interests shall successfully oppose such legislation, it is almost sure that eventually more drastic and paternal legislation will be proposed and supported by an irresistible tide of public sentiment.

"The act to regulate commerce contemplates two distinct things: First: The act provides that carriers shall publish their rates and shall maintain those rates as published without discrimination between shippers.

"The second purpose of the act is to compel carriers to publish a just and reasonable rate.

"Now, the first provision of this law has been habitually disregarded. The injunction granted in 1902 and the Elkins bill passed in 1903 have done much to stop the payment of rebates;

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that is, money rebated, but other devices amounting to the same thing have been substituted, so that the result is almost as bad, if not perhaps worse, than it formerly was. In amending the law and making it adequate to cover these various devices, it would be necessary to arrange for machinery for the enforcement of that law. At the present time there is no way by which the Interstate Commerce Commission or anybody else can obtain evidences of the payment of rebates when such payment is secret. Perhaps this might be accomplished by compelling railroad companies to keep their accounts, both as to the movement of traffic



E. B. PIKE,
of the Executive Committee.

and as to their finances, in accordance with the rules prescribed by the government, and that these accounts should be at all times subject to government inspection, and that the duty of enforcing the law should be vested in the department of justice.

"It appears that at the present time six railroad systems control fifty-five per cent of the railroad mileage, sixty-two per cent of the gross receipts and constitute two-thirds of the railroad capitalization of this country. Thus, you see, competition exists more in name than in fact, and can no longer be depended on to prevent excessive rates; the railroads can practically impose whatever rates they may see fit. We believe there should be some tribunal which in a public case can judge between the railroad and the public. When a railway files its tariff, it should be considered presumptively a just and reasonable one, but if the justice or reasonableness of that tariff is attacked, there should be. and there must be, in fairness to all, some method by which it can be passed upon and by which, if it is found to be unjust, it can be made right. No lawsuit affords the slightest relief, for reasons which you well understand. The Supreme Court of the United States has decided that the court cannot be invested with the right to prescribe a rate for the future, as this is a legislative function; therefore, the only tribunal that can consider such a question and apply a remedy is a tribunal in the nature of a commission. Our belief is, therefore, that you must create a commission or tribunal with power to entertain complaints against unreasonable rates in the published tariff and with power to correct these rates, if, after hearing them, they are found to be wrong.

"This proposition, you will note, is not for the government to fix the railway rates of this country; nothing of the kind. We believe that railroads should be allowed to make their own rates. This is a matter of justice to the railroads themselves so long as they are operated by private enterprise. Not only that, but we think it for the interest of the public that railroads should name such rates as they may see fit for the development of their respective lines. It is only when those rates are unjust, discriminating or unreasonably high that the government should interfere to prevent the wrong.

"It seems to your committee, therefore, that, as proposed by the president, the Interstate Commerce Commission should have the power, when it finds that a rate which has been complained of is wrong, to substitute a right rate in its place, but that the order should be for a specified time, only, say, for one year; and perhaps full benefit would be obtained if the railroads were simply compelled to put in effect the rate ordered by the commission and have the right to charge this rate like all their other rates. We must assume in these matters that there will be good faith on all sides. The railroads of the country will not wantonly defy the law, and it is just as foolish to assume that they will, as it is, to assume that a commission or court with that power will confiscate all the railroads of the country.

"The opinion on this subject of a man so highly respected for his patriotism and legal attainments as the late President Harrison is well worth noting at this time, and we quote from a speech delivered by him in the United States Senate, when the original Interstate Commerce bill was under discussion:

"What is the trouble? It is that the shipper needs to be reance at the bottom of this great popular clamor against the railroad companies?

"'I think as both these bills admit, just two things:

"'First: Extortion, the charging, especially for the local freights, of unreasonable rates, thus unduly burdening the local traffic for the maintenance of the railways; and secondly, and chiefly, discriminations between shippers of the same class.'

"What is the trouble? It is thta the shipper needs to be reenforced in his contest with the railroad companies. If some one should ask me why it is, if the exaction of an unreasonable rate is now unlawful and the excess may be recovered back, that shippers do not recover it back; or, if some one should ask me why it is, if discriminations are illegal, that shippers do not expose them and recover their damages, my answer would be that it is an unequal contest to which the shipper is invited.

"I think, then, I may declare, with the approval of those who listen to me, that legislation upon this subject to be efficient must re-enforce the shipper in his contest with the great railway corporations.

"The United States has thrown itself into the scale in behalf of the citizen in this contest. By its own agency, at its own expense, it pursues the inquiry; and when it is closed, if it is found that on a particular day the railroad companies were giving one shipper under the same conditions and circumstances an advantage over another, it places in the hands of the man discriminated against, all the facts that enable him to maintain his case.

"Then, again, the commission has the power to get the public ear as the individual shipper has not. It has the power to concentrate public sentiment upon any practice of the railroad company that is thought to be unjust. Take the humblest man in any



B. F. ESHLEMAN.

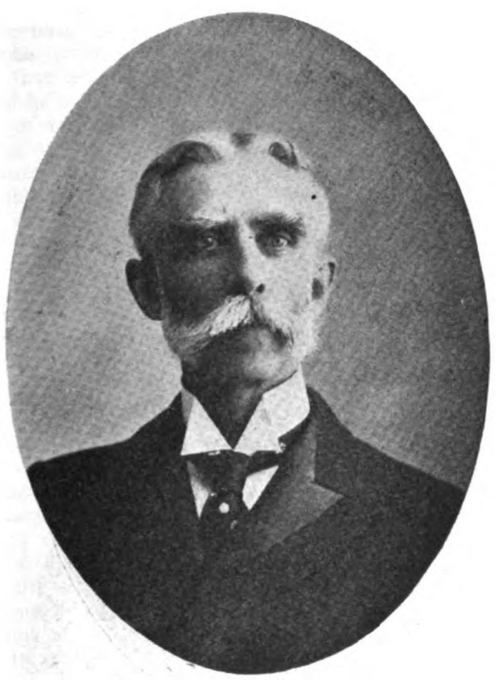
of our towns; he cannot make himself heard beyond the village in which he lives. He has no influence; the railroad managers would laugh at him; he is but a pigmy in this contest and he is contending with giants. But when this commission, representing the United States, composed of able, intelligent men, men of wide reputation, of calm judgment, and without prejudice, looks into the grievance of this humble citizen and says to the railroad companies and the country, 'You have practiced an oppression upon that man,' the whole country hears the case, and public opinion is concentrated on its condemnation.

"What we think our members probably demand, is, first, fair and equal treatment in respect to railroad rates and transportation; second, stability in the rates so that the rate cannot only

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be readily ascertained by shippers, but so that they can rely upon a continuance of the charge for transportation for a reasonable period. The rates should be equal and just and not enable one man to succeed in business while another fails through no fault of his own. A shipper should know at all times what it would cost him to deliver his goods to any market; that no man is getting any better of different rate on the same commodity than he is; and should he find or feel that he is being wronged, there should be a tribunal before which his case can be determined. It is a courageous man, indeed, who will raise a point against a railroad when it is remembered that it is within the power of the railroad to crush him completely if umbrage is taken because complaint has been made.

"A community naturally fears to antagonize a railroad combination because of the great power of the railroad to ruin its interests. It seems to us that the only proper method is to place the matter in the hands of some tribunal with power to determine, upon complaint, whether the rates are reasonable or unreasonable, such a tribunal to represent the interests of the whole people. The railroads employ an ample corps of attorneys, well equipped to defend the rights of their employers and to deal with all kinds of litigation, the shipper has not this advantage; he cannot generally afford to hire an expensive attorney to conduct his case. And when a shipper whose complaint is filed in his youth dies of old age, the disposition of his case is of no use to his business or his widow. We believe the government should take upon itself the duty of seeing that the interests of the people, as well as of the railroads, are properly safeguarded.



F. S. KRETSINGER,
Ex. Vice-President.

"In conclusion, your committee would recommend the following:

"First: The employment of a traffic manager, by the association in conjunction, if it be found practicable, with the National Hardware Association, and the Southern Hardware Jobbers' Association, including possibly the American Supply & Machinery Manufacturers' Association.

"Second: The framing of a suitable resolution regarding railroad rate legislation along the lines of conservatism and square dealing.

"It would suggest a resolution something like the following:

"WHEREAS, The subject of interstate commerce regulation, owing to the enormous growth of power and the short-sighted methods of certain railroad corporations, has become a vital one in the minds of the people, claiming the serious attention of all thinking men; and,

"WHEREAS, The shipper and the people justly claiming equality of treatment for themselves, and the railroads justly insisting that their own rights should be protected, and all properly unite to bring about legislation which shall be for the best and the lasting interests of all; therefore, be it,

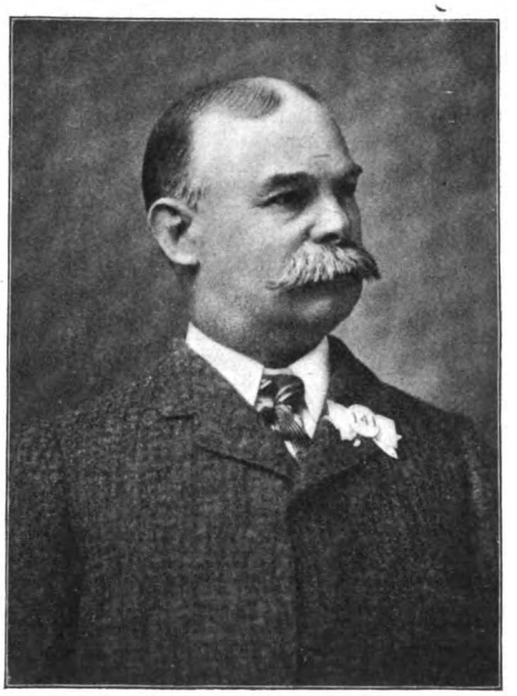
"Resolved, By the American Hardware Manufacturers' Association, in convention assembled, That the following suggestions looking to a practical solution of present difficulties be laid before the proper committees, and before the Senators and Representatives, in Washington generally, as the basis of legislation proper to be enacted in the interests of all.

"Resolved, That we favor the active enforcement by the executive department of the general government of all existing laws to prevent the giving or acceptance of rebates or special favors (through whatever device) to or by favored shippers, we call on the Interstate Commrece Commission to apply all the remedies at their disposal as provided by the original Interstate Commerce act and the Elkins act amending the same.

"Resolved, That if the existing laws for the detection and punishment of the giving or acceptance of such rebates are insufficient or defective in any respect, we favor the enactment of such further legislation as may be necessary adequately to deal with the evil and to secure this complete prevention.

"Resolved, That in order to carry into effect the provisions of the foregoing resolutions, Congress should be asked for a provision to be made for the necessary examination of the books of the railroad corporations somewhat after the manner of the National Bank examinations, for the purpose of detecting and eliminating special favors and discriminations against the small or less favored shippers; and a provision for adequate punishment for improper disclosure of confidential information so gained.

"Your committee believes if a measure based on these principles should be enacted by Congress impartial justice would be done to all sides, to shippers and carriers and public alike; and is convinced that under such an enactment litigation on the rate question would be extremely rare, all difference being settled amicably by commission and railroads without having courts. The shipper would be thus well assured of obtaining what he most needs, a prompt and definite settlement of the charge he must bear, by competent and equitable authority."



JOHN R. GILFILLAN.

Secretary Taft started on his return trip to Washington in the early evening, going in George T. Oliver's private car. As he left the Homestead, George Harper created considerable merriment and brought a hearty laugh from the honorable secretary by presenting him with a "lid"—a tin one. He accepted the gift and in thanking the donor said that the "lid incident" had given him a large amount of free advertising, and that he would remember this as one of the many pleasant incidents of his visit at the convention.

MUSICALE AND DANCE.

Wednesday evening the Philharmonic Band, assisted by several vocalists, brought by the Reading Hardware Co., gave a very enjoyable musicale, after which dancing was participated in by a large number of the visitors for several hours.

PROGRAMME.

1. Hymn and Triumph March, from Aida - - - - - - Verdi.
2. Vocal duet, Carmen - - - - - - - - - - A. Lane Wilson.
3. Unfinished Symphony, first movement - - - - - Schubert.
4. Violin Solo, Gypsy Dances - - - - - - - - - Sarasate.
5. Egmont Overture - - - - - - - - - - - - Beethoven.
6. Vocal Quartette, Song of the Vikings - - - - - Faning.
   A, Berceuse - - - - - - - - - Simon.
7. Violin Solo B, The Bee - - - - - - - - - Schubert.
8. Dance of the Hours, from La Giaconda - - - Ponchinelli.

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THURSDAY MORNING.

The manufacturers assembled in executive session at ten o'clock for the purpose of closing up the business in hand.

JOBBERS.

At 9.30 the Jobbers met in executive session in the breakfast-room, and, after spending some time in discussing committee reports, took up the subject of "How to Enforce Uniform Terms," the opening address being made by Spencer James, of the Piedmont Hardware Co., Danville, Ky.

This was followed by an address by C. H. Miller, president of the National Hardware Mutual Fire Insurance Co., Huntington, Pa., who spoke on the subject, "Mutual Fire Insurance in the Southern Hardware Jobbers' Association."

A communication was presented by two officials of the American Hardware Manufacturers' Association, from that association, on the subject of special brands, and the communication was referred to a committee of five, of which O. B. Barker was chairman, to consider the question and report back to the association their recommendations on the subject.

The report of the executive committee was taken up for further consideration and the report adopted as a whole, and the recommendations therein concurred in.

Among the important recommendations adopted were:

We recommend an amendment to the constitution and by-laws: Any firm or corporation whose business is the selling of Hardware at wholesale, exclusive of machinery implements and mill supplies and whose sales to merchants shall not be less tnan seventy-five per cent. of their gross sales and who have not less than three regular salesmen on the road, and whose capital is not less than $50,000 upon application to the secretary in writing and a four-fifths vote of the executive committee may become a member of this association upon subscribing to the Constitution and By-Laws and payment of $25 membership, fee in advance, and agreeing to pay annual dues of $50 within thirty days after each meeting. We recommend that this association records its unqualified disapproval of any manufacturer marketing any part of his product through any other channel than the legitimate Hardware jobber, and when this policy is disregarded by any manufacturer offending party shall be reported to the secretary, who shall take the matter up through personal correspondence and endeavor to cause the manufacturer to discontinue this practice, and we further most earnestly protest against the manufacturer selling to small dealers at all, as by doing so the small dealers frequently purchase more goods than they can legitimately handle and therefore dispose of the surplus at cost to the damage of the jobbers for hundreds of miles around.

THURSDAY AFTERNOON.

GENERAL SESSION.

The members of both associations met in the ballroom at 2.30, with President Crumley, of the Jobbers, in the chair.

The "Catalogue House Question" was first taken up, and the meeting listened to the report of R. M. Dudley, chairman of the Southern Hardware Jobbers' Catalogue House Committee.

Mr. Dudley being absent his report was read by C. H. Ireland.

The report in part included a review of the original resolution under which Mr. Dudley was appointed a member of the Joint Committee. It complimented Secretary Carter for his assistance and reviewed a history of former unavailable work against catalogue houses. As a result of later work many houses have cut the catalogue houses from their list of customers, over 600 manufacturers having taken this action.

Co-operation is absolutely necessary to the success of this movement. He urged members of the Jobbers' Association to attempt to induce manufacturers now selling to catalogue houses to discontinue such practice, and stated that the committee was hopeful of even greater results provided co-operation is given.

W. P. BOGARDUS,

President of the National Retail Hardware Association, who has done so much thorough work on this subject, then addressed the meeting as follows:

Mr. President and Gentlemen of the Southern Jobbers' Association:

I wish to thank you for the courtesy of the invitation to come before you, and to assure you that the retail trade of the country appreciate the invitation to be present at your conventions, for the opportunities these occasions offer to compare notes, and to get knowledge of conditions and suggestions of ways to surmount and solve some of the problems that confront us. To put one's self in another's place is to come nearest to understanding his conditions. And as education comes from iteration, we come before you to present our point of view, and if possible impress it on you so that you may become interested in looking at conditions from our standpoint.

The retail trade stand in the position of the final distributors of the manufacturers' product. And the difficulties that they meet, and the questions that they must solve, should be of vital importance to both jobber and manufacturer.

ONE OF THE SERIOUS PROBLEMS THAT CONFRONT THE RETAILER is the competition of the catalogue house. A competition that is immoral and unfair. Immoral because it seeks to secure a monopoly by breaking down all opposition. Unfair by making very low prices on some standard goods it seeks to convey the impression that the retail trade are charging excessive prices to the consumer. We do not object to the catalogue houses selling goods. We have no right to do so. But we do object to their methods, and the help that they receive from manufacturers who supply them with goods at prices that permit them to undersell the balance of the manufacturers' trade, and so bring disorder and distrust between the manufacturer and the great majority of his distributing agents.

That the manufacturer must have distributing agents goes without question. That they must work in harmony is just as apparent.

Now if the manufacturer sells his goods making the quantity the only gauge of price, and taking the position that his interest in, and control over his output ceases when the goods



W. P. BOGARDUS,
President National Retail Hardware Association.

leave his warehouse, then the problem for the retailer becomes more serious, and the downfall or absorption of the manufacturer draws one step nearer.

THE GIVING OF PRICES FOR QUANTITY ALONE regardless of all other considerations is putting a weapon in the hands of unscrupulous catalogue houses to break down the other trade of the maunfacturers and to open the way to a combination that will absorb or control the manufacturing interest of the country. Do I state this too strongly? In the *Iron Age* of April 27th, 1905, you will find the following as a clipping from a Southern newspaper: "Wanted to buy the entire output, or part of the output, of Southern factories manufacturing furniture, woodenware, agricultural implements, machinery, blacksmiths' tools, vehicles, wagons, team harness, stoves, and such other heavy goods as are shown in our catalogue. We want to extend our connection with Southern manufacturers for the accommodation of our growing trade in the Southern States and arrange with manufacturers in all lines to ship direct to our customers on our orders. We are prepared to figure with manufacturers in the various lines for any part or all of their output."

That is to say, the catalogue houses purpose to make the manufacturers of the South their distributing agents. To have them send, to any one who orders from the catalogue house,

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a single stove, a set of harness, a wagon or any other article that may be ordered. If this proposition is accepted by the manufacturer of the South, what becomes of the retailer and jobber of the South, to whom will they sell goods? And when the retail trade of the South is broken down and the manufacturers have but the catalgoue house for a customer, what will be the prices the manufacturer will get for his output?

EVILS CREEP IN SLOWLY AND FROM SMALL BEGINNINGS.

The private ownership of cars; the secret rebates by railroads, and the accompanying favoritism and consequent ruin of those not in the ring, that has resulted in government investigation and a possible regulation of rates, did not come full-fledged into being. The great trusts and combinations that control for their own gain without regard to the effect on others, the avenues of commerce, raising and lowering the prices of the necessities of life without regard to the economic conditions of supply and demand, came into existence little by little and their restriction, control, or extinction depends on the arousing of a public sentiment that will demand that they play fair or quit.

When the idea first came to the catalogue house man that by cutting the prices on standard goods

A LARGE QUANTITY OF UNKNOWN GOODS COULD BE PALMED OFF ON THE PUBLIC

at good prices, and at the same time doubt and suspicion could be cast on the retail trade, for he recognized from the first, which the jobber did not, that his success meant the failure of the retailer. At first it was considered good business for the jobber to supply the wants of the catalogue house, and the catalogue house grew apace. The retailer soon discovered that he was being hurt, and that in the house of his friends. He protested, with but little success. In the meantime the jobber was learning that the margin on standard goods was getting very small and to recoup himself goes to the manufacturer with this proposition that the manufacturer should make for the jobber a lot of goods that were not to be stamped with the manufacturer's name, but should be stamped with such names and brands as the jobber might select. While the proposition was not entirely satisfactory to the manufacturer, yet in the hope of increasing his business he consented. Other jobbers asked and received the same favors. It was not long until the manufacturer found that he had made a mistake. That he was losing his identity, and that his own brand of goods was being either sacrificed for, or crowded out of the market for special brands.

THE RETAILER WHO AT FIRST THOUGHT THE SPECIAL BRANDS WOULD HELP HIM

soon discovered that they were not always to be relied upon. That while the special brands on some goods mean steady reliable goods, that could always be counted on, it very often meant everything but steadiness and reliability. For one year the brands were put on by one factory and the next by another factory, because of a lower price and consequent reduction in quality until the brand meant nothing as to quality, but simply that the goods were made up for the jobber whose name they bore. Thus a condition of things has arisen that to the manufacturer is no longer bearable, and all branches of the trade are suffering the evil effects of the movement. The goods that the retail trade have made standard are being used as catspaws to palm inferior goods onto the public.

Great evils demand heroic treatment. But some one says what is the use of bothering? We cannot help the conditions, nor can we change them. Is it true that there is a steady drift towards consolidation that is the

OUTCOME OF ECONOMIC CONDITIONS THAT WE CANNOT CONTROL?

Is it true that the manufacturer is so hampered that he cannot control the prices on his goods? Is it true that the responsibility of the manufacturer for his goods ends when they leave his warehouse? Is it true that under threat of additional competition the manufacturers are bound to conditions that will ultimately break down nine-tenths of their trade and centralize the business in the large cities? Or, is it true that the drift towards consolidation is not the outcome of economic forces over which we have no control, but a fever that will run its course and subside. A fever that has been encouraged by government aid through the postal law, and by the further hope that the government would enter more largely into the transportation business, in competition with its citizens doing the work so cheaply, the taxpayer paying the shortage, that the present facilities would be broken down. Facilities that are not surpassed in any other part of the world. Paternalism should have no place in this country.

GOVERNMENT IS A POLITICAL INSTITUTION,

not a business institution. The natural outcome of paternalism is socialism, and socialism leads to the destruction of individual rights and government and morals and religion and the establishment of a reign of terror that would appal humanity.

From the point of view of a retail man, a partial remedy for these growing evils is to realize that business is an avocation by which we earn our living. That success should not be measured by our ability to sell cheaper than our neighbors. That reputations are based on honesty and fair dealing and not on sharp practice and misrepresentation. I would

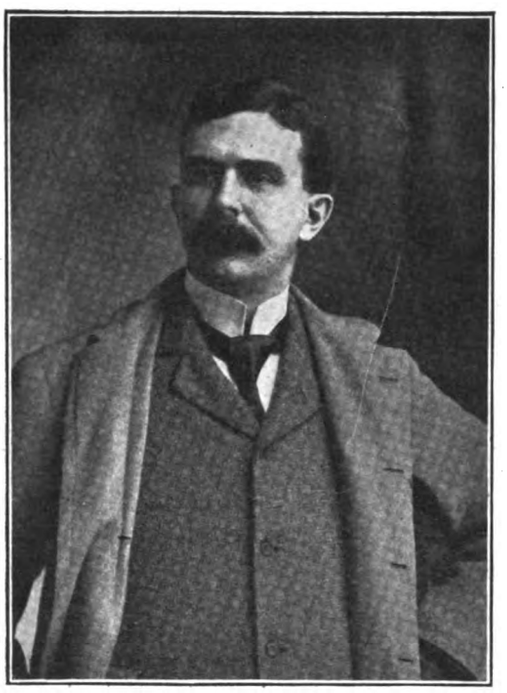
CUT OUT THE GROWING EVIL OF SPECIAL BRANDS.

If the jobber is needed to distribute the manufacturers' goods, and I do not see how he can be dispensed with, let the manufacturer arrange to protect him, by giving him prices that will encourage him to handle the manufacturers' standard brands. Discard forever the idea that quantity alone should govern prices. See that retail stores, no matter how much they buy, or under what form or guise they may approach the manufacturer, do not get the prices given the jobber.

PROTECT THE JOBBER AND HE WILL PROTECT THE RETAILER,

and standard goods will be sold at a profit, and catalogue houses will stand on the same footing that other retail stores stand and there will be a chance for all of us. There is something radically wrong when retailers can buy of manufacturers as cheap as jobbers, especially when the retailers do not buy to exceed ten per cent of the manufacturers' output. The remedy for this condition of things is in the manufacturers' hands.

He was followed by S. Norval, chairman of the Joint Committee, who, in his usual able manner, gave an interesting talk on the same subject.



S. NORVAL,
Chairman Joint Committee.

Mr. Norval spoke in part as follows:

It was predicted a year ago that the catalogue house movement would soon play out. The record shows the contract. He expressed surprise at the ignorance evidenced by both jobbers and manufacturers as to the actual facts of the case. The committee has tried to avoid publicity and antagonizing. There are seven classes among manufacturers as regards this question. One class say they will not sell catalogue houses, of these one class do not sell them. Another say they do not sell these houses, but their goods reach these houses indirectly, and another say they will not sell, but do. Another class sell under price maintenance contract; of this class one makes such a price as to give retailer a profit, the other class the reverse. Still another class are non-committal in the matter.

Class number seven continue to sell where they please, claiming that objection to catalogue houses is interfering with modern progress and that goods should reach the consumer at the lowest possible price. The catalogue houses matter is a question of 'protection' as surely as protective tariff. Some manufacturers seem very short-sighted, refusing to see that the work of this commission is for the greatest good of each member. It costs jobbers 15% to do business, the retailers 20%, so the manufacturers must add at least 35% to their list before there is one cent of profit either to jobber or retailer.

Anything that establishes a standard of prices affects every one in the trade. If a catalogue house cuts a price a cut all along the line results. The greatest evil of catalogue houses is that they create a low standard of prices. The greatest argument the

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jobber has in selling special brands is the catalogue house. In this Mr. Norvel takes a stand exactly the opposite of the resolutions passed this week by the manufacturers. The speaker continued:

"The jobbers have been very long suffering; it is time they were doing something. If the manufacturer wants catalogue house business jobbers will turn catalogue houses, or manufacturers. Catalogue houses do not maintain any prices on any goods—in some cases even returning some of the money sent by customers." Mr. Norvel accused the committee of nineteen of stirring up suspicion of the jobber in the minds of the retail dealer. The resolution will hurt the jobbing business. The speaker advanced the claim that manufacturers make many goods without their firm name; that jobbers use more enterprise on the putting up special brand goods; that they have originated many improvements in goods; that special brands are in the majority of cases better goods in quality and finish and packing than the same goods put out under manufacturers' brands, the whole question is a question of who shall control. Jobbers want manufacturers' brands, so more than one firm in a town can be sold. There are not enough manufacturers' brands to go around. There should be more of them. The jobbing drug trade of this country has been practically ruined by cutting out special brands and limiting territory. In conclusion, if manufacturers do not want special brands, why don't they stop making them? If jobbers can't buy goods in this country as they want them they can work for free trade and buy goods abroad. Is the retail dealer so unintelligent that he will continue buying special brands if the goods are inferior? The small manufacturers are assisted by the increased facility of getting their goods on the market, therefore the large manufacturers in insisting on cutting out special brands is cutting out the small manufacturer.

C. W. Asbury took the floor and in a short speech reminded those present that this was the Crystal anniversary of the Jobbers' Association, and that it was his pleasant duty in presenting to President Crumley a crystal-handled knife from ex-Gov. Goodell. President Crumley accepted the gift with sincere thanks.

The unavoidable absence of W. P. Smith removed the next number on the programme, "Where Are We At?" which was to have been the subject of Mr. Smith's address.

Irby Bennett, chairman of the Reception Committee, presented President Crumley, in a few well-chosen words, with the gavel given to the association several years ago. This was accepted by Mr. Crumley, who was deeply touched. Mr. Bennett also promised a new gavel before the next convention. President Birge, of the Manufacturers' Association, spoke briefly of the high regard in which Mr. Crumley is held by the members of that organization.

Harry Wise, of the *Tradesman*, next addressed the meeting on

"ADVANTAGES AND OPPORTUNITIES AFFORDED BY THE SOUTH FOR MANUFACTURING."

We are living in an era of what might be termed competitive competition, for not only do manufacturers in kindred lines find it essential to sell in competition, but to manufacture under the same conditions, so that the vital necessity is economy in production.

Margins of profits have gradually dwindled until economical methods only can hope to result in profitable investments.

This being the case (and I have no doubt but that you will agree with me that it is), the necessity exists that those who are the producers to seek

CONDITIONS MOST FAVORABLE TO THEIR INTERESTS.

Man's struggle for existence with his Nemesis. "The survival of the Fittest" constantly staring him in the face, has dwarfed his sentimental nature and made of him the strictly business man. So I will not speak of nature and nature's Creator, but launch you without introduction or comment into that section of our country which lies between 26 degrees and 39 degrees N. latitude and 110 degrees W. longitude, and popularly designated as the South.

I must of necessity keep within certain bounds, or else it would require volumes to exhaust a

SUBJECT SO PREGNANT WITH POSSIBILITIES.

I will therefore limit myself to such matters as I believe are of special interest to you: but what I say in this particular holds equally good in every line, for the South to-day has that to offer which no other section of the civilized globe possesses.

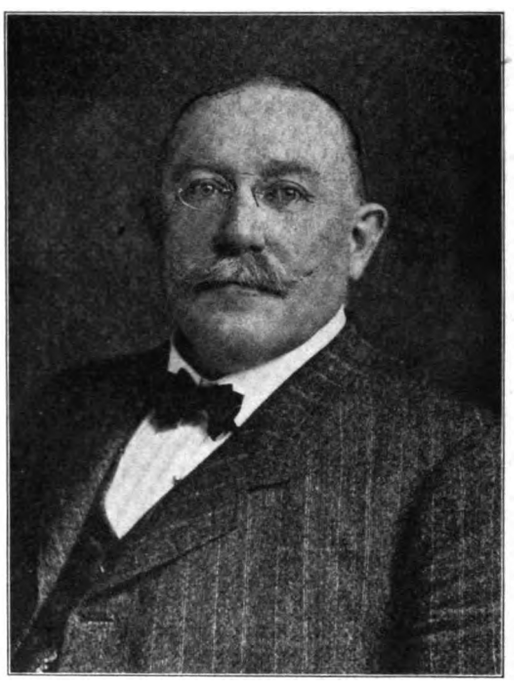
In 1903 the total value of pig iron produced in the United States was $285,065,456. The value of the bituminous coal was $327,075,530. Of the former the South's quota was $61,378,938. and of the latter, $91,628,655. During the same year the total of mineral products in the South, which included the coal and iron, represented a value of $234,194,422, and the value of the lumber in the same year was $185,727,890, making a total of these two classes of products of $419,922,312.

In 1900, the latest available statistics, there was invested in the South in manufacturing industries $953,875,192, turning out products valued at $1,184,398,684, showing an increase in investment since 1890 of $443,080,832, and in production an increase during that period of $477,564,290, and I feel safe in the assertion that during the past five years the ratio of increase has been greater by over 75%.

These few figures are simply to give you a general idea of one branch of the South's resources, as you will note that cotton, live stock, grain, farm porducts, etc., have not been mentioned, for it is not necessary to call your attention to the solvency of the section to-day nor the fact that it is gradually becoming the country's greatest producing section. I mentioned coal, lumber and iron, because they are the materials that you specially need, and I mentioned also what the South was already doing in the manufacturing line. These facts and figures are simply an evidence that

THE SOUTH IS THE LOGICAL MANUFACTURING SECTION

of the United States. Having the raw material, and having it in inexhaustable quantities, is not, I admit, in itself sufficient, but when this is coupled with the fact that the climatic and labor conditions are more than satisfactory, that in the past year over half the railroads in construction and placed in operation were in the South, that Southern ports for export are numerous and accessible, that facilities for economical handling and distrib-



FRANK GUILDENER,
of the Freight Committee.

uting of products are here, that we have everything you want, and have it at hand, it is easy to understand that the South is worth your serious consideration.

In speaking of the South, one is prone to forget exactly what it means. When we stop to consider that it embraces about one-third the area of the United States and includes about one-fourth its population, we begin to realize that it is quite an important section. And again, everything that is grown, mined or made elsewhere in this land of ours is grown, mined and made also in the South, and in addition there is much that is exclusive to that section only.

So when I speak to you of the advantages offered you by the South for manufacturing, I need only point out the fact that if your raw material to-day is not already a Southern product, it certainly will be, in part at least, in the near future.

The industrial growth of the South has been the result of certain existing conditions. The inherent wealth that has lain dormant so many years, was only called into service through the necessity which was the author of its development. Once this development commenced it grew to tremendous proportions, and the greater the development the greater has been the knowledge of what still remains to be discovered.

We have, therefore, in the South, in one section or the other, every requirement for the economical production of every manufactured product.

No matter what you make you will find in the South one or more localities that would make it possible to produce what you now manufacture economically and under circumstances

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and conditions that I am reasonably safe in asserting are an advantage over that which you now enjoy.

The question of easy access to necessary material and the economical handling of it is, of course, the most essential matter to be considered. There are other conditions, however, which have to be taken into account.

THE DISTRIBUTION OF FINISHED PRODUCTS.

I will later on call your attention to some special details relative to some of the more important cities bearing on the facilities offered for distributing the finished products throughout the South, and for Northern and Western points and for export, but I wish now to call your special attention to the fact that practically all the future commerce with Mexico and the South American Provinces, as well as the Island Province lying between, will emanate largely from the Southern States, and with the completion of the Panama Canal opportunities will be opened up that will practically change the present centers of trade. One need not be a prophet to foretell what the future in this particular holds in store for us.

LABOR CONDITIONS.

With only sufficient exception to prove the rule, it is safe to state that the South is practically free from strikes, lockouts and other labor disruption. It will be within the province of this paper to discuss the conditions which make this so, but suffice it to say that the dangers from this source are very remote, even after the section has doubled its population.

THE CLIMATE.

Another feature most favorable to manufacturing is the climatic conditions prevailing almost in all sections of the South. To lose a day on account of extreme heat or cold is a rarety, the working classes are not subjected to the same unfavorable conditions as exist in the North and West, and, strange as it may seem, the summers in New York, on an average, are more trying than they are in Florida or Texas. True, the summers in the South are longer, but they are less severe.

IMPORTS AND EXPORTS.

New Orleans, Charleston, Savannah, Mobile, Galveston and a number of other seaport cities offer facilities for coastwise and export trade equal to any ports on the Atlantic or Pacific coasts, and some of them have already gained supremacy in certain lines.

THE RAILROADS.

The many trunk lines of railroads now ramifying the South and building on each day, have grown and developed with the sections through which they extend, and are working arduously for the upbuilding of the entire South. Gradually, as conditions warrant, they are making it possible for those, even in remote sections, to ship everywhere and anywhere, and it is only a question of volume before every section of the South will be on a parity as to shipping facilities with every section in other localities.

SOUTHERN PRODUCTS.

How long ago was it that it was said that no good cutlery was made outside of Sheffield, or that innumerable other products could only be produced at certain foreign points? Not long, within the recollection of nearly all of us. Many Southern products have already gained a place among the standard goods. A few years ago it was said that the South only used second-hand machinery and cheap goods of all classes; to-day it is admitted that the best and only the best can find a ready market. New industries naturally equip themselves with the latest and best machinery, and it is somewhat on this account that the Southern textile mills have become such formidable competitors, and it is on this account that the South already has forced recognition for many of it goods, and an added reason why as it grows and develops it will increasingly continue to do so.

And now what are

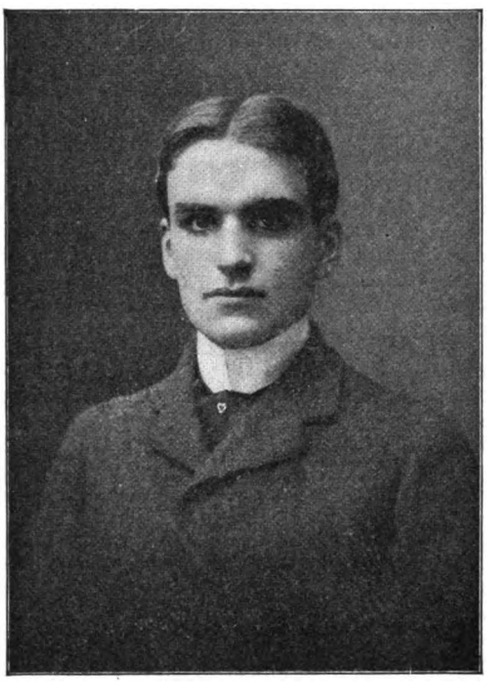
THE OPPORTUNITIES OFFERED MANUFACTURERS?

I have partially mentioned these, the close proximity to Mexico, South America and the nearness to the Panama Canal, these of themselves open up great possibilities, but even greater than these is the fact that the South is almost a virgin field, a section only in the chrysolis stage, demanding little, offering much, all, in fact, that has been offered as to its advantages, express as well its opoprtunities.

Do not understand me to say that the South expects or even wants its manufacturing interests built up and developed at the expense of any other section. On the contrary, we who know best what we may expect, foresee that to economically meet the rapidly growing demands required for consumption in the South and the territory it controls, and because of the foreign markets which it can most advantageously supply, the goods themselves will have to be made in the South; this section will require manufacturers far in excess of its present ones, to supply its needs and demands.

For years the South, possessing every resource and advantage that it has to-day, was urging investors to come and locate on any terms and conditions. Without money of its own, it was exerting all its influence to encourage those more fortunate, to help develop what a kind Providence had endowed it with. And it took years to have the cry heeded. The South had little attraction for financiers, but its own people were wise in their generation; if they could not have large industries, they could, by pluck, energy and enterprise, develop what they had, and it was only after success had crowned their own efforts that the country awoke to the realization of what it really meant.

The South to-day is as anxiuos as ever to encourage manufacturers to locate, but conditions have somewhat changed. We



EDWIN A. MALTEN,
of the Freight Committee.

are lenders now, not borrowers, and enterprises are not only still welcome, but financed as well.

Thus you have a general idea of what the South is doing and what it has already done. The various sections have presented my proposition for me, accurately and intelligently. You can for yourselves read between the lines and discover what are the advantages and what the opportunities that the South to-day affords manufacturing enterprises. There is food for much thought in this and good and sufficient reasons for giving the subject thorough consideration. We are not builders of to-day. It is always the to-morrows that occupy our thoughts.

The South will in the lives of some of us present to-day represent the section of the United States that will produce within its borders the bulk of every manufactured product this country turns out, that is made of iron, steel, wood or cotton, and it will ship from its various ports in time the bulk of the tonnage of all freight destined for the Southern Atlantic ports, the entire Pacific and the Orient.

The industrial development in the South in recent years will in a measure serve as an index as to what is taking place along this line, and what may naturally be looked forward to. The new industries and industrial organizations, as reputed by *The Tradesman* for the past four years showed the following as to:

1901	3,675
1902	4,440
1903	5,236
1904	5,596
And for the first quarter of 1905	1,447

which indicates that during the present year the number will reach nearly the 6,000 mark.

This marvelous growth, I wish to impress on your minds, has not been at the expense of any other section, but is due to natural causes; the development of the section itself has made it essential and the industrial growth will continue in direct proportions to that development.

CONCERT AND RECEPTION.

Thursday evening the conventions were again entertained by the Philharmonic Band, this time on the lawn in front of the hotel. An informal reception was held afterwards that was universally enjoyed.

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FRIDAY MORNING.

The only session held on Friday was that of the Jobbers, who met in executive session at 9.30 and proceeded to wind up the business of the week.

The following officers were elected for the ensuing year:

PRESIDENT—F. B. Dunlop.

FIRST VICE-PRESIDENT—J. F. Warren.

SECOND VICE-PRESIDENT—Frank Gray.

EXECUTIVE COMMITTEE—O. B. Barker, C. H. Ireland, Bruce Keener, W. W. Webber.

The next place of meeting in 1906 will be Virginia Hot Springs. Convention adjourned.

SOUVENIRS.

Among the many handsome souvenirs given out at the convention were the following:

E. C. Atkins & Co., Indianapolis; gun metal watch and silk and gun metal fob.

Dana Manufacturing Co., Cincinnati; leather card case and memorandum pad.

National Enameling and Stamping Co., Baltimore; shaving cup and pin tray.

Peters Cartridge Co., Baltimore, Md.; unique paper weight.

American Axe & Tool Co., Glassport, Pa., miniature axe.

International Cutlery Co., Fremont, Ohio; "Star" razor, and pocket scissors.

Boss Washing Machine Co., Cincinnati; "pocket surgeon," court plaster case.

Blacklock Foundry, South Pittsburgh, Tenn., miniature kettle and standard in aluminum.

Daisy Manufacturing Co., Plymouth, Mich.; mirror paper weight.

Nicholson File Co., Providence, R. I.; manicure in sterling silver case.

Yale & Towne Manufacturing Co., New York; paper weight of unique design.

Hopkins & Allen Arms Co., Norwich, Conn.; embossed picture.

North Brothers Manufacturing Co., Philadelphia, Pa., pocket tool holder.

American Can Co., New York; set of dice in miniature tin pail.

Simonds Manufacturing Co., Fitchburg, Mass., badge and pencil of sterling silver.

American Fork & Hoe Co., Cleveland, Ohio; embossed calendar.

Winchester Repeating Arms Co., New Haven, Conn., watch fob with gold charm.

Dover Manufacturing Co., Canal Dover, Ohio, miniature sad iron.

Oneida Community, Oneida, N. Y., silver spoon with gold bowl.

Russell & Erwin Manufacturing Co., New Britain, Conn., souvenir screw driver.

American Sheet & Tin Plate Co., Pittsburgh, pedometer.

Reading Hardware Co., Reading, Pa., "Owl" mantel, ornament, brass medalion pin tray and ink stand.

Fayette R. Plumb, Inc., Philadelphia, hammer.

Meriden Cutlery Co., Meriden, Conn., miniature anvil paper weight of aluminum.

J. D. Warren Manufacturing Co., desk cabinet.

Bullard Automatic Wrench Co., Providence, R. I., miniature wrench.

ATTENDANCE.

The following were among those in attendance:

A. C. Albrecht, Philadelphia, Pa.: Charles W. Asbury, Philadelphia, Pa.; Mrs. Charles W. Asbury: Mr. and Mrs. John E. Avery, Atlanta, Ga.; Mr. and Mrs. Henry W. Avery, Cleveland, Ohio; Mrs. Charles Allen, Philadelphia: J. H. Allen, New York City.

A. T. Babcock, New York City: Mr. and Mrs. O. B. Barker and Miss Lelia Barker, Lynchburg, Va.: Henry H. Beers, Richmond, Va.; Louis G. Beers, Trenton, N. J.; John C. Beggs, Springfield, Mass.; Wm. R. Belknap, Louisville, Ky.: Howard R. Bemis, Springfield, Mass.; N. Benedict, Memphis, Tenn.; C. H. Bennett, Plymouth, Mich.: Irby Bennett, Nashville, Tenn.: W. H. Bennett, Chicago, Ill.; Mr. and Mrs. John M. Berry, Rome, Ga.: Clement M. Biddle, New York: Samuel A. Bigelow, Boston, Mass.: Mr. and Mrs. J. C. Birge, St. Louis, Mo.: Miss Ada Birge, St. Louis, Mo.; Walter Birge, St. Louis, Mo.; S. B. Bispham, New York City; John L. Blaisdell, Providence, R. I.; Frank R. Blauvelt, New York City; W. P. Bogardus, Mt. Vernon, Ohio; A. Eugene Bolles, New York City; G. Bommer, Brooklyn, N. Y.; J. S. Bonbright, Philadelphia, Pa.; A. W. Bond, Baltimore, Md.; J. C. Brammi, Plantsville, Conn.; S. H. Brown, Oklahoma City, O. T.; E. G. Buckwell, Cleveland, Ohio; J. W. Bailey, Lynchburg; A. C. Briggs, Richmond, Va.; A. Barritt, New York; C. P. Bowman, Staunuton, Va.

Senator Edward W. Carmack, of Tennessee; Mr. and Mrs. C. B. Carter, Knoxville, Tenn.; J. A. Carter, Cleveland, Ohio; R. D. Carver, Birmingham, Ala.; Mrs. Elizabeth D. Carver, Birmingham, Ala.; Mr. and Mrs. George E. Chatillon, New York City; H. P. Chenoweth, Birmingham, Ala.; Mr. and Mrs. W. A. Chenoweth, Birmingham, Ala.; A. W. Clark, New York City; Frank I. Clark, Fitchburg, Mass.; Mr. and Mrs. F. S. Colvin, Wilmington, Ohio; G. L. Corbin, New Britain, Conn.; George W. Corbin, New Britain, Conn.; M. L. Corey, Argos, Ind.; W. A. Corry, New York City; W. M. Cosgrove, Columbus, Ga.; Mr. and Mrs. Frank S. Cowles, S. Norwalk, Conn.; W. M. Crumley, Atlanta, Ga.; R. M. Crumley, Atlanta, Ga.; Mr. and Mrs. H. A. Curtiss, Meriden, Conn.; Mr. and Mrs. William A. Corry, Cincinnati; Mrs. W. A. Corry, New York City: Mrs. W. A. Chenoweth, Birmingham, Ala.; Miss Chenoweth, Birmingham, Ala.; Miss Julia Cabanne, St. Louis.

George F. Dana, Cincinnati, Ohio; G. S. Davidson, Memphis, Tenn.; H. A. Dean, Rome, Ga.; O. S. Decker, Pittsburgh, Pa.; S. C. Dinkins, Atlanta, Ga.; John Donnan, Richmond, Va.; Frank G. Drew, New Haven, Conn.; R. M. Dudley, Nashville, Tenn.; A. E. Duncan, New Britain, Conn.; Mr. and Mrs. F. B. Dunlop, Ft. Smith, Ark.; H. M. Davis, Pittsburgh; Louis Dietz, Cincinnati, Ohio; Harry C. Disston, Philadelphia; Dwight Divine, Ellenville, N. Y.; S. St. J. Eshleman, New Orleans; Mr. and Mrs. H. M. Davis, Pittsburgh; Mr. and Mrs. George Davidson, New York City; Mrs. Elizabeth Davidson, New York.

Clarence A. Earl, New Britain, Conn.; Mr. and Mrs. T. G. Ewing, Gadsden, Ala.; E. L. Enneking, Cincinnati, Ohio.

T. James Fernley, Philadelphia, Pa.; E. C. Ferriday, Wilmington, Del.; William J. Fickle, Bristol, Tenn.; W. H. Foege, Chicago, Ill.; J. A. Fopeano, New York City; C. F. Forsyth, Meriden, Conn.; H. C. Fox, Pine Bluff, Ark.; J. S. French, Cincinnati, Ohio; W. B. Fox, Jr., New York; D. W. Fleming, Anniston, Ala.

Mr. and Mrs. Robert Garland, Pittsburgh, Pa.; Miss Alice Garland, Pittsburgh, Pa.; Jos. W. Gates, Philadelphia, Pa.; T. W. Gathright, Atlanta, Ga.; J. J. Gilmore, Chicago, Ill.; Mr. and Mrs. B. M. Gladding, Memphis, Tenn.; N. A. Gladding, Indianapolis, Ind.; Ex-Gov. D. H. Goodell, Antrim, N. H.; R. C. Goodell, Antrim, N. H.; T. H. Gossett, New York City; James C. Griffin, Erie, Pa.; C. W. Griswold, New Britain, Conn.; J. H. Grubb, Philadelphia, Pa.; Frank Guildener, New York City; Miss W. A. Gladding, Indianapolis.

B. F. Hadley, Columbus, Ohio; D. P. Hale, Sandersville, Ga.; Geo. B. Harbster, Reading, Pa.; Mr. and Mrs. J. E. Harbster, Reading, Pa.; Mr. and Mrs. Mathan Harbster, Reading, Pa.; Lewis R. Hardy, Louisville, Ky.; C. B. Hancock, Bluefield, W. Va.; Mr. and Mrs. George H. Harper, Baltimore, Md.; Mr. and Mrs. George P. Hart, New Britain, Conn.; Mr. and Mrs. Harry D. Harvey, Baltimore, Md.; Master Harold LeRoy Harvey, Baltimore, Md.; George L. Haven, New Britain, Conn.; Paul E. Heller, Newark, N. J.; Elias G. Heller, Newark, N. J.; Jos. L. Hemp, St. Louis, Mo.; Mrs. Jos. L. Hemp, St. Louis, Mo.; T. B. Hendrickson, Reading, Pa.; John Hoen, Baltimore, Md.; George F. Holton, Catasauqua, Pa.; Jos. M. Hottel, Philadelphia, Pa.; E. C. Hough, Plymouth, Mich.; S. B. Hubbard, Jr., Jacksonville, Fla.; Jas. Hutchinson, New Britain, Conn.; B. A. Hawley, New Britain, Conn.; W. H. Hayes, Pittsburgh; T. L. Hosball, Atlanta; Miss Hemp, St. Louis; F. L. Hoshel, Atlanta, Ga., E. C. Atkins & Co.

Edw. Ingalls, Newark, N. J.; Charles H. Ireland, Greensboro, N. C.

W. B. Jackson, Athens, Ga.; G. N. Jacobi, Reading, Pa.; James Spencer, Danville, Va.; G. W. Jeffords, Columbus, Ohio; Mr. and Mrs. M. P. Jemison, Tuscaloosa, Ala.; W. T. Johnson, Glassport, Pa.; R J. Johnston, Philadelphia; E. G. Jacques, New York; Charles T. Johnson, Canal Dover, Ohio; S. J. Johnson, Philadelphia.

Mr. and Mrs. Bruce Keener, Knoxville, Tenn.; T. H. Keller, Cincinnati, Ohio; J. E. Kelley, Fitchburg, Mass.; Mr. and Mrs. J. P. Kelly, Charleston, W. Va.; C. M. King, Allegheny, Pa.; Mr. and Mrs. Charles P. King, Atlanta, Ga.; A. M. Kinsley, Oneida, N. Y.; George D. Kirkham, Memphis, Tenn.; Mr. and Mrs. Lewis W. Klahr, Philadelphia, Pa.; Mr. and Mrs. George W. Knapp, Baltimore, Md.; George L. Knight, Nashville, Tenn.; Mr. and Mrs. F. S. Kretsinger, Cleveland, Ohio; Miss Mildred Kretsinger, Cleveland, Ohio; J. H. Keating, Chicago; Miss K. Knapp, Baltimore, Md.

B. Luerssen, Reading, Pa.; Robert M. Lee, Erie, Pa.; S. R. Leonard, Oneida, N. Y.; Mr. and Mrs. Henry B. Lupton, Pittsburgh, Pa.; Chas. M. Luthy, Columbus, Ohio; S. B. Luttrell, Knoxville, Tenn.; R. F. Lund, Canal Dover, Ohio; Robert M. Lee, Erie, Pa.; C. F. Lowe, Monroe, N. C.; John J. Ladrick, Cleveland; J. H. Lake, Greenville, Miss., Goyer Company; Edw. Lee, Knoxville.

Mr. and Mrs. James J. Mandelbaum, Little Rock, Ark.; Mahlon H. Marlin, New Haven, Conn.; Mr. and Mrs. W. H. Matthai, Baltimore, Md.; W. L. Mayer, Fitchburg, Mass.; Joseph J. McCaffrey, Philadelphia, Pa.; H. J. McHue, Chicago, Ill.; J. C. McDonald, Reading, Pa.; Mr. and Mrs. O. C. Mead, Louisville, Ky.; Mr. and Mrs. Fred. S. Merrick, New Brighton, Pa.; Mr. and Mrs. F. D. Mitchell, New York City; Guy Mitchell, Atlanta, Ga.: Mr. and Mrs. John G. Mohn, Reading, Pa.; Mr. and Mrs. J. D. Moore, Birmingham, Ala.: Miss Moore, Birmingham, Ala.; V. A. Moore, Atlanta, Ga.: F. E. Muzzy, Chicopee Falls, Mass.; Mr. and Mrs. C. L. Miller, Pittsburgh: S. L. Mitchell, New Orleans: D. M. Milligan, Philadelphia: G. J. Metzler, Halifax, N. S.; Charles C. McFarlane, Cincinnati; G. G. Moore, Roanoke, Va.; Miss Lucy Matthews, St. Louis.

George B. Nichols, New Britain, Conn.; George M. North, Cleveland, Ohio; A. A. Norton, Chicago, Ill.; Mr. and Mrs. S. Norvell, St. Louis, Mo.

Thomas O'Brien, Norwich, Conn.; George T. Oliver, Pittsburgh, Pa.; John C. Oliver, Pittsburgh, Pa.

George S. Parkes, Birmingham, Ala.: J. B. Parrent, Atlanta, Ga.; Thomas E. Parnell, Chattanooga, Tenn.: A. W. Peck, New York City: Robert N. Peck, New Britain, Conn.; E. E. Perry, Norwich, Conn.; E. R. Philip, Atlanta, Ga.; E. Bertram Pike, Pike, N. H.; Mr. and

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Mrs. Fayette R. Plumb, Philadelphia, Pa.; H. B. Plumb, New York; Wallace L. Pond, Providence, R. I.; James Powell, New Britain, Conn.; H. W. Powers, Bristol, Tenn.; H. M. Price, Mobile, Ala.; C. B. Parsons, New Britain, Conn.; C. H. Parsons, New Britain, Conn.; H. S. Perkins, Louisville, Ky.; Miss M. Poe, Baltimore.

J. T. Rader, Fremont, Ohio; Mr. and Mrs. S. Y. Reigner, Reading, Pa.; H. G. Reinicker, Baltimore, Md.; S. B. Richards, Reading, Pa.; C. E. Roberts, Chicopee Falls, Mass.; H. H. Roberts, Philadelphia, Pa.; N. G. Robertson, Wyoming, Pa.; Charles F. Rockwell, Meriden, Conn.; A. G. Renan, Louisville, Ky.

John S. Sanders, Atlanta, Ga.; J. M. Sanders, Moundsville, W. Va.; Alfred Sang, Pittsburgh, Pa.; George H. Sargent, New York City; L. H. Schmitt, Plantsville, Conn.; Mr. and Mrs. F. A. Schumacher, Reading, Pa.; J. H. Schumacher, Houston, Tex.; Mr. and Mrs. Ben. J. Schuster, Selma, Ala.; F. L. Scott, Paducah, Ky.; F. S. Seeley, New York City; Ludlow S. Sherwood, Cleveland, Ohio; A. P. Shirley, Pittsburgh, Pa.; G. K. Simonds, Fitchburg, Mass.; Herbert F. Smith, Indianapolis, Ind.; Herbert E. Smith, Pike, N. H.; W. P. Smith, Rogersville, Tenn.; Frank M. Snook, Cincinnati, Ohio; Samuel Spencer, Washington, D. C.; J. C. Sproull, Anniston, Ala.; A. W. Stanley, New Britain, Conn.; James N. Stanley, New Britain, Conn.; Daniel Stern, Chicago, Ill.; Miss Rebecca E. Stern, Chicago, Ill.; William K. Stone, Atlanta, Ga.; D. K. Stucki, Buffalo, N. Y.; J. B. Sullivan, Jr., Rome, Ga.; W. W. Supplee, Philadelphia, Pa.; Charles Stallberg, Toledo, Ohio; Mr. and Mrs. William G. Smythe, Providence, R. I.; W. W. Sullivan, Anderson, N. C.; J. C. Stewart, Monroe, N. C.; F. B. Smith, Charlotte, N. C.; H. C. Shaaber, Reading, Pa.

Hon. William H. Taft, Washington, D. C.; William Taylor, Pittsburgh, Pa.; Mr. and Mrs. W. M. Teague, Montgomery, Ala.; J. J. Teeple, Philadelphia, Pa.; F. C. Thornley, Providence, R. I.; Frank M. Tobin, Norwich, Conn.; J. H. Towne, New York City; Mr. and Mrs. I. G. Treat, Reading, Pa.; F. C. Tuttle, Cincinnati, Ohio; George E. Tyson, Reading, Pa.; George K. Taylor, Columbus, S. C.

F. J. Waddell, Wilmington, Del.; Walter F. Wallace, Chicago, Ill.; J. D. Warren, Chicago, Ill.; George G. Weaks, Monroe, La.; W. W. Webber, Ft. Smith, Ark.; A. E. Welti, New York City; Mr. and Mrs. George B. Whiteside, Columbus, Ga.; Mr. and Mrs. Charles H. Wier, Baltimore, Md.; George F. Wiepert, New York City; R. R. Williams, New York City; Harry Wise, Chattanooga, Tenn.; W. B. Wood, Cleveland, Ohio.; Charles R. Wright, Vicksburg, Miss.; A. M. Wooster, Utica, N. Y.; H. L. Wilson, Detroit, Mich.; E. W. Whitehead, Walden, N. Y.; C. Worthington, Stanton, Va.; J. M. Wood, Philadelphia; Mrs. F. J. Waddell, Wilmington, Del.; S. W. Wilson, Pittsburgh.

ANCIENT AND MODERN LOCKS AND KEYS.

Who Was the First British Lockmaker?

An enthusiastic inquirer into the origin of the Hardware goods he handles, asks the question, "Who made the first lock?" The antiquity of locks goes back far into the past, and reaches away beyond written records, making it impossible to answer the question asked. We are, however, inclined to extend the query and make it to read, "Who were among the earliest makers of locks in England?" in the hope that some of our readers may discuss the question in our columns, and bring to light the names of those early pioneers of the lock-making industry, which has rendered the Black Country, with its numerous Hardware cottage industries, so famous for several centuries.

Locks play an important part in the stock of every builders' and cabinet ironmonger, and their different uses should be learned during the early days of apprenticeship. The manufacture of locks has been one of evolution commencing with the most simple forms of fastenings. Different methods of securing doors and chests have been adopted from earliest times by all civilized nations. English museums contain valuable examples of the early art of lock making, says the *Ironmonger's Chronicle*, many of which belong to the Roman period. Some of the ancient keys now owned by collectors have been discovered in the beds of rivers and buried in the remains of old fortifications. They are usually made of bronze, and are often covered with rich green patina. Many of these specimens clearly show how the wards in old locks were arranged, and although their uses could only be guessed at, it is evident that some wonderfully intricate locks kept the intruder out of old chests and prevented an unlawful entrance into castles and strongholds. There seems to be a dearth of specimens of English keys from the eighth to the thirteenth centuries. Probably this is owing to the fact that English artificers of that period used soft iron instead of case-hardened bronze. In the thirteenth century Gothic architecture had reached its highest point of perfection, and many of the examples of keys, with elaborate bows, now in existence, belonged to cathedrals and monasteries, the remains of which are dotted all over the country. Some of the grilles and wrought-iron work of the thirteenth, fourteenth and fifteenth centuries are still preserved in their original position in many of our old churches. The fifteenth century showed a marked improvement in the locksmith's art in England, the severe form of the lozenge-shaped bow becomes modified and Gothic decoration takes its place. The Guildhall Museum in London possesses two fine examples of this period. The early part of the sixteenth century wrought-iron keys were ornamental with graceful trefoil bows and moulded stems, several examples of which have been discovered in Somersetshire. Gothic decoration was long continued, and formed a prominent feature in the designs of wrought-iron work in this country. The locksmith's art is said to have attained its highest point of excellence in the reign of Elizabeth, fanciful designs, crosses, crowns, and cyphers being introduced, not only in the construction of the bows of keys, but in the form of the wrought-iron decoration of the locks themselves, together with their link plates and cases. The large and massive wrought-iron keys, the examples of which predominate in collectors' cabinets, appear to have been used specially for the coffers and strong boxes of merchants and others, in the days when banking facilities were very different from what they are at present, and fireproof safes were unknown. The stems of the keys were rarely solid, and are almost invariably worked on pins, the bits being elaborately cut, doubtless all the wards being fully represented in the locks to which they belonged. In the seventeenth century keys were made stronger, and door keys were frequently case-hardened, making them more serviceable and better able to serve their purpose of throwing the bolts, which in these old locks were of great weight and required some force to shoot. During the eighteenth century there was little change in the locks used, and cupboard, chest and door locks were fashioned in a clumsy manner. The keys, although retaining their size and weight, had lost much of their beauty, and less and less attention was paid to their form. In the nineteenth century attention was turned towards effecting greater security, and Bramah, Hobbs, and Chubb gained notoriety by their skill in making intricate locks. The original patent held by Chubb & Sons, Ltd., is dated 1818, the outcome being multiplied levers and the wonderful combination lever locks of the present day. Doubtless the oldest form of lock now in use is the stock, or plate lock. Some ironmongers will remember the peg locks of former days, and the crude types of fine-plate locks formerly used on cottage house doors, barns and outhouses. The old pipe locks are now almost obsolete, and the majority of the keys of stock locks—that is to say, locks with wood stocks—are made with solid pins, although the old form of the bridge and collar ward is still retained. In addition to these, rim locks—that is to say, locks which have a rim which is secured to the edge of the door—and dead locks, the latter being distinguishable from rim locks, inasmuch as they have no latch and consequently require no handle, are prominent in every ironmonger's stock. Latches with rims, and also the older types of bow latches without rims, are generally associated with this particular group, although in actual fact they are not locks. On the other hand, night latches are essentially locks, inasmuch as they can only be opened by the use of a key from the outside and a draw-back handle from the inside. Again, draw-back locks, commonly used on front doors, are operated with a key from the outside and a draw-back knob from the inside, and are usually made with latch and slide bolt. Limited space prevents description of mortice locks of English and American types, the introduction of machinery in the manufacture of which has greatly simplified their production and lightened the keys. Among the remaining locks found in present-day ironmongers' stocks may be briefly mentioned straight and cut cupboard locks, box, chest, camp desk, bureau and trunk locks. Many of the older forms of the last-mentioned type have been revived during recent years in consequence of their adaptability to tin trunks and dress baskets. The modern roll-over desks and other articles of furniture, now so much in use, require locks of special construction. Although there are many different types of pads, the majority retain the old form and are secured by a hooked clasp. The extended sale of American locks in this country has introduced a new feature in the stock patterns kept by British ironmongers; the number of peculiar shapes and forms, more or less built upon the Yale type, are well known to all present-day assistants. Among the eccentricities of former days was the screw lock, the key of which was threaded and screwed down to the end of the lock until it caused the link to open. Locks of this type were D-shaped, like donkeys' fetter-locks of still older days. There is a wide difference between the large padlocks with galvanized frames used on outdoor buildings and the small miniature pads sold for dog collars. Many makers of locks have exercised great ingenuity in the construction of microscopic specimens of different types—silver locks made from threepenny pieces are by no means uncommon, and there are several instances recorded of the wonderful ingenuity of lock makers. Mr. Henry Yates, of Woverhampton, once possessed a padlock on Barron's principle, full of tumblers, measuring only one-eighth of an inch in thickness, and Mr. Chubb, in 1849, exhibited one of his patent detectors set in a gold finger-ring, lock and key together weighing 16 grains.

Thus briefly the history of locks has been traced. The question, "Who was the first British lockmaker?" remains unanswered. Can any of our readers answer it?

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HOW THE FORK ACHIEVED SUCCESS.

Time Was When This Common Article Was Regarded as a Luxury.

From the stupendously diverse array of forks now in use for oysters, for fish, for meat, for salad, for ices, for cakes—forks, as a wit says, for everything except clear soup—we may look back to the days when even the man of wealth owned none save his own individual fork; or through a still longer vista, we see the "proud Athenian" and the "noble Roman," with an air of savoir vivre, calmly partaking of food from their aristocratic fingers.

When hot dishes were served, this mode of procedure doubtless proved trying to sensitive cuticle. Hence, as early as the time of Cratinus and Aristophanes, according to an exchange, dandies wore gloves at meals. The old writers also refer to persons whose fingers had become callous from handling hot foods.

But, although table forks were unknown, the ancients possessed large implements of similar shape for agricultural and other purposes. Fleshhooks are frequently mentioned, an early example being a kind with "three teeth" used during the priesthood of Eli's sons, for plunging into the kettle where the sacrificial meat was "in seething." The fork's characteristic form also found expression in Neptune's trident. However, it is reasonable to believe that primitive man obtained the idea of prongs from his own prehensile fingers. In fact, one of the classics particularly notes the marked resemblance between the human hand and the rude kitchen fork of the Greeks.

Until the late Middle Ages, the Chinese alone owned the sole table appointment tantamount to a fork—their national chopstick, dainty and beautiful, but useful only in the grasp of a Mongolian or a prestidigitator. Still, the table fork of the present may boast a noble lineage, its earliest-known ancestors being those utensils of gold and silver mentioned among the valuables of Edward I.

Somewhat later, in 1379, forks are included with the inventory of plate belonging to Charles V. During his time, they were evidently not yet customary even at aristocratic tables, as a miniature of a "Grand Ceremonial Banquet at the Court of France" represents large and small spoons and knives at each cover, but no forks. Another miniature of the same century depicts an entertainment among the high nobility at which forks do not appear, although knives are provided for the company.

It is possible that at first the fork was used only for sweetmeats. A will of the year 1463 designates such a one: "I bequeathe to Davn John Kertelynge my silver fork for grene gyngour." Toward the close of the fifteenth century, forks were becoming fairly well known. About 1458-90, Galeolus Martius, a resident at the Hungarian Court, commends the King for his ability to eat "without a fork, yet converse at the same time, and never soiling his clothes." This writer also tells us that in his day the Italians used forks, but the Hungarians had not adopted the custom. He notes, too, the general staining of the fingers from handling animal foods whose accompanying sauces were frequently colored and flavored with saffron.

Naturally, large joints of meat could not be presented at table when there were no forks, and when knives, as well, were somewhat unusual. Hence, for the sake of the diner's convenience, meat was sent from the kitchen already cut into "dice," or "sops," or "gobbets." This mode of preparation is still adhered to in most Asiatic countries, where the five fingers exercises in eating are also practiced.

Jeffreason believes that the introduction of the fork into Great Britain brought about an improvement in the cuisine. He says. "The beef of Old England never had its proper honor until the fork enabled the carver to cut it properly." And we are told that Queen Elizabeth showed a gourmet's discrimination in particularly appreciating a "cut of roast."

Nevertheless, from the sixteenth to the seventeenth century, the fork was obliged to battle strenuously for existence. In France, at the monastery of St. Maur, the young and progressive men sanctioned its use, but the old and conservative monks regarded it askance, as an object of sinful worldliness. Thudichum notes that "when forks began to be used at Venice, notably by the wife of a son of the Doge Peter Orseleolo, she was censured for this insenate luxury by one Peter Damian, an ecclesiastic," who called down the vengeance of Heaven upon her and her husband. They both died of the plague, which circumstance the fanatic considered an avenging deity's direct answer to his prayer. Another clergyman insisted that holding meat with a fork amounted to an impious declaration that "God's comfortable creatures were not worthy of being touched by human hands." The celebrated Thomas Coryat, who ushered the fork from Italy to England, was dubbed "Furcifer" in derision. Ben Johnson thought it necessary to make a fling at "The laudable use of forks brought into custom here as they are in Italy to the sparing of napkins."

Beaumont and Fletcher likewise sneeringly spoke of the "fork-carving traveler"; while Fynes Moryson endeavored to pour oil on the troubled waters, advising all young travelers, "on returning home, to lay aside the fork of Italy," and also "the affected gestures of France," and "strange apparel."

But, though the conflict waxed fast and furious, the fork finally prevailed. And this, no doubt, for the quite sufficient reason which Coryat naively gives in his "Crudities:" "The Italians cannot by any means endure to have their flesh touched by fingers, seeing that all men's fingers are not alike clean." In those troublous times, the custom of purchasing forks by the dozen was unknown. Each intrepid spirit who believed in their use owned his individual fork. Done up in a shagreen case, it was carried with him to all entertainments, for hosts did not provide such utensils through fear of offending guests of the old regime. Lord Lytton makes Mr. Pelham provide his especial fork when dining out, but because of this hero's idiosyncrasies.

Governor Winthrop, among our own countrymen, was probably the first possessor of a fork. According to Alice Morse Earle: "In 1633, when forks were rare in England, he received a letter from E. Howes, saying that the latter had sent to him a "case containing an Irish skeayne, or knife, a bodekyn and a fork, for the future application of which I leave to your discretion."

Toward the close of Charles II.'s reign, the fork began to appear on all well-appointed English tables. Its first form had but two tines. This style was made in quantities at the Sheffield works, and continued in general use, even among the well-to-do, until the latter part of the eighteenth century. Ashton's "Old Times" contains a representation of the "Installation Supper" given by the Knights of Bath, 1788, and shows the august company with two-pronged forks.

Those of three prongs were known, however, at an earlier date. An order for three-pronged forks was sent from America to England in 1738, while even before this, persons of wealth occasionally owned forks with four prongs, which number, at about the opening of the nineteenth century, became the accepted standard for general utility.

Thought and care have been exercised in the manufacture of the fork from the initiatory period of its career. New York's Metropolitan Museum shows a collection of fourteenth and fifteenth century styles noticeable for the variety and beauty of materials used in the handles. Nichols describes three handsome forks which belonged to Queen Elizabeth, one being of crystal, garnished with gold and sparks of garnets; another of coral, having gold decoration, and a third of gold, set with rubies, pearls and coral. The German artificers of that day executed many ingenious designs. Among examples still in existence there is one whose handle is surmounted by the figure of a jester jointed like a child's doll, which tumbles about as the utensil is used. Another odd fork is mentioned in a will of the year 1554: "I give and bequeathe my neighbor my spone with a fork in the end." We find, in 1608, forks "made of yronn or steele, and some of the silver, but these are used only by Gentlemen." Ben Jonson, some of whose associates belonged to the beau monde, says that you must "learn the use and handling of your silver fork at meals."

In 1652, those of precious metal were evidently not yet well known to the general public, as Heylin's "Cosmography" mentions "the use of silver forks by some of our spruce gallants taken up of late." This remark suggests the idea of foppishness which clung to the fork for many years, and which caused it to be decried by the substantial middle-class. The author of "A Book About the Table" tells us that as late as 1845, he heard an English squire, at a hunt dinner, order a waiter to "take away that thing and bring me a fork." The object thus disdainfully rejected was a silver fork.

Yet, after its long struggle for recognition, the fork, on the twentieth century dinner table reigns supreme, while the manner of handling this utensil has become the shiboleth of table etiquette, revealing one's social status to all beholders.—*House Furnishing Review.*

A LAST RESORT.

Caller—What a beautiful baby! And what is its name?

Young Mother—Bridget Sullivan De Vere.

Caller—Mercy sakes! How did you happen to git it a name like that?

Young Mother—Why, the cook threatened to leave when baby came, and we got her to stay by naming the baby after her.—*Brooklyn Life.*

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LARGEST
MANUFACTURERS
IN THE WORLD OF
WELDLESS CHAIN

Halter Chains
Dog Chains
Cow Chains
Sash Chain
Coil Chains
Well Chains
Kennel Chains
Picket Chains
Trace Chains
Jockey Chains
Hydrant Chains
Breast Chains
Wagon Chains
Stake Chains
Furnace Chains
Hoist Chains
Padlock Chains
Bit Chains
Fender Chains
Transom Chains
Railroad Chains
Spreader Chains
Log Binder Chains
Agr. Implement Chains
Boiler Door Chains
Etc. Etc.

ONEIDA COMMUNITY, LTD.
ONEIDA,
N. Y.

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GALVESTON'S SEA WALL.

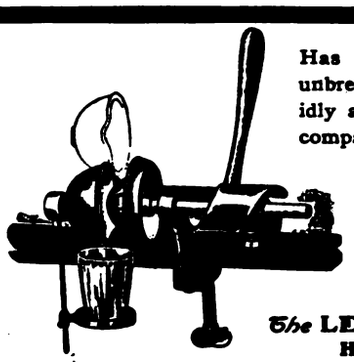
Galveston's great sea wall is rapidly nearing completion. It is believed that the massive concrete barrier will forever (barring earthquakes) secure the city from waves and storm. The structure is seventeen feet high, sixteen feet wide at the base and five feet wide at the top. The foundation wall rests upon four rows of round piling twelve inches in diameter and driven four feet apart and forty-four feet down into the clay. There is also a row of sheet piling just inside the outside row of round piling, driven into the ground twenty-six feet below mean low tide to prevent undermining. There is also an apron twenty-seven feet wide by four feet thick extending seaward in front of the wall, composed of solid granite blocks, as a further protection in case of some handsome literature in the form of envelope size pamphmagnitude of this great undertaking, the following figures, taken trom the Galveston correspondence of the St. Louis *Republican*, are appended: Concrete used, 102,000 yards, or 150,000 tons, or 7,500 carloads; riprap, or broken stone, to prevent the action of the water directly on the sea wall, 100,000 tons, or 5.000 carloads; sand, 40,000 yards, or 50,000 tons, or 2,500 carloads; cement, 135,000 barrels, or 27,000 tons, or 1,350 carloads; round piling, 18,000 tons or 1,000 carloads; sheet piling, 4,000,000 feet, or 750 carloads; reinforcing steel rods, 10 carloads; total number of carloads, 18,000. This is equal to one carload of 40,000 pounds, or twenty tons, to every foot of completed wall.

A SOUVENIR WORTH REMEMBERING.

One of the most useful souvenirs designed for convention purposes was that of J. D. Warren Manufacturing Co., Chicago, the well-known manufacturers of sectional shelving. It consists of a Flemish oak cabinet to be placed on the office desk, containing two cut glass ink wells, sponge, eight compartments for the different articles that are usually required for the convenience of the desk in the way of black and red ink pen holders, rubber bands, wire clasps, pins, pens, eraser, postage stamps; all nicely assembled under a glass sliding cover so that they are in keeping with the idea of everything in sight. Its object is to eliminate the great diversity of trays from one's desk and centralize all these little necessities so that they can be seen at all times and quickly reached.

Russell & Erwin Manufacturing Co., New Britain, Conn., with New York office at 41-45 Chambers Street, are the authors of storms and undermining currents. To better judge of the let catalogues, of which we have received five. One is devoted to the artistic "Itasca" design lock and lock sets, made in cast metal bronze plated; another pamphlet exploits Window Stop Adjusters and Bead Screws for door and window stops; a third embraces the "Breton" design cast bronze metal locks, and a fourth the "Century" design made in wrought bronze metal and wrought steel, bronze plated. The last and most attractive one of the series is the pamphlet devoted to the Russwin Liquid Door Check. The cover of this book is a pale shade of blue for a background with the door check and lettering embossed in white. The illustrations are fine half tones and they show how the check may be applied to any style of door. Any of the above booklets, which are all illustrated, will be gladly sent to interested parties, upon application.

The "Leader" Lemon Squeezer



Has no loose parts. Is unbreakable. Works rapidly and thoroughly. Most compactly put together.

Two styles — nickel plated and Japanned.

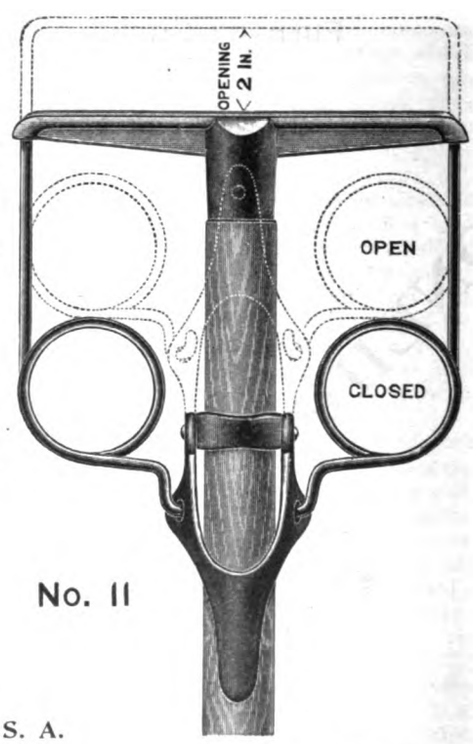
Mention Hardware.

The LEADER MFG. CO.
Hartford, Conn.

Ely's Dandy Mop Head

Is the best in every respect, because:

1st---It has 25 per cent. larger opening for inserting mop than any other. 2d---We do not weaken onr handle by turning it down to make room for coil spring. 3d---Our spring has double the capacity of any coil spring which operates around the handle. 4th---The lever and ring are made of head of malleable iron instead of brittle gray iron.



No. 11

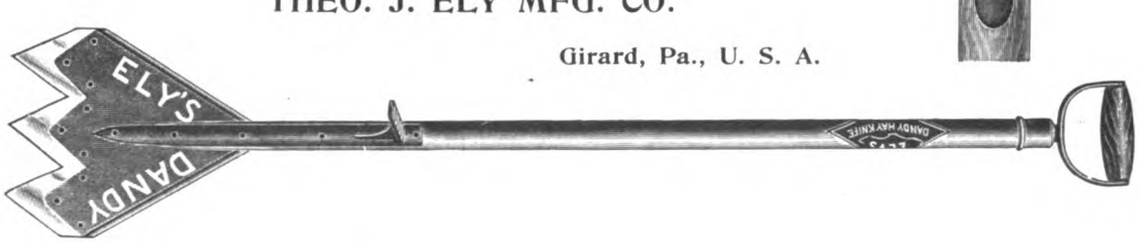
Ely's Dandy Hay Knife

will do the work of an extra man, thereby saving more than the price of it in one day, besides doing it easier than others. **Made on the right plan,** of malleable iron and steel, with oil-tempered Steel Knives. Combination hand and foot power.

We manufacture a large line of saw handles, waffle irons, towel racks, etc.
Be sure and get our catalogue. It tells all about our complete line of profitable sellers.

THEO. J. ELY MFG. CO.

Girard, Pa., U. S. A.



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ASBESTOS SAD IRONS satisfy the user --the sales gratify the dealer. It pays to keep them in stock.

ASBESTOS SAD IRONS

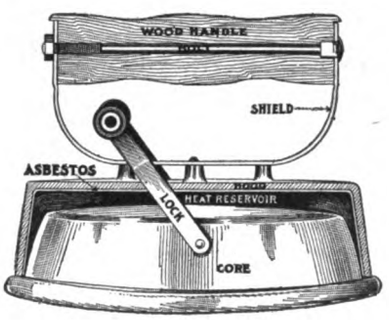
AN IRON FOR EVERY PURPOSE

The Goods

For fifteen years The Dover Manufacturing Co. has devoted its **entire efforts** to producing a **perfect** sad iron. The result is the **Asbestos Sad Iron** as it is now constructed. Examine the **Sectional View** shown herewith, and you will see a feature which no other sad iron possesses—an **asbestos-lined hood or cover.**

This hood does two things: (a) It retains the heat in the iron; (b) it renders absolute coolness and comfort in the handle.

While the heat-retaining qualities of Asbestos Sad Irons are always appreciated, **the cold handle feature** is a specially strong selling point in the hot days of summer.



If you, Mr. Hardware Dealer, desire to handle goods that will **please your customers** — be sure to stock Asbestos Sad Irons. Do it **now,** when you can make the "cold handle feature" a special argument.

Ask for our Descriptive Booklet.

The Policy

The Dover Manufacturing Co. believes in **co-operation.** We co-operate with the trade in every way possible.

Following are the three chief articles of our creed:—

First, **We believe in co-operating with the trade by furnishing goods which will satisfy the final consumer—and thereby gratify the dealer.**

Second. **We believe in co-operating with the trade by liberal advertising.** Note the fact that we are using larger space to advertise Asbestos Sad Irons in magazines which women read than has ever been used in exploiting a household utensil.

Third. **We believe in co-operating with the trade by establishing and maintaining minimum retail prices.** The Dover Manufacturing Co. cannot afford to have Asbestos Sad Irons in the hands of price cutters. We therefore refuse to sell dangerous trade. We cut off the supply of dealers who will not adhere to our policy.

ASK YOUR JOBBER FOR PRICES.

THE DOVER MFG. CO.

CANAL DOVER, OHIO.



CO-OPERATION expresses the true economic relation which should exist between the Manufacturer and the distributer of his goods.

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ESTABLISHED 1836

ALFRED FIELD & CO.

93 Chambers and 75 Reade Streets
NEW YORK

A STRONG COMBINATION

We are Sole Agents in the United States for:

Joseph Rodgers & Sons, Limited,	Best Cutlery in the World.
Joseph Gillott & Sons,	Best Steel Pens in the World.
L. Hugoniot Tissot,	Best Plyers, Nippers, &c., in the World.
T. U. S. Shear Co-Operative Society, Ltd.,	Best Sheep Shears in the World.
The Imperial Enamel Co.,	Best Enameled Signs in the World.
Webster & Horsfall,	Best Steel Wire in the World.
W. K. & C. Peace,	Best Lawn Scythes and Grass Hooks.
Edward Gem & Co.,	Hedge and Garden Shears.

WAX WIRE

AN ENTIRELY NEW THING

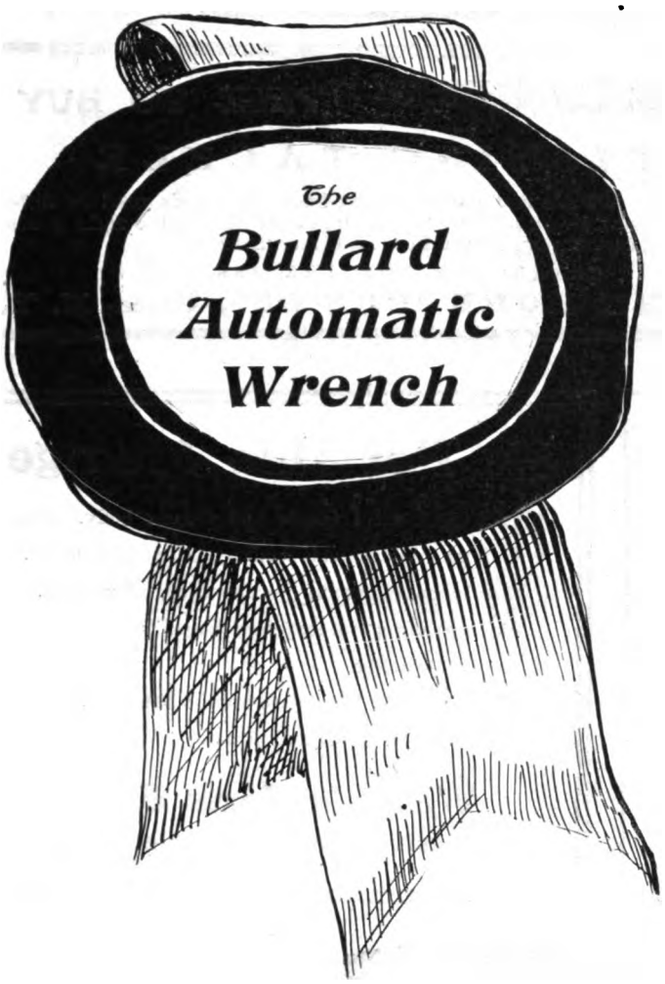
A SIMPLE METHOD OF MAKING PERFECT VENT HOLES IN CORES FOR CASTINGS. WRITE FOR PARTICULARS.

Machine, Coil and Halter Chains,
Weston's Differential Pulley Blocks,
Chesterman's Measuring Tapes, &c., &c., &c.

ANYTHING WANTED FROM ABROAD IMPORTED TO ORDER. EXPORTERS OF HARDWARE AND ALL KINDS OF AMERICAN PRODUCTS.

CORRESPONDENCE SOLICITED

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The Insignia
... of ...
General Excellence

The stamp of popular approval has been placed upon the Bullard Automatic Wrench because it is the Mechanic's, the Steam and Gas Fitter's favorite—

The Handiest For All Un-get-at-able Places

We've made it stronger than is necessary—of the highest grade of drop-forged steel—jaws of best tool steel—to be equal to the toughest job of any mechanic.

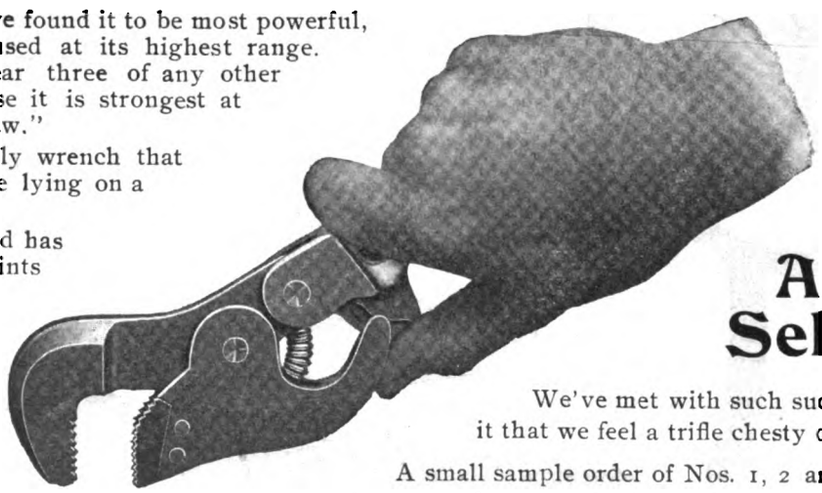
The Bullard Automatic is equal to any emergency.

Expert Mechanics Depend On It

They have found it to be most powerful, **even when** used at its highest range. **It will outwear** three of any other **make, because** it is strongest at **the upper "jaw."**

It's the only wrench that **will turn pipe** lying on a **flat surface.**

The Bullard has other good points —set forth in Catalog A.



A Fine Seller

We've met with such success in selling it that we feel a trifle chesty over the result.

A small sample order of Nos. 1, 2 and 3 will convince you of your profits in handling the Bullard.

Catalog A gives you all the facts. Get it to-day.

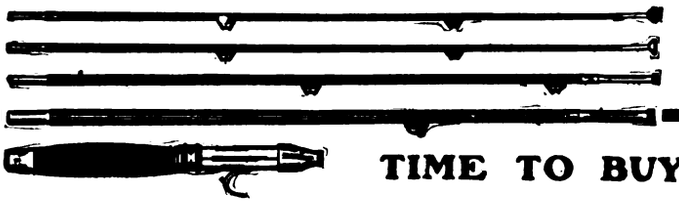
Bullard Automatic Wrench Co.

257 West Exchange St., Providence, R. I.

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A WELL-KNOWN, responsible German manufacturer of agricultural implements desires to take the exclusive agency of a first-class American fork manufacturer. Address K. O. 2796 care of Rudolf Mosse, Cologne, Germany.

PARKS & PARKS
TROY, N.Y.
MANUFACTURERS OF
HARDWARE AND HOUSEHOLD **SPECIALTIES**



TIME TO BUY

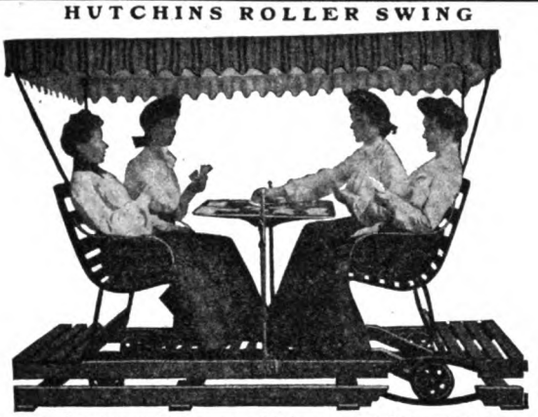
FISHING TACKLE

is right now. We are manufacturers and know the kinds used in different parts of the country—we can help the Dealer in deciding on the right goods for his trade, and furthermore we can save the dealer money.

CATALOGUE FOR THE ASKING.

CLARK HORROCKS CO., Utica, N. Y.

HUTCHINS ROLLER SWING



The Most COMPLETE, PRACTICAL and ATTRACTIVE SWING ever put on the market. Operates without Exertion. Delightful Motion.
Sold through the Hardware Trade.

AMERICAN MACHINE CO.
Eastern Manufacturers Wilmington, Del.

The Portable Manger

HAS light steel frame and canvas body. Always open while horse is feeding. Cannot be upset.

Most humane, sanitary, economical, convenient.

Will outwear 3 ordinary feed bags.

A splendid seller.

We want every Hardware man to handle it.

Write us for circular and prices.

Walsh's Sons & Co.
260 Washington St., Newark, N. J.



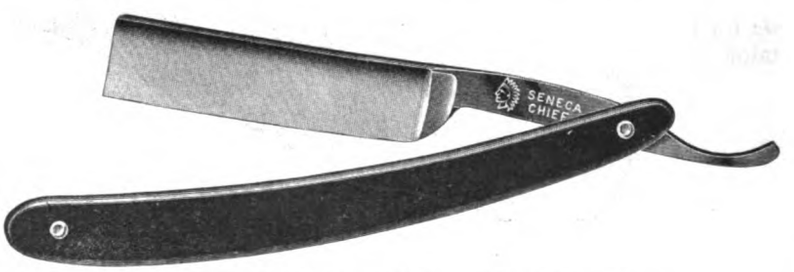
"Seneca Chief" Razors

Looking for a Razor, hand-forged from selected Kyser Ellison English Steel?

Look at the "Seneca Chief." Neither time nor expense has been spared in making it Best.

It is ground very hollow; has cutting or sloping stroke not found in most razors.

Every "Seneca Chief" is honed and set ready for immediate use.



Guaranteed to Give Satisfaction

If you want razors made to your own specifications, under your own name or Trade Mark, drop us a line. We do contract work on short notice.

Geneva Cutlery Co.
Geneva, N. Y.

Paste this Ad in Your Want Book

HARDWARE

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The ORIGINAL Star Safety Razor

A few of our Specialties.

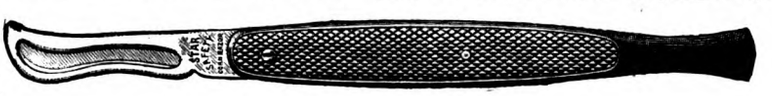


ON SALE AT ALL LEADING DEALERS
IN HIGH CLASS CUTLERY
OR

KAMPFE BROS.

8-12 Reade St, *New York City.*

SEND FOR CATALOGUE AND PRICE LIST.



READY FOR USE.

"Star" Safety Corn Razor

Simple, Safe and Sure. Gives immediate relief to sufferer from any corn, no matter how hard it may be. Impossible to cut the foot. Can be stropped or honed like any razor.
With every initial order for 12 we send handsome display case. Leather pocket with each Razor.

We're helping you sell it through our Magazine Advertising.

Guard partly open



KAMPFE BROS.
8-12 Reade St.,
NEW YORK.

Send for descriptive catalog and prices.

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JAP-A-LAC

REGISTERED TRADE MARK

"WEARS LIKE IRON"

IMPORTANT NOTICE TO ALL DEALERS

The List Prices of Jap-a-Lac Must be Maintained at all Times

We are informed that some dealers handling JAP-A-LAC have been so unmindful of their profit that they have cut the retail prices as established by us through six years of constant advertising and at an expenditure of more than TWO HUNDRED THOUSAND DOLLARS.

We wish to announce to the trade that we do not sanction any cutting of the list prices and

WE SHALL POSITIVELY DECLINE TO SELL JAP-A-LAC TO ANY DEALER WHO DOES NOT AT ALL TIMES MAINTAIN THE PRINTED LIST PRICES ON ALL SALES TO THE CONSUMER.

We shall be very glad to be promptly advised of any case where JAP-A-LAC is sold or advertised to be sold to consumers at less than the regular list prices. The co-operation of all the dealers and jobbers is earnestly requested that full protection may be afforded to dealers who are entitled to and shall receive every assistance from us to reap all the benefit of our extensive advertising.

THE GLIDDEN VARNISH COMPANY,

MAKERS OF HIGH-GRADE VARNISHES FOR ALL PURPOSES

ADDRESS: 641 WILLIAMSON BUILDING,

CLEVELAND, OHIO

We Will

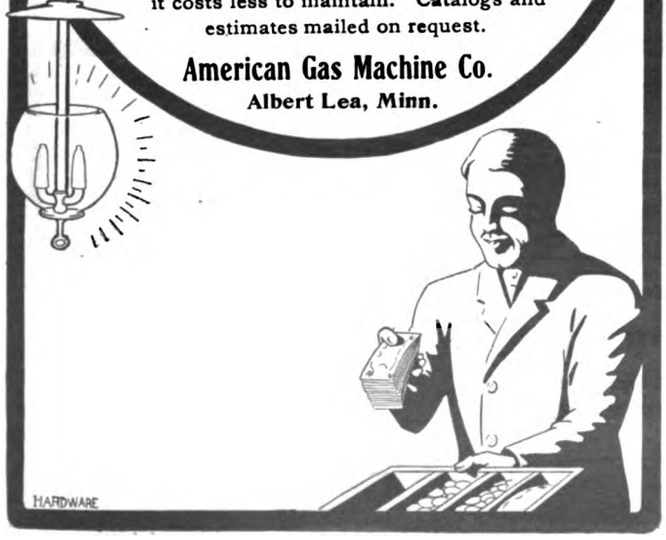
Make Money for You

Send us a plan of your store, its size, number of show windows, etc., and we will submit you an estimate of the cost of the lamps necessary to light it by the

AMERICAN AUTOMATIC LIGHTING SYSTEM

This system saves money because fewer lights are required to gain the best results and it gives a greater candle power per gallon of gasoline it costs less to maintain. Catalogs and estimates mailed on request.

American Gas Machine Co.
Albert Lea, Minn.





Think It Over

Whether or not you intend to worry along with Staple Pullers in name only, so long as you can get the best for your money—

The Date Staple Puller



Four Tools In One--

Chisel—Hammer—Nail and Staple Puller.

Made of best tool steel, carefully tempered.

Sell well? A sample order will convince you.

Royce & Date,

Willimantic, Conn.

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REVIEW OF THE MARKETS.

WIRE NAILS: The result of the action taken in Chicago last month has strengthened the market perceptibly, the influence being felt throughout the trade, the maintaining of the official quotations generally observed and less shading of prices noticeable by manufacturers and jobbers. Quotations are as follows: f.o.b. Pittsburgh, 60 days or 2 per cent. discount for cash in ten days:

Carload lots to jobbers	$1.80
Carload lots to retailers	1.85

New York.—Under a much more satisfactory demand Wire Nails are moving readily at firm prices, jobbers having less difficulty from competition than is usual. May was a satisfactory month and the local market is a steady one. Quotations are as follows: Single carload $1.99. Small lots from store $2.05.

CUT NAILS: At the recent meeting of the Cut Nail Association, May prices were reaffirmed for June. There are few, if any, concessions heard from now, prices being carefully maintained. Prices remain as previously quoted, as follows:

Carload lots	$1.80
Less than carload lots to jobbers	1.85
Less than carload lots to retailers	1.95

f.o.b. Pittsburgh. Iron Cut Nails for delivery at Pittsburgh, Buffalo and all points west of these cities 10 cents advance per keg on Steel Cut Nails.

New York.—May reported sales of a satisfactory character. The market is firmly held, the regular quotations being as follows:

Carload on dock	$1.94
Less than carloads on dock	1.99
Small lots from store	$2.00 to 2.05

BARB WIRE: A large quantity of Barb Wire was moved during May, wet weather only interfering with the deliveries. Trade is now moving at a regular pace, as sales are reported large and satisfactory at official prices, which are as follows: f.o.b. Pittsburgh, 60 days or 2 per cent. discount for cash in 10 days:

	Painted.	Galv.
Jobbers, carload lots	$1.95	$2.25
Retailers, carload lots	2.00	2.30
Retailers, less than carload lots	2.10	2.40

SMOOTH FENCE WIRE: A fair demand for this staple is noticeable. Orders are being placed at present prices which are maintained at specified rates as the market gives indications of an advance. Quotations are as follows: f.o.b. Pittsburgh, 60 days or 2 per cent. discount for cash in 10 days:

Jobbers, carload lots	$1.65
Retailers, carload lots	1.70

The above prices are for base numbers, 6 to 9. The other numbers of Plain and Galvanized Wire take the usual advances.

BINDER TWINE: General market quotations f.o.b. Eastern factories, may be given as follows:

White Sisal (500 feet to the pound)	9½ @ 9¾
Standard (500 feet to the pound)	9½ @ 9¾
Standard Manila (550 feet to the pound)	10½ @ 10¾
Manila (600 feet to the pound)	11½ @ 11¾
Pure Manila (650 feet to the pound)	13 @ 13¼

Less than carload lots quarter of a cent extra.

ROPE: The following prices may be said to represent the market:

	Cents per pound.
Pure Manila, 7-16 and larger	12¼ to 12½
Pure Sisal, 7-16 and larger	10
No. 2 Sisal, 7-16 and larger	8¼

Less ¼ cent to the large trade.

LINSEED OIL: The following quotations are announced on "City" Raw Oil by the Dean Linseed Oil Co.:

In lots of less than 5 barrels.....51 cents per gallon.
In lots of 5 barrels or more.....50 cents per gallon.

The "American" brand for respective quantities, 1 cent per gallon less.

The five-barrel price applies only to deliveries of that quantity at one time.

Boiled Linseed Oil, 2 cents per gallon higher than Raw.
Calcutta Oil.....60 cents per gallon.

THE ALBANY TRADE.

Trade conditions have been especially favorable in this section of late. The weather has become more seasonable and the farmers have needed implements and material to carry on their customary Spring work and this has started heavy trade with the dealers in the smaller towns which leads up to the jobbing trade and all those who handle Hardware have been highly favored with an excellent business. Steadiness in prices is noticeable and the slight falling off on a few leading goods which appeared to indicate lower prices was but temporary, and when such instances occur, as they do at intervals, the source is usually traced to some party who makes a special effort to unload a quantity of material and then re-establishes the current rate of prices on such goods. A temporary weakness is shown, but recovery is quick. The excellent demand in the line of tools, Builders' Hardware and roofing materials indicates an activity among the builders which is not disturbed in this section by any labor. In the sporting goods line there has been great activity. The aid given to the sale of these goods by the newspapers reciting the wonderful stories which returned fishermen tell, incites the interest of all lovers of sporting and the dealer gets the benefit by his increased sales. This branch of business—sporting goods—has been a great help to the Hardware dealers who have taken up this line and it is interesting and not unprofitable to handle. Collections are very fair so that "an all 'round" satisfactory condition can be reported from this territory.

ALBANY HARDWARE & IRON CO

THE CLEVELAND TRADE.

The corner stone of the Federal Building in this city was put in place on the 20th of May. The event was made more interesting because it is the beginning of a group of public buildings that will make this city notable. The city and county are preparing to place their public buildings under the advice of the best obtainable architects in a group that will be an example for other American cities. Circumstances make it possible to erect all the county and city buildings on a mall extending from the Public Square with the Federal Building, and the New Union Depot being a part of the plan. The City Hall, County Court House, Public Library, School Administration Building and Public Armory with the Federal Post Office and Union Depot will form the group, surrounded by beautiful grounds on a bluff overlooking the lake. Already a fine bronze memorial statue of M. A. Hanna has been ordered to adorn the grounds. This indicates attention to beauty and art in public building, that gives promise for the future. Cleveland is a business city, but it is making large expenditures to provide for the culture and comfort of its future inhabitants. Its thousand acre farm for its Infirmary and Hospitals, and its farm for a suburban home for neglected boys, its splendid park and boulevard system, all testify to its interest in the future welfare of its people. Fifty years hence, no one will believe that the present generation were entirely absorbed in getting rich and unmindful of better things. The unusual number of bank failures in this vicinity is having some influence on trade. Most of them were caused by criminal acts, and the bankers' row in the Ohio Penitentiary is said to be over full. The lobby at the last Ohio legislature prevented the passage of a banking law and now as some of the representatives are being shut up, it may be possible for the next legislature to pass one. Amid all our prosperity a sense of timidity seems to prevail, caused by a lack of confidence in the integrity of our captains of industry and finance, but the business of the country is on too sound a basis to be stampeded by rascality. Some of the trust companies may have financed speculative ventures too freely, but the foundation is not in danger, and the warning has come in time to prevent anything like universal collapse. Lawson even may be turned into benefit, as the sun converts dung into food, and maggots consume putrefactions. It is wholesome to feel that right will find a way to have its innings, however tortuous or winding may be the passages.

THE LOCKWOOD-TAYLOR HARDWARE CO.
C. B. LOCKWOOD, President.

THE PITTSBURGH TRADE.

May closed showing some increase in business over 1904, but not up to the expectations of the earlier months of the year. Large manufacturing interests are still busy with orders taken months since and it is hoped there will be a renewal of orders for the latter half of the year as soon as the crops are assured

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as being up to or above an average. Talk of a 12 foot canal from Lake Erie to Pittsburgh has been revived by the incorporation of a company to build it. As it is only a matter of 30 million dollars and would be of immense value to Pittsburgh it should be put through at an early date. Large transactions in coal lands, especially in the coke region, are reported, the most recent being one of 10,000 acres bought by Jones & Laughlin's at an expense of $3,000,000. This concern is now well fortified with ore and coal for many years to come. The wholesale Hardware houses agreed to close on Saturdays at 1 P. M. from June 16 to September 17, inclusive, and it is expected that during the remainder of the year some earlier hour than has been customary will be agreed upon.

Logan-Gregg Hardware Co.

THE PHILADELPHIA TRADE.

After a cool Spring we are having warm Summer weather and the effect on trade will doubtless be immediately felt. Already renewal orders are being received for Wire Cloth, Poultry Netting, Lawn Mowers and similar goods, and we are inclined to think that this late season demand will probably be fully up to the average. Trade on the whole continues in very fair volume, equalling the last two years, both of which were considered above normal. Prices are without marked change in either direction, although the market is in the usual waiting condition natural to this time of the year. Less than one month from now and we shall see the end of Spring trade and all our thoughts and energies will be working toward a new record in the Fall. The weak spot in trade during the last few months has been the matter of collections, as owing to the severe and long continued Winter, money was very scarce in the country, and farming communities are only now beginning to realize a return from Spring products so that an improvement in collections is now discernible and the worst probably over. A steady improvement may now be expected.

Biddle Hardware Co.

THE SAN FRANCISCO TRADE.

When on the second instant Vice-President Fairbanks was delivering an address at the dedicatory services of the Washington State Building at the Lewis and Clark Exposition, in Portland, Oregon, three Hardwaremen were grouped within earshot —the president of the Washington State Hardware Association, the secretary of the North Pacific Hardware Jobbers' Association, and a member of the San Francisco house of Baker & Hamilton. When the distinguished speaker, with his eyes focused on nearby piles of California ores—copper, iron and gold—delivered an eloquent outburst of unstinted praise of the exposition, the growth of the Pacific coast, and marvelled at the prodigious possibilities of commercial development in the near future, the San Francisco member of the group of Hardwaremen made this undertone remark to his two companions: "The Vice-President is talking with the insight knowledge of our prophetic tradespeople."

"The best news I have to give out this week," said President Bennett, of the California State Retail Hardware Association, "is the rapidly accumulating result of the association's recent assignment to duty of a State canvasser, Mr. F. B. Dickson. His good work in the interior is enlarging our membership wonderfully, and if he keeps it going as his few weeks of operation have demonstrated, I predict that by Christmas time our State Association of retail Hardwaremen will be numerically greater than any like society of our entire country."

"Tell Hardware readers of our Pacific Coast Window Glass Company's progression," remarked a prominent Market Street Builders' Hardware merchant. And, continuing, he said:

"It is well known that much difficulty is experienced by the glass workers in producing perfect window glass. A small lump in the melted sand, a mistake upon the part of the gatherer, or any one of many other seemingly very trivial errors, will cause an imperfection in the finished product. If there should be what is known as a bubble or a stone in a piece of glass that is sufficient to designate its quality as not of the best, inferior priced goods, of course. A few years ago, however, a glass worker in Belgium discovered a process by which glass of this character could be made to command a price even greater than window glass of the highest quality, and it is this process that has recently been made a part of our Pacific company. In making the chipped product the glass is first treated by the sandblast. A piece of glass, of any size, is placed upon belts which move very slowly. These belts carry the sheet directly under the bellows that blows sand with terriffic force upon it, destroying the smooth surface on the upper side. The glass is then heated and while in this condition boiling glue is smeared on the blasted side. The glass is next taken to the drying room, which is heated to a high temperature. Here the glue dries very quickly and by its rapid contraction it pulls or forces the surface out of its original shape and leaves it in a roughened condition. By giving the glass another application of glue and again placing it in the drying room, it increases the roughness even more, the conclusion of the process leaving the glass beautiful in appearance and highly in demand for ornamental doors and windows."

Outside men of Builders' Hardware houses report the finding in California of several kinds of material that will, they think, cause a quickening in building operations. One of these materials is fireproof building stone, found in Shasta County, a full 1,000-acre tract containing vast quantities of the rock. Fireplaces and chimneys built of this material twenty-five years ago in now dismantled miners' camps, have been found to be flawless, and this new discovery is now receiving considerable attention. The other discovered material, said to have recently come into great favor in Eastern States, is a cement brick material, found in several of California's northeastern counties, and cement brick factories are about to be built, both at Chico and Auburn.

Industrial Press Association.

DEATH OF HEZEKIAH KING.

Hezekiah King, one of the oldest New York Hardware merchants, died at his summer home in Dobbs Ferry-on-Hudson, Monday evening, June 5, after a short illness, in his eighty-third year.

Mr. King was born in Vernon, Conn., October 4, 1822, and was descended from a family which early settled at Weymouth, Mass. He received a good education at a private academy in Middletown, Conn. Mr. King began his business life in 1839 in the employ of John David Wolfe, Bishop & Co., 87 Maiden Lane, New York, then a prominent Hardware firm, of which he later became a partner. After the dissolution of that house he began business in his own name in 1856 at 86 John Street, which so continued until 1863, when he took into partnership his brother, John Warburton King, the firm style becoming H. & J. W. King. During the early seventies the Hardware trade underwent marked changes in New York as the volume of domestic manufactures increased, and the business was moved to 596 Broadway, near the Metropolitan Hotel, where a retail department was added, the firm becoming King, Briggs & Co., in 1873. In 1880 the business was moved back to the Hardware district, locating at 111 Chambers Street, where it was disposed of to Francis T. Witte, a former partner, since becoming the F. T. Witte Hardware Company, removing later to 106 Chambers Street, as now. Mr. King had always maintained an office at the latter address and retained for himself the taking of importation orders for certain Hardware specialties, which business he conducted until his decease. The trade of this house had always been chiefly English Hardware, Guns and fine Cutlery. For nearly forty years he served as a ruling elder in the Presbyterian Church. He was also for thirty-five years a member of the Board of Construction of the Presbyterian Church and filled other equally important positions on various committees in that work.

AGE.

"Man has seven ages," she said.

"Yes," he replied. "Woman has only two, her real age and the one she tells her friends."—*Chicago Record-Herald.*

STANLEY RULE & LEVEL CO.
NEW BRITAIN, CONN., U. S. A.
Improved Carpenters' Tools.
SOLD BY ALL HARDWARE DEALERS.

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IT MAY SURPRISE YOU TO KNOW THE TRUTH

Some of our customers who were most conservative at first now buy

Star Safety Razors And Supplies

at what they would have formerly considered "terribly reckless purchasing." They have learned the value of the "STAR" PROPOSITION.

THINK IT OVER

Our first year in business we manufactured and sold 1,600 STAR SAFETY RAZORS. We were the pioneers. It is always hard to convince the "other fellow." When Columbus said the world was round, people called him crazy. To introduce the STAR SAFETY RAZOR, we had to convince each purchaser of its merits and that it was not a novelty of no practical value. Each purchaser became a whirlwind of enthusiasm and an advertising medium for STAR SAFETY RAZORS. To-day over 7,000,000 STAR SAFETY RAZORS are in daily use. Our sales are larger than all other makes of safety razors combined, and we fully expect to sell 1,000,000 in 1905; that means an output each day of over double of what we sold in one year at the start.

Quality and Practicability have brought about this result.

Since the advent of the "STAR" over forty safety razors of various designs and patterns have been offered to the trade as a substitute for the ORIGINAL and MECHANICALLY PERFECT "STAR."

Did you purchase any of these various makes? Were they satisfactory?

Did they meet with the endorsement of the public? Can you conscientiously recommend them?

Have you any dead stock of safety razors on hand to-day and would you be glad to close them out at less than cost?

Do you think it is good business policy to carry in stock an inferior article because it is offered to you at a lower price?

WE WANT EVERY DEALER to have one of our "STAR" Assortments "A"; it will swell your profits.

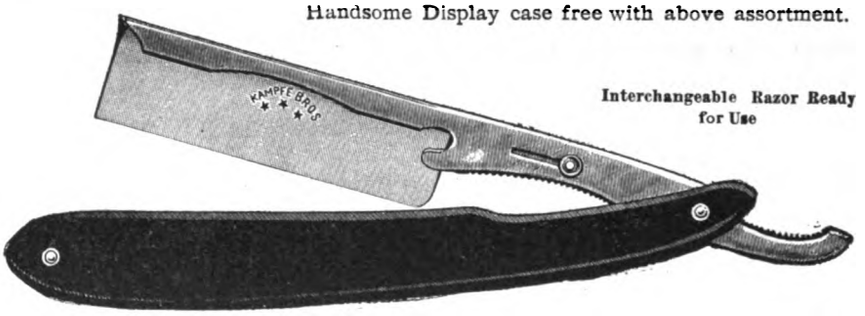


Assortment "A"

6 only—No. 1 Star Safety Razors, complete.
3 " —No. 2 Star Safety Razor Blades.
2 " —No. 3 Stropping Machines.
2 " —No. 25 Star Stroppers.
2 " —No. 26 Diagonal Strops.
1 " —No. 4 Jewel Case, one blade.
1 " —No. 5 Star Case, two blades.
1 " —No. 6 Star Case, three blades.
1 " —No. 7 Star Case, four blades.
1 " —No. 9 Traveling Case, two blades.
1 " —No. 24 Combination Outfit.
2 in Signs, 1 Counter Mat and Catalogues.

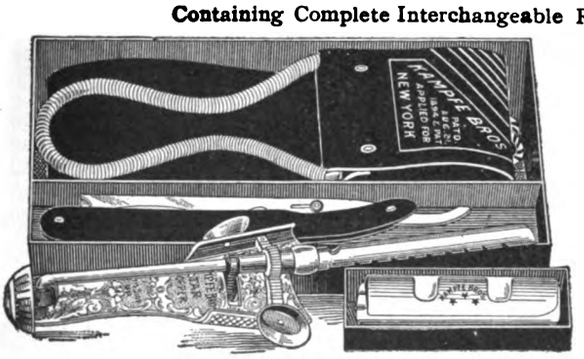
Handsome Display case free with above assortment.

Kampfe's Star Interchangeable Razor



Interchangeable Razor Ready for Use

Handsome Leatherette Covered Paste-Board Box.
Containing Complete Interchangeable Razor, one Blade, Star Stropper and Strop.



No. 99--One Blade Set.

Experience teaches us that about one man in twenty-five knows now to strop a razor properly. Many can and would prefer to use an old-style razor, but have found the proposition unsatisfactory for the reason that they are unable to keep their razor in condition for use. On account of such conditions existing many advertisements appear in the various publications: "*Razors requiring no honing or stropping; always ready for use; guaranteed to give satisfaction.*" THIS IS FALLACY. No razor can shave properly unless properly stropped, giving it the keen edge that cuts the beard and does not pull or scrape. Any practical cutler will bear us out in this statement. Our Interchangeable Razor overcomes all these difficulties. It is an improved old-style razor with interchangeable blades to be inserted in our new device (blade holder and handle). These blades can b. stropped with our SPECIAL Star stropper (size larger than the stropper used to strop a safety blade). We offer them for sale in sets only, the razor and handle complete, including Star Stropper and Diagonal Strop. Also in sets containing two, three, four and seven blades.

We are catering to the thousands who wish to overcome the difficulty that they have had in properly stropping their razor, and for this reason we have decided to offer the New Interchangeable Razor in sets only, including the Star Stropper and Diagonal Strop.



"Star" Safety Corn Razor



Send for catalogue, circulars and wholesale quotations.

Simple, Safe and Sure. Gives immediate relief to sufferer from any corn, no matter how hard it may be. Impossible to cut the foot. Can be stropped or honed like any razor. With every initial order for 12 we send handsome display case. Leather pocket with each Razor.

KAMPFE BROS.,

Inventors and Manufacturers

Star { Safety Razors / Interchangeable Razors / Safety Corn Razors / and Supplies

8-10-12 Reade Street, NEW YORK

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INVENTIONS YET TO COME.

The following interesting paper has been taken from the *Woman's Home Companion*. It was prepared by Hudson Maxim, the inventor:

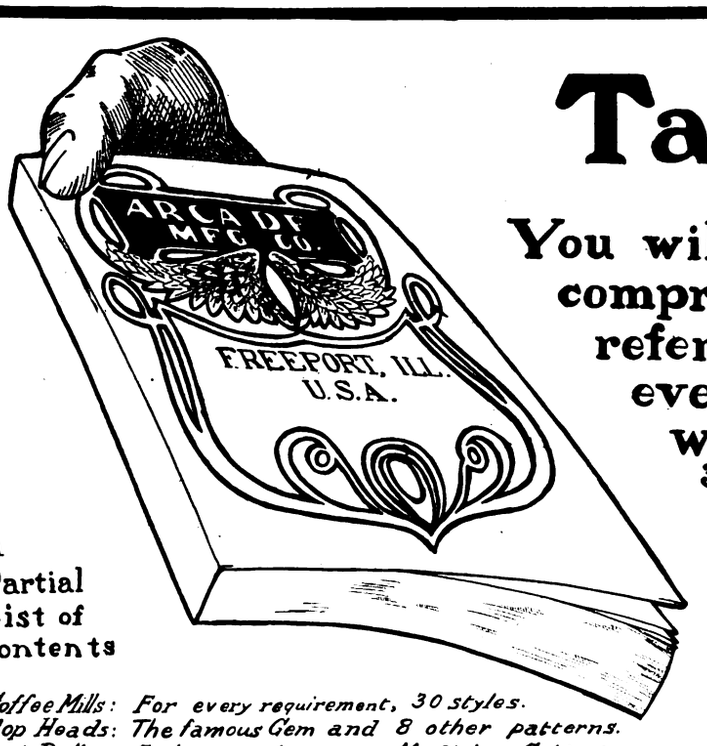
I will commence with what may be reckoned our domestic primaries, or the matters which affect us immediately in the familiar circle of home life. I refer to inventions which have to do with light, heat and food. Obviously there is scope for an immense revolution. Hundreds of electricians are at this moment striving to construct lamps in which nothing is consumed save the electrical energy applied to them—lamps that have the radiance of the sun and the coldness of the moon. The reason why determined study is thus being prosecuted with respect to illuminants is the need for lamps of longer life and purer light than the arc and incandescent lamps now in vogue. The economy of these is not high enough. They are not really very superior to the best forms of gas, which, for cheapness, still holds its own.

With regard to the great fuel problem, it is well known that Mr. Edison is concentrating much of his attention on the higher economics of the use of coal. Coal is king to-day. The immediate task of scientists is to draw from this commodity something like its real value in work so as to obviate the enormous waste involved in present methods. Mr. Edison declares that a bucketful of coal should drive an express train from New York to Philadelphia, and a few tons be sufficient for the largest ocean steamship whose bunkers must now hold thousands. The Oceanic consumes a ton of coal every three minutes, or about 500 tons a day, during her voyage between New York and Liverpool. But a single pound of coal burned under perfect conditions would do as much work as the strongest hod-carrier climbing stairs or ladder with brick and mortar during a weary day of ten hours' working time. At present we waste six-sevenths of the value of coal. Our inventors will know no rest until they have found the furnace, the engine or the appliance, or whatever it may turn out to be, which will substitute absolute economy for this immense extravagance.

Both for domestic and for manufacturing purposes, engineers and men of science are diligently studying the art of harnessing the direct rays of the sun. They anticipate the time when the world's supplies of coal, petroleum and other combustibles will be practically exhausted. Vast regions of the earth's surface are sunburnt to aridity and everywhere the sun's heat is constantly deluging that surface with stores of latent potential energy, which might be made available for the purposes of civilized humanity. Water power and wind power both derive their energy from the sun's rays, and many clever inventions yet unheard of will have for their special object the application of each of these sources of activity. But the defect in each case is the lack of certainty. Wind and tide are variable and intermittent. Therefore, scientists look with great expectations to the perfection of the solar engine, which was produced by Ericsson in an elementary form. Some day there will be discovered a method of gathering and storing the energy of the direct rays of the sun for use in producing a heat motor. But the practical sun engine is still among the "uninvented inventions."

Science will be more and more concerned with problems of food supply. Here the chemist comes into evidence. Scientists predict wonderful results as the ultimate reward of the researches now going on quietly in many a laboratory. The way will be found of growing strawberries as large as fine apples, and raspberries and blackberries will be produced in such dimensions that one will suffice for the fruit course of each person. Cranberries, gooseberries and currants will be as large as oranges. One cantaloupe will supply a large family. Melons, cherries, grapes, plums, apples, pears and peaches will be seedless. All varieties of summer fruits will be of such a hardy nature that they will be capable of storage all through the winter, as potatoes now are. How will all these wonders in culture be achieved? By the discovery of new methods of applying electric agency in glass gardens, so that at one and the same time currents will be passed through the soil to make plants grow faster and larger, and also to exterminate weeds and to destroy bacteria; while plants will be bathed all night in electric light to stimulate their progress. All this will be done, but the way to bring it to pass has yet to be invented.

One of the dreams of medical men is likely to be realized in



Take It

You will find it the most comprehensive, compact reference catalog you ever received.

Within its 200 pages over 375 different styles and patterns of Arcade Goods are tersely described and fully illustrated – and every one of these articles is of interest to the Hardware Dealer.

ARCADE GOODS give consumers exceptional service at moderate prices and assure dealers quick sales and good profits.

Catalog and Prices Mailed on Request

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FREEPORT, ILL.

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Cake Turners: All steel or wood handles. Spring Hinges.
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Stove Pipe Dampers, Lid Lifters and Pokers.
Metal Toys of every description.

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"STERLING" HACK SAWS AND BLADES

After a "square deal" in Hack Saws? Buy the "Sterling". Its equal in quality has yet to be produced.

TRADE Sterling MARK

Send for "Sterling" Booklet

The "Sterling" has made a hit with discriminating mechanics. Hits the jobber, too, all right: It sells at one price only.

DIAMOND SAW AND STAMPING WORKS, 357 SEVENTH ST. BUFFALO, N.Y.

The "Sterling" Power Hack Saw

Combines compactness and symmetry of construction with greater power and less cost of running it. Of course, it's "Sterling" in durability.



Gear Driven

Gravity Feed

Tight and Loose Pulley

Automatic Shut Off

Its improvements make it a great step in advance of any other Power Hack Saw. Be convinced – Get our circular.

Diamond Saw & Stamping Wks., BUFFALO, N.Y.

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the near future. Few drugs will be swallowed or taken into the stomach unless needed for the direct treatment of that organ itself. The methods of administration of healing medicaments will be revolutionized in the day of our great-grandchildren. With the aid of diagnosis by X-rays and by the medium of electric currents drugs will be applied to various organs through the skin and flesh, and the treatment will be painless. It will be easy, with the instruments that are certain to be invented—of which the microscope, the photographic camera and the X-ray apparatus are but the pioneers—for the pathologist, physician and surgeon to see the interior of the body and to explore its recesses as it is now to survey the exterior. Furthermore, food will be made for travelers in the pemmican style known to our North American Indians. All kinds of nutriment will be condensed into tabloids containing in very tiny compass the essentials to sustain life in full vigor for long periods.

Though the means are as yet undevised, there will be no intermission of research until everybody can see and hear everybody without the slightest regard to intervals of space, no matter how great. The coming age will demand wireless telephone and telegraph circuits which will span the circuit of the globe, so that it will be as easy to telephone from New York to Pekin as from New York to Brooklyn. Our descendants will not be satisfied if the scientists of the next generation do not enable them, with greatest facility and economy, to witness by perfected kinematographs the weddings of any of their friends at the antipodes, the battles being fought on the other side of the world, and the races of horses, yachts and boats in every land. Balloons will rise high above contending armies, and with automatic cameras will "snapshot" the whole scene, bringing down forthwith to the respective generals perfect pictures of their enemies' forces.

There is much to be done in the way of improving transportation. In this sphere invention has but initiated its attempts. Many observers imagine that aerial navigation is to be the realm of immediate scientific advancement, but though the aeronaut is one of the foremost of present day scientific sensationalists, the engineer knows that he really holds the field. The possibilities of navigating the air, although its navigation is sure to come, offer to practical minds a far less inviting field of achievement in the lines of transportation than the necessary improvements on terra firma. On land and sea vehicles for travel will be in use which will render all those known at this hour only eligible for a museum of antique and obsolete curiosities. The automobile has come, but that is only pointing out the way of possibility. So far as velocity is concerned, the automobile has accomplished wonders, but it attains speed only on deadly conditions. What inventors have to contrive is a train that will cover two miles a minute and cross the American continent at that rate without danger of disaster. They have to produce a ship which will cross from Liverpool to New York in three days. They must ponder the problems involved until they can solve the difficulty of avoiding collisions by the invention of automatic stoppage of trains and ships the moment there is any danger ahead.

In all departments of common everyday life there are outcries for new products of the inventor's genius. Take, for instance, the solicitude of the manufacturers of popular and genuine beverages for a non-refilable bottle. One of the most notorious of the swindles of the commercial world is the great "wine fake." For many a year the proprietors of the vineyards of Germany, France, Italy, Spain, Portugal and Hungary have complained with no little bitterness of the adulteration of their choicest wines by the unscrupulous middlemen. They therefore ask for a bottle which can be used only once—that is to say, when it is filled in their own cellars at the vineyards. Distillers, manufacturers of medicines and makers of choice perfumery all suffer immense loss through the lack of some receptacle which, when once its contents have been poured out, can never be refilled with an inferior article and sold as the original.

The Highest and Greatest Awards

Ever Made on Carpet Sweepers

The Grand Prize and Two Gold Medals



Louisiana Purchase Exposition, St. Louis, 1904

An authoritative and convincing recognition of the Superior Quality, Mechanism and Efficiency of

National Roller Bearing Carpet Sweepers

The Triple Medal Line

Something Different **Something Better**

All that is Good in Carpet Sweepers

No live progressive dealer handling sweepers can afford to be without Nationals — a trial order will show you why.

National Sweeper Company, Marion, Indiana

Export Branch: C. B. Corwin, 15 Whitehall St., New York.
Canadian Branch: 45 Colborne St., Toronto.
Chicago Branch: 1411 Michigan Ave.
Pacific Coast Branch: Cor. Turk & Jones Sts., San Francisco.

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"S&S" KNIVES

WARRANTED



No Hard or Soft Spots
They hold an edge that will hold the trade
Just send for catalogue and leave the rest to us.

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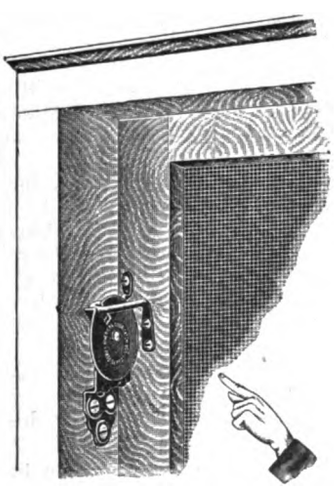
National Cutlery Co.

Detroit, U. S. A.

American Door Catch

FOR

Fly Season



Goes on the inside of door and can be locked.

Retails 15c.

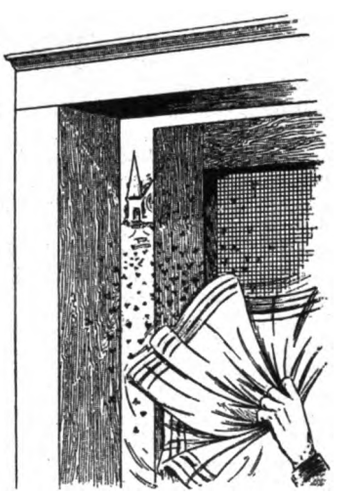
THE BEST CATCH ON EARTH, AND AT THE RIGHT PRICE.

Sold by all Leading Jobbers.

Drop a postal for sample catch, mailed free. Attach it to a door and note result.

A mounted wood model free with first order of 3 dozen.

MANUFACTURED BY



Holds any door, right or left, flush or lapping; inside or outside; on cupboard doors, right or left side, on top or underneath shelf.

It keeps the dust out, keeps the flies away, stops rattling, prevents warping, and keeps the door closed.

Each catch packed complete with cardboard templet, screws, staple and hook for locking is sealed in a strong envelope; no extra parts needed on the American. When you buy an envelope you get it all.

One dozen envelopes in a neat, strong carton, swing back cover, and two-color display cards.

AMERICAN HARDWARE MFG. CO.,
OTTAWA. ILLINOIS.

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HARDWARE DEALERS' RECORD.

Hardware dealers, the country over, are requested to contribute to this page. News of new stores, changes, improvements, etc., will be gladly received, and promptly published.

New Stores, Incorporations, Etc.

Asheboro, N. C.—The Lewis & Winslow Hardware Co. has been incorporated with $5,000 capital stock. The incorporators are: S. Lewis and J. T. Winslow, of Asheboro, and W. P. Lewis, of Wayor, Ala.

Brenton, Wash.—E. Van Syckel is engaging in the Hardware business.

Carters, Cal.—C. J. Lundell has opened a new stock of Hardware, etc.

Evansville, Ind.—Griener Hardware Co. has been incorporated; capital, $25,000; directors, William Griener, Louis F. Kattlerjohn and Mary Griener.

Fort Smith, Ark.—The O'Shea & Hinch Hardware Co. has incorporated under the same name.

Gloucester, Mass.—The Presbrey-Mason Co. has been incorporated to carry on the Hardware business of the late William L. Presbrey, with the following officers: Fanny S. Presbrey, president; Ernest L. Mason, treasurer. The third director is Charles R. Mason. The incorporation is for $20,000.

Johnstown, N. Y.—James H. McGuire and Arthur Tymeson have formed a partnership under the firm name of The McGuire-Tymeson Co., for the purpose of conducting a Hardware business.

Knoxville, Tenn.—The W. W. Woodruff Hardware Co. has been incorporated. The capital stock is $60,000. The incorporators are: W. W. Woodruff, Sr., W. W. Woodruff, Jr., W. P. Sterling, L. W. McNutt and H. W. Sanford. The new company will conduct a general Hardware business and will occupy the new Woodruff Building on Gay street as soon as it is completed. The work on the building is progressing rapidly and will be pushed from now on. A reorganization of the old Woodruff Hardware Co. has occurred, which has made the new charter necessary.

Lakewood, N. M.—E. P. Moxley has engaged in the Hardware business.

Leonard, Texas.—The Grider-Wilson-Manning Co. has been incorporated. Capital stock, $20,000, to do a Hardware and furniture business.

Lincoln, Neb.—W. E. Jackway has opened a new Hardware store.

Litchfield, Neb.—J. H. Whittman has opened a new Hardware store.

Miami, Fla.—The Miami Hardware Co. has been incorporated. They will soon open with a full line of Hardware in the Nelson Block, on Twelfth street.

Monrovia, Cal.—The Monrovia Hardware Co. has incorporated with a capital stock of $25,000. The directors are: B. S. Davies, C. L. Daniels, Edith H. Daniels, Vera A. Sweatt, Monrovia; Mary C. Davies, Los Angeles.

Morrill, Kan.—Roy Summerfelt is engaging in the Hardware business.

Nebraska City, Neb.—Stukenholtz & Carlton have opened a new Hardware and notion store.

Newark, N. J.—Slip-Not Hardware Co. has been incorporated; capital, $50,000; incorporators, George W. Angell, New York City; Jacob R. Roelker, Brooklyn; Gustav P. Metz, Newark. The principal office of the company is located at Dock and Brown streets, Newark, and Gustav P. Metz is named as agent.

Niagara Falls, N. Y.—The Paterson-Thompson Co. has opened a new store and is ready to supply its customers with builders' Hardware, house furnishings, paints, oils and all articles found in a first-class Hardware store.

Oakland, Cal.—The Smith-Browne Hardware Co. has been incorporated with a capital stock of $100,000. This city will be the principal place of business. The incorporators are: George H., John F., LeRoy and Charles H. Smith and Harry R. Browne. The company has purchased the Hardware business of C. E. Freeman, near the junction of Broadway and San Pablo avenue.

Paragould, Ark.—The Stedman Hardware Co. has been incorporated. The capital stock is $12,000, all of which has been subscribed. The officers are: L. U. Stedman, president; W. H. Jones, vice-president; C. W. Stedman, secretary and treasurer.

Pensacola, Fla.—Pensacola is soon to have another retail Hardware store. The style of the firm will be the Gordon & Brown Hardware Co., and the incorporators are: O. M. Gordon, Homre Brown, W. W. Varn, E. E. Reese and S. Pasco, Jr. The new firm will carry an extensive line of Hardware. The amount of the capital stock of the corporation will be $50,000.

Post Falls, Idaho.—John Schlack has opened a Hardware store.

Russell, Kan.—Wilson, Nuss & Co. have opened a new Hardware store.

Ruthven, Iowa.—S. N. Wagner has engaged in the Hardware business.

Spokane, Wash.—The Hillyard Furniture Co. has been reorganized under the name of the Hillyard Furniture and Hardware Co., with F. S. Moore as president and Thomas LePage as secretary and manager. The business of the company will be enlarged and its frontage extended for about twenty feet.

Stuart, Iowa.—G. W. Hartman & Son have opened a new Hardware store.

White Plains, N. Y.—The White Plains Hardware Co. has been incorporated with a capital of $5,000, and the following directors for the first year: Calvin C. Crawford, of Florida, N. Y.; Samuel M. Crawford, of Brooklyn, and George H. Crawford, of White Plains.

Woodbine, Iowa.—Canfield & Hansen are about to engage in the Hardware business.

Changes.

Atlantic, Iowa.—The Marquis Merc. Co. has purchased the Hardware and harness business of Shoud Bros.

Bayard, Neb.—Burke & Harpole have purchased the Hardware and Implement business of North & Co.

Buffalo, Kan.—J. S. Johnson has sold his interest in the Hardware firm of Johnson & White to Dryden & Finney.

Cambridge, Md.—The North-Drennen Supply Co. and Hearn & Wilson, Hardware dealers, have consolidated.

Canyon, Texas.—Canyon Hardware Co. has succeeded to the business of the Canyon City Hardware and Grain Co.

College View, Neb.—Herrick & Vossberg have succeeded to the Hardware business of A. W. Herrick.

Crittenden, Ill.—Homer Ford, who formerly resided in this vicinity, has sold his Hardware store at Philo, and he and his brother-in-law, Clarence Jessee, have purchased Heacock Bros.' Hardware store at Villa Grove.

Fort Morgan, Colo.—Tipton & James have been succeeded in the Hardware business by W. H. Tipton.

Grand Rapids, Mich.—Kulpers & Welmers have been succeeded in the Hardware business on Grandville avenue by H. J. Minall.

Greenleafton, Minn.—B. F. Alink has added a line of Hardware to his other business.

Helena, Okla.—The Helena Hardware Co. has purchased the business of Walker Bros.

Imperial, Cal.—C. G. Witman has commenced the erection of a building 25x60 in which to place a stock of Hardware and have room made necessary by his increased plumbing business.

Johnstown, N. Y.—A change is about to be made in one of the oldest, most widely known and best established firms in Johnstown by the organization of the Frank Miller Hardware Co. The new firm, which will be composed of Frank Miller, James W. Miller, Jr., and Sidney E. Lyke, will take over the business of Frank Miller and continue to conduct it at the present stand.

Jolly, Iowa.—G. B. Peterson has purchased the Hardware business of Donaken Bros.

Julian, Neb.—D. H. Stout has sold his Hardware and furniture business to the Julian Hardware and Implement Co.

Lexington, Neb.—F. B. Harrington has sold his Hardware business to W. H. Wisda.

Middleport, N. Y.—Frank A. Rinn, of Gasport, and Edgar Knapp, of Middleport, have purchased the Hardware business of the late E. B. French.

Morrill, Neb.—W. E. Gaines has sold his Hardware business to W. L. Minor.

New Britain, Conn.—L. M. Barnes has purchased the interest of the other stockholders in the Barnes Hardware Co.

Osceola, Iowa.—Wasson & Son have been succeeded in the Hardware business by D. B. Hunt.

Portland, Me.—Walter V. Knight has purchased the stock of Hardware of Allen T. Skillings and will remove to his store on Main street.

Santa Ana, Cal.—S. C. Wright has sold his interest in the Hardware business conducted by Wright & Kendall to Henry Franzen, Jr. The business will be conducted under the name of the Santa Ana Hardware Co. Mr. Wright and family, who have been residents of the city for the past twelve years, will move to Los Angeles, where Mr. Wright will engage in the Hardware or real estate business.

Spokane, Wash.—O. B. Galloway has sold a half interest in his Hardware store to J. W. Adams, and the name of the firm will be The Farmers' Hardware Co.

Springfield, Tenn.—J. A. Long & Co. have succeeded to the Hardware business of Long, House & Co.

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Try the

Brownie Spring Ice Skate

With Spring under Ball of Foot which gives the Skater an easy and graceful motion, and increases his speed. Equipped with our New and Best Fastener on the Market; easy to put on and gives no trouble; won't come loose. A very popular and up-to-date Skate. A Good Seller. Made in Four Grades. Prices right.

Columbus, O., Mar. 22d, 1905.

The Brown Spring Ice Skate Co.,
Webster City, Iowa.

Gentlemen:—We wish to write you that the sales made by us of your Spring Skate have proven very satisfactory to our customers. It is our impression that the Skate will become a popular one.

Very truly yours,
SCHOEDINGER, FEARN & Co.,
Per Dickson.

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Brown Spring Ice Skate Co.

Webster City, Iowa, U. S. A.

AMERICA ALARM



A Guaranteed Clock at the Lowest Price.

The Western Clock Mfg. Co.,

La Salle, Ill.

Sole Manufacturers of the "America" Alarm

NEW YORK
31 Maiden Lane

CHICAGO
131 Wabash Ave.

BISSELL'S

"CYCO" BEARING

CARPET SWEEPERS

are always offered to the trade in practical finishes, at reasonable prices, and these are two of the reasons why they outsell all other makes. The carpet sweeper is in the broadest sense an article of utility, and hence it is that we never attempt impracticable designs or finishes, that merely add to the cost of manufacturing, without adding anything to the utility of the machine.

We aim to produce our goods in the finest finishes consistent with the use to which a carpet sweeper is put, and anything beyond this is clearly impracticable, and can be no more forced upon the market than highly decorated brooms at $5.00 a piece. It is not in the nature of things to market domestic size sweepers at $15.00 to $25.00 a piece. $5.00 to $5.50 is the limit the consumer will pay for a domestic size carpet sweeper, and this fact is well understood by the trade.

Bissell sweepers are made in all the leading cabinet woods, as follows: Crotch Mahogany, Crotch Spanish Cedar, figured Rosewood, Hungarian Ash, Curly Birch Mahoganized, Brazilian Rosewood, Curly Maple in Seal Brown, figured Mahogany, figured Spanish Cedar, figured Walnut, Ash Burl (finished natural and Mahogany), Bird's Eye Maple, California Laurel wood (finished natural and Mahogany), Sycamore in three shades (natural, Cocobolo and Rosewood), Oak in Golden, Antique, English, Antwerp and Brown; and retail at from $2.50 to $5.50.

In an article of strict utility like the carpet sweeer, the mechanism and not its exterior embellishment, primarily determines its value. Bissell's "CYCO" Bearing Sweeper embodies valuable mechanical features not contained in any other make, and is the only carpet sweeper on the market sold under a sound system of fixed retail prices that insure to the dealer a good profit. *Remember* the demand to-day is for the advertised article of recognized merit.

Write for our Special Spring Offer

BISSELL CARPET SWEEPER COMPANY
(LARGEST SWEEPER MAKERS IN THE WORLD)
GRAND RAPIDS, MICH.

BRANCHES: NEW YORK, TORONTO, LONDON, PARIS.

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HARDWARE MANUFACTURERS' RECORD.

Hardware manufacturers, the country over, are requested to contribute to this page. News of new factories or companies, changes, improvements, etc., will be gladly received, and promptly published.

New Incorporations, Etc.

Allentown, Pa.—The Kline Hardware Co. has been incorporated with a capital stock of $50,000 paid in, and has taken over the business formerly conducted by the Novelty Iron Works. The company will continue the manufacture of Hardware specialties without change in the management of the business.

Augusta, Me.—Granite State Tack Co. has been organized for the purpose of manufacturing tacks, nails, pins, screws, knives and cutting implements of all kinds, with $150,000 capital stock. President and treasurer, I. L. Fairbanks, of Augusta.

Augusta, Me.—The Mills Machine Co. has been organized for the purpose of manufacturing and dealing in tools and machinery of all kinds, with $100,000 capital stock. President and treasurer, I. L. Fairbanks, of Augusta.

Bridgeport, Conn.—J. P. Langevine has started a plant for the manufacture of sashes, blinds, screens and door screens, on the corner of George and Center streets.

Brooklyn, N. Y.—The Davies Automatic Shear Co. has been incorporated. It is proposed to make and sell cutlery, tools, saddlery and saddlers' goods and machinery. Capital stock, $24,000. The directors are: Frederick D. Davies, John H. Hotson and Peveril Meigs, Jr., of Brooklyn.

Chicago, Ill.—The Adjustable Lock-Wrench and Tool Co., of Guthrie and Chicago, has been incorporated with $100,000 capital stock. The incorporators are: George C. Clark and Edward Zulauf, of Chicago; G. V. Pattison, of Guthrie.

Cleveland, Ohio.—The National Tool Co. has been incorporated by J. F. Castle, Robert Bowie, C. G. Reynolds, C. R. Bissell and Samuel M. Parles. Capital, $50,000.

Detroit, Mich.—The Milburn Scale Co., taking over a one-half interest in the Milburn Co., now doing business in Detroit, has incorporated with a capital stock of $50,000. The half interest referred to is valued at $25,000. The stockholders are: John H. Milburn, John G. Milburn, Earl Roscoe Ryno, Andrew W. Smith and Thomas J. Parker.

Duluth, Minn.—The Duluth Brass Works Co. has been incorporated with $50,000. The company will manufacture brass machinery, implements, tools and novelties. The incorporators are: Edward G. Hilliard, Clyde W. Stilson and Martha Kerr, of St. Paul.

Greenville, S. C.—The Markley Wagon and Hardware Co. has been incorporated with $75,000 capital stock. Incorporators are: H. C. Markley, G. W. Sirrine, J. W. Cagle, Walter West and James Birnie, Jr.

Guelph, Ontario.—The Guelph Windmill and Manufacturing Co. has been incorporated to manufacture windmills and farm implements. Capital, $50,000.

Louisville, Ky.—The American Tool Co. has been incorporated with a capital stock of $50,000. The incorporators are: J. D. Augustus, J. V. Norman, J. S. Stewart.

New Haven, Conn.—Lieutenant-Governor Rollin S. Woodruff, Lewis H. English and Samuel C. Morehead are the incorporators of the C. S. Mersick & Co., which is organized with a capital stock of $500,000 for the purpose of manufacturing and dealing in machinery, Hardware, metals and merchandise.

New York, N. Y.—Combined Tool Co. has been incorporated; objects, to deal in tools, etc.; capital, $25,000. President, Evander F. Powers; treasurer, Wm. A. Putnam, both Leominster.

New York, N. Y.—Duplex Folding Tool Co. has been incorporated; capital, $100,000. Directors: Siegfried Steuer, G. C. Hemenway and Stuart Henry, New York.

New York, N. Y.—Fulton Furnace Co. has been incorporated; capital, $100,000. Directors: W. H. Crehore and W. H. Martin, New York, and W. T. Macrery, Brooklyn.

New York, N. Y.—Lanz Refrigerator Manufacturing Co. has been incorporated to manufacture refrigerating boxes, chests, closets, etc.; capital, $1,100. Incorporators: John Currie, Henry Spengler, Moses Cohen.

New York, N. Y.—Mutual Specialty Co. has been incorporated (household articles); capital, $10,000. Directors: J. W. Knight, Philip Harrison and A. M. Davidson, New York.

New York, N. Y.—Standard Stripping Machine Co. has been incorporated (Hardware supplies); capital, $2,000,000. Directors: W. B. Symmes, Jr., and H. B. Pogson, New York, and G. G. Schrieber, Hoboken, N. J.

New York, N. Y.—The Gunther Convertible Pipe and Nut Wrench and Cutter Co. has been incorporated. Capital, $50,000, and directors: J. I. Gunther, R. F. Blume, Buffalo; G. M. Kellogg, Hornellsville.

Pittsburgh, Pa.—Capital Manufacturing Co. has been incorporated for the manufacture and sale of Hardware, brass, iron, tin and other metal goods; capital, $20,000; directors, T. F. Washer, L. D. Atherbolt, Greenville; H. M. Williver, Pittsburgh.

Portland, Me.—Mattress Tufting Co. has been organized for the purpose of doing a general business in the tools and machinery used in the manufacture of mattresses, with $10,000 capital stock. President and treasurer, B. Marwin Fernald.

Upper Nyack, N. Y.—Block Light Co. has been incorporated (lamps, burners and mantles); capital, $2,500,000. Directors: Edward Steindler, Eugene H. Block, David H. Hyman, New York.

Warren, Pa.—A conference of creditors and stockholders of the defunct Penn Shovel Co., held recently, resulted in the raising of sufficient funds to pay off the indebtedness of $50,000, for which the syndicate will receive a transfer of the entire plant. A new company will be formed with a capital stock of $150,000, of which $100,000 will be common and $50,000 preferred stock. The sale and transfer will be consummated and the factory started as soon as the stock can be obtained. What Warren lacked of its required subscription was taken by outside men.

Washington, D. C.—William Liebig & Co. has been incorporated to manufacture machinery, tools and articles of like nature, made in whole or in part of iron or steel. The capital stock of the company is $100,000. The incorporators are: E. W. McCormick, B. E. T. Kretschmann, S. A. Terry, William Liebig and Herman A. Sperlich.

White Plains, N. Y.—White Plains Hardware Co. has been incorporated to manufacture and deal in Hardware, etc.; capital, $5,000. Incorporators: Calvin C. Crawford, Samuel M. Crawford, George H. Crawford.

Changes.

Ashland, Ohio.—F. E. Meyers & Bros., manufacturers of Hardware specialties, are preparing to erect an addition to their plant in the form of a large foundry.

Auburn, N. Y.—The American Wringer Co., of 99 Chambers Street, New York, has decided to close its factory in Auburn, N. Y., and concentrate the business at Woonsocket, R. I. This means that the Woonsocket plant will be enlarged. The best of the machinery at Auburn will be moved and it will be supplemented by whatever modern machines will be necessary to bring the Woonsocket factory up to the required capacity to take care of the business of both plants.

Bridgeport, Conn.—The Challenge Cutlelery Corporation has increased its capital stock from $100,000 to $150,000. Plans have been adopted and contracts signed for an entire rebuilding of the plant, which is devoted exclusively to the manufacture of pocketknives and razors.

Camden, N. J.—The D. B. Murphy File Works has been absorbed by the Carver File Co., of Philadelphia. The latter, which has a capital of $1,000,000, fully paid in, will fight the file trust.

Chicago, Ill.—The Yale & Towne Manufacturing Co. recently moved its Chicago office from the Silversmiths' Building, 131 Wabash Avenue, where a suite of offices of an upper floor has been occupied for about six years, to a large, well-lighted store and basement at 88 Lake Street.

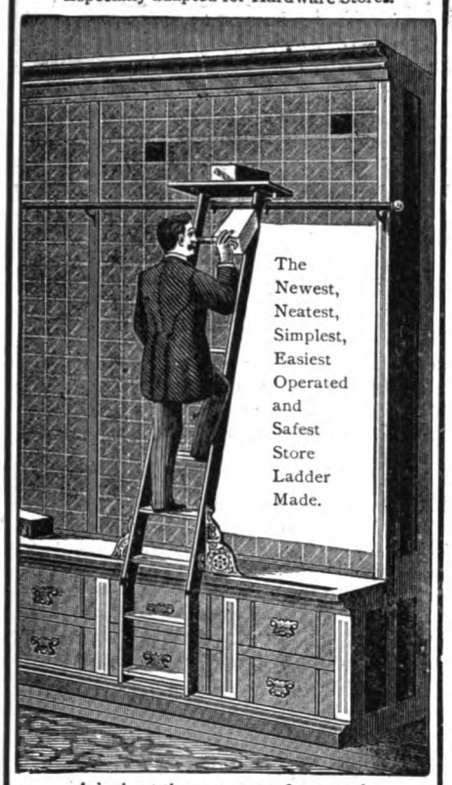
Cleveland, Ohio.—The Standard Tool Co. will build an addition to its building at the corner of Central avenue and Cone Street. It will be a three-story brick building, costing about $10,000.

New Britain, Conn.—Landers, Frary & Clark, of this city, have purchased the business of the Dunlap Percolater Co., of Chicago, manufacturers of coffee pots, and will move the business to this city. C. C. Meredith, manager of the plant in Chicago, will come here to take charge of the work.

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DAVIS & DAVIS
ATTORNEYS-AT-LAW.
WASHINGTON, D.C.
St. Paul Building, NEW YORK.

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The BICYCLE STEP LADDER.
Especially adapted for Hardware Stores.



Ask about the new **noiseless** track.
Highest award World's Fair.
WRITE US.
THE BICYCLE STEP LADDER CO.,
65 Randolph St., CHICAGO .ILL.

The Jewel Rotary

The Machine That Appeals to Economical Women

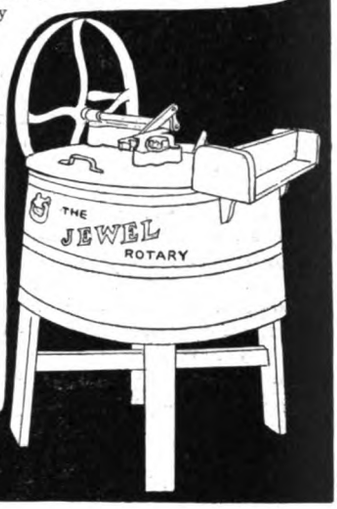


These justly popular washers are proving the fastest sellers and greatest trade builders in the hardware field. Their remarkably low price, **25% cheaper than any other rotary washer on the market,** gives dealers a forceful talking point, which combined with their cleanliness, ease of operation and effective work makes easy and profitable sales.

The Jewel has less machinery than any other rotary, making it much easier to operate and less liable to get out of order. It is durably made, finished in Mahogany finish, with two coats of varnish, outside castings Gold Bronzed, inside castings heavily galvanized. Furnished with stave legs if so desired.

Wherever these washers are introduced they sweep aside all competition of other Machines.

Write for full descriptions and prices of the 20 different machines we manufacture.



WAYNE MFG. CO
ST. LOUIS, MO.



BOX STRAPPING OF ALL KINDS
BOX CORNER FASTENERS, SEALS, ETC.
WRITE FOR SAMPLES, CATALOG AND DISCOUNTS.
STANDARD METAL STRAP CO., 336-342 E. 38 St., New York



"I see your finish" the housekeeper said,
As she noticed the paint worn and light,
"With a single coat you'll be handsomely dressed—
In dull finish "Ad-el-ite."

FIVE MILLION WOMEN

are already familiar with

AD-EL-ITE
ONE-COAT DULL FINISHES

We will keep on Advertising Until Every Woman in America Knows of Them.

Ad-el-ite One-Coat Dull Finishes come in eight old Mission shades of rich dull browns and blacks and are intended for refinishing furniture, old and new, and for all interior decoration.

They are economical—only one coat is required and one gallon will thoroughly finish 800 to 1000 square feet. **They are durable**—they permanently stain the wood instead of drying on top. **They are beautiful**—they produce a deep, velvety glow of wonderfully rich appearance.

And They Are Popular—by our immense and persistent magazine advertising, we have sold thousands of gallons more than ever before this Spring and the demand has only begun.

A WOMEN OR CHILD CAN APPLY IT.

Adams & Elting Co.
CHICAGO, U.S.A.

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BICYCLE AND SPORTING GOODS RECORD.

Bicycle manufacturers and dealers, the country over, are requested to contribute to this page. News of new stores, changes, improvements, etc., will be gladly received, and promptly published.

New Stores, Incorporations, Etc.

Bartow, Fla.—Oscar Balch has opened a Bicycle and gun repair shop.

Brookville, Can.—The St. Lawrence Engine Company, Ltd., has been incorporated to build boats and machinery. Capital, $40,000.

Buffalo, N. Y.—The Buffalo Specialty Co. has been incorporated with a capital of $500,000. Oliver Cabana, Jr., E. T. Brown and M. J. Cabana, all of Buffalo, are named as directors. Each of them was an officer of the old company—the Buffalo Specialty Manufacturing Co.

Camden, N. J.—Charles M. Buckman, who for several years has been engaged in the bicycle business at 120 Market Street, has been incorporated as the Charles M. Buckman Co. C. Edgar Shreve and Robert H. Dix are his fellow-corporators. Capital stock, $125,000.

Chicago, Ill.—Dean-Martin Company has been incorporated; capital, $10,000; manufacturing photography supplies; incorporators, F. P. Dean, H. T. Martin, F. A. Pennington.

Dover, Del.—M. A. Shipley Company has been incorporated to engage in the manufacture of camping outfits and sporting goods of all kinds. The incorporators are all of Philadelphia, and capital stock is $75,000.

Grand Rapids, Mich.—The firm of Willoughby & Brown have opened a new Bicycle store in the Judd Building.

Jefferson City, Mo.—The Center Creek Powder Company has been incorporated with a capital stock of $20,000, all paid. A. G. Cummings and Herbert Tally and other capitalists of Terre Haute are stockholders.

Lincoln, Me.—George Haskell has opened a new store.

Minneapolis, Minn.—The Luther Ford Co. has been incorporated to manufacture fireworks. The capital stock is $10,000.

New Haven, Conn.—Winchester Purchasing Co. has been incorporated to deal in firearms and materials and shares of concerns engaged in making such; capital, $2,000; incorporators, Arthur W. Hooper, of Boston; Winchester Bennett and Henry Stoddard, of New Haven.

New York, N. Y.—The A. G. Spalding & Bro. Manufacturing Co. is a recent corporation, its purposes to manufacture and deal in athletic goods, etc. The concern commences in business with a capital stock of $100,000. President, William T. Brown, East Orange, N. J.; treasurer, Horace Brown, Springfield, Mass.; clerk, Howard L. Holt, Chicopee Falls, Mass.

New York, N. Y.—The Laflin & Rand Powder Co., of New York, capitalized at $1,000,000, has been incorporated in Indiana with a capital stock of $80,970.

Norwalk, Conn.—Automatic Tool Co. has been incorporated to deal in autos, motors, electrical fittings, and to do a mechanical business; capital, $20,000; incorporators, Elbert N. Sipperley and Elbert N. Sipperley, Jr., of Westport, and Charles H. Jimmerson, of Norwalk.

Norwich, Conn.—The Uncas Manufacturing Company is a new concern, capitalized at $50,000, to manufacture automobile parts. D. F. Leavitt, of New York, is the head of the new concern.

Pekin, Ill.—Charles Harris has lately established a plant for the production of power launches and has already many orders for craft on file. The Weber Marine engines, built by Weber & Jewett, of Pekin, will be installed in all the Harris launches.

St. Louis, Mo.—Black-Bird Target Works has been incorporated by Brady S. Thompson, Edward R. Hoyt and W. P. Markle, to manufacture and deal in targets for trap-shooting, traps, etc.; capital stock, full paid, $50,000.

Terre Haute, Ind.—The Bruns Powder Company has been incorporated by John and Nora Bruns and Louis Leveque. The company is capitalized at $5,000, and is organized for the purpose of carrying on a mercantile business.

Trenton, N. J.—Federal Cartridge Co. has been incorporated to manufacture cartridges, shells, torpedoes, mines and ammunition; capital, $2,000,000. Incorporators: Cyrus O. Baker, East Orange; E. J. Hill, Norwalk, Conn.; J. Kingsbury, Jr., New Haven, Conn.; Henry S. T. Thompson, New York City; R. Jay Walsh, Greenwich, Conn.; L. E. Warren, New York City; F. Z. Maguire, London, England.

Changes.

Boston, Mass.—Wright & Ditson, manufacturers of outdoor game supplies and athletic goods, have recently opened a branch at 66 Wabash Avenue, Chicago, Ill., from which the Western trade of this concern will in the future be cared for.

Buffalo, N. Y.—The Crosby Co. has purchased of the Pope Manufacturing Co. its entire complement of tools for the manufacture of Thompson electrically welded parts, and also for a new line of English cycle parts, and already have installed them in their Buffalo plant. The Pope Manufacturing Co. have retired from the manufacture of parts for export and turned over to them the absolute production of the Thompson fittings.

Chicago, Ill.—The Federal Manufacturing Company, formerly large producers of Cycle parts, conducting extensive plants at Chicago, Milwaukee, Cleveland and elsewhere, have recently sold the last remaining factories, those at Cleveland and Elyra to a new concern which has been incorporated with a capital of $400,000, and will be devoted to the production of automobile parts and specialties.

Des Moines, Iowa.—Work is progressing on the building for the Barnes & Casebeer gun stock factory at East Twentieth Street and Court Avenue.

New Brunswick, N. J.—The stockholders of the United States Rubber Co., at a special meeting held on the 25th inst., by a vote representing three-quarters of entire stock, adopted the resolution passed by the directors at a meeting held on May 12, which recommended an increase of the capital stock from $50,000,000 to $75,000,000. The stockholders also ratified the action of directors in authorizing the purchase of no less than two-thirds of the capital stock of the Rubber Goods Manufacturing Co.

New York, N. Y.—E. G. Buckner has been elected president of the International Smokeless Powder Company, succeeding the late H. G. Watts.

Troy, N. Y.—J. Lucy has sold out his Bicycle business to E. H. Brunelle.

Winnepeg, Manitoba. — Anderson & Thomas, who were formerly Hardware dealers, have quite recently built up a satisfactory wholesale trade in sporting goods and now propose making this line a specialty. They have travelers covering the provinces to the Pacific coast.

Woodstock, Ont.—A. Gardner & Co., Hardware and sporting goods dealers, have recently moved into their new store building and are adding extensively to their stock.

Fires.

Columbia, Wash.—Hitt Bros., manufacturers of fireworks, lost their building and plant on May 6 by an explosion and fire, which originated from the accidental ignition of a bunch of special friction fuses. One of the workmen was slightly burned.

Gaylord, Mich.—A. H. Van Dorn; loss by fire, $1,000.

Laurel Run, Pa.—One of the buildings of the Oliver Powder Co. exploded recently, causing damage to the amount of several thousand dollars. Ignition occurred in the mixer and spread to the adjoining building.

Windsor Mills, Can.—The Hamilton Powder Mill Co.'s plant was wrecked by an explosion in the mixing house on the night of April 25.

West Hanover, Mass.—The entire plant of the National Fireworks Co. was destroyed by an explosion on May 25. It comprised a group of ten one-story wooden buildings. A similar accident destroyed the plant two years ago.

Miscellaneous.

Boston, Mass.—The Metropolitan Park Commissioners of Boston have decided to not only mount a unmber of the park policemen on motor bicycles, but to equip the machines with Jones speedometers. The Indian Motorcycle Co., of Boston, secured the order.

Omaha, Neb.—James F. DeJarnette, manager of the Anderson Manufacturing Company, has been granted a patent on a new spring tire, which is designed to supplant the expensive rubber tire. Mr. DeJarnette, who is an experienced constructor, uses an entire wheel instead of merely a rim or tire to get the desired effect. The elasticity is supplied by spiral springs, which are mounted radially between the outer tire and an inner ring. Thus vibration is absorbed by the springs.

Vancouver, B. C.—The well-known Hardware business of Fife & Hunter, on Cordova street, has been transferred to the George Hunter Hardware Co., Ltd., of which company George Hunter, of the former firm, will be managing director. Since the death of Mr. Fife Mr. Hunter has had charge of the business. The new company, with increased capital, will continue on the old lines, but will enlarge and branch out wherever need therefor is seen.

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NUMBERING MACHINE

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Six wheels—steel figures—printing from one to one million. Numbers consecutively, duplicates or repeats AT WILL.

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THE SCHWERDTLE STAMP CO.,

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Search the world over for Glass Cutters that in any way can be compared with Barrett's Glass Cutters. Their surpassing excellence has found for them a ready market in all parts of the world.

BARRETT'S GLASS CUTTERS

Are profit bringers. If you are not handling them a single order will convince you. Write us to-day.

W. L. Barrett, Bristol, Conn., U.S.A.

Are you ready for the Spring Trade?



Cement Jointer.

Complete Line

Write for Catalogue.

Cement Workers, Paviors and Contractors Tools.

Low Prices.

JOHN STORTZ & SON
Manufacturers
210-212 Vine St. Phila., Pa.



The LINE THAT SETS THE PACE

No. A guaranteed tires and equipment. The best value on the market $14.00
Same with Morgan & Wright tires 16.00
Same with Hartford No. 70 tires 16.50
No. 71 has the finest equipment on the market, G & J or Palmer tires .. 19 50
Ladies bicycles $1.00 extra.
Coaster brake $3.00 extra.

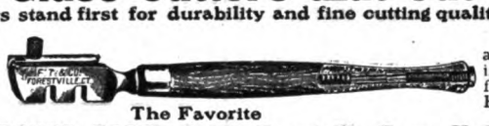
Eighteen years experience has taught us how to build good bicycles, and to sell them at prices that are pleasing alike to agents and riders.

GENDRON WHEEL CO. **Toledo, O., U. S. A.**

Glass Cutters that Cut

Ours stand first for durability and fine cutting qualities

Note our patent interchangeable feature.



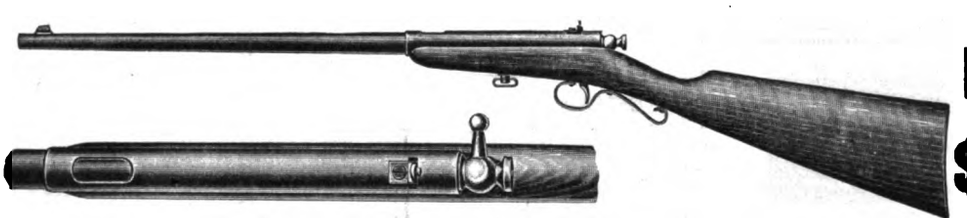
Extra cutter wheels are placed in handle instead of tube. Send for catalog. Mention HARDWARE.

The Favorite

FLETCHER, TERRY & CO., Forestville, Conn., U. S. A.

The HAMILTON RIFLE

No. 23



Price $3.00

OUR LATEST MODEL. A QUICK SELLER.

Full length, 35 in. Length of barrel and action, 21¾ in. Chambered for .22 Calibre S. and L.R.F. Cartridges. Take down Model, with genuine Walnut stock. **Model No. 23,** is of the **Bolt Action** type, deservedly popular for combining simplicity of action with strength and safety. The barrel, with action, is 21¾ inches in length, being finely tapered and beautifully finished in blue-black gun finish. The quality of rifling is unsurpassed, assuring absolute accuracy and strength of shooting. The action is automatic, both in putting cartridge into the chamber and ejecting the exploded shell. New locking device makes entire action of Rifle absolutely safe under all conditions. Breech-block and working parts thoroughly protected from dirt, rain and snow. Barrel and action easily and quickly cleaned.

Hamilton Rifle No. 19



Price $2.00

Combines simplicity, beauty of finish, strength and excellent shooting power. Simple loading process; improved extractor, rapid and perfect in action; convenient "take down" features; calibre .22.

Model No. 15 is made like No. 19 except that barrel is 4 inches shorter, Price, - $1.50

Manufactured By **THE HAMILTON RIFLE CO.,** PLYMOUTH, MICH.

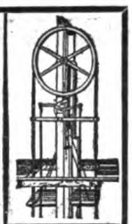
Be sure and get full particulars of our No. 23 from your jobber

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FORMERLY SCHEELER'S SONS
WIRE CLOTH
WIRE GOODS
Artistic Metal Works.
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BUFFALO, N.Y.
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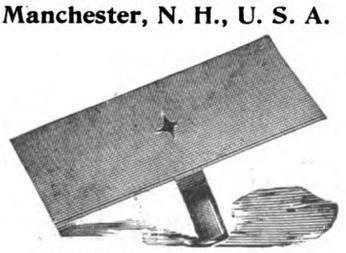
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General Hardware
Agent for Atlantic Screw Works.
Wood Screws of Every Description.
Agent for Maynard's Socket Shovels.

Improved Quick and Easy Rising Steam, Electric and Hand Power
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Send for Circulars.
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1013 Ninth St., Council Bluffs, Ia.
KIMBALL ELEVATOR CO., 120 Cedar St., New York.
39 Vincent St., Cleveland, O.



CORRESPONDENCE SOLICITED. WRITE FOR PRICE LIST & DISCOUNT
EXCELSIOR INJECTOR
N. A. WATSON ERIE PA.
WATSON FILTER

J. B. GLAZIER,
Hock Manufacturer,
Manchester, N. H., U. S. A.



Dovetail hock with patent handle.
Send for Price Lists.
—AGENTS—
W. N. Jacobus
155 Chambers St. New York
Orr & Locket Hardware Co.
Chicago
S. J. Stebbins Hardware Co.
Chicago

Hardwaremen's Exchange

Notices of **HELP WANTED** *or* **SITUATIONS WANTED** *will be inserted in this column, for subscribers, free of charge. Should not exceed four lines. Notices of* **SIDE LINE OFFERED, SIDE LINE WANTED** *and* **ALL OTHER NOTICES,** *two cents per word. No ad. received less than three lines.*

Hardware Salesmen Wanted.

SPECIALTY SALESMEN to sell splendid specialty—a cherry seeder; best and also the cheapest on the market; model can be carried in vest pocket; easy to sell; liberal commission; good money for the right parties; write to-day for particulars. E. L. Arnott, Greenfield, Ohio.

WANTED—Salesman experienced in selling small wood handles and spools. None but those familiar with the trade wanted. Address, "C. H. M.," care HARDWARE.

Business Opportunities.

BUSINESS OPPORTUNITIES.—Anyone desiring to go into the Hardware business can learn of one of the best openings in a New England town of 30,000 by writing to the address below. Only those meaning business need answer. Address, William Hicks, care "HARDWARE."

Wanted.

WANTED—To buy patents of articles made of Sheet Metal. Address "Sheet Metal," 115 Third Street, Middletown, Ohio.

A WELL-KNOWN, responsible German manufacturer of agricultural implements desires to take the exclusive agency of a first-class American fork manufacturer. Address K. O. 2796, care of Rudolf Mosse, Cologne, Germany.

Side Line Offered.

SALESMAN to carry a good side line that will pay traveling expenses. Sells to house furnishing, general, and hardware stores. Pocket model free. Season now on. Novelty Mfg. Co., Ottawa, Ill.

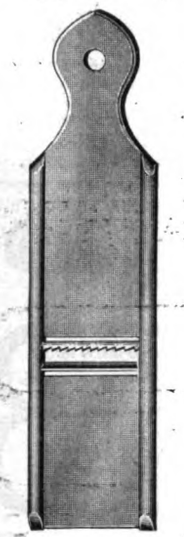
Situation Wanted.

A TRAVELING SALESMAN. Now employed; 15 years successful; experience in selling Hardware specialties to jobbers; would consider desirable change in similar capacity. Address, "Salary," care Hardware Publishing Co., New York City.

Columbia
Can Opener
It never slips nor tears. A high-grade can opener at a low price—10 cts. retail. Discount most liberal to the trade. Send for it.
A. F. Meisselbach & Bro.
30 Prospect Street
Newark, N. J.

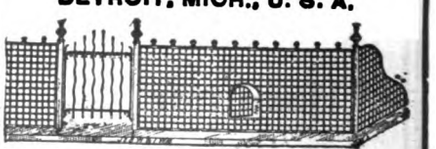


Every Housewife



Knows the superiority of grated corn for fritters and other dishes. Makes the cooking so much more tasty than corn cut from the cob. With the
Favorite Corn Grater
the inside of the kernel is extracted, leaving the hull on the cob. All you have to do is to pass the corn forward on the teeth of the Grater and the smooth edge scrapes out the nutriment.
The grater is made of hardwood, fine steel and handsomely finished.
Size 12x3 inches. Dozen packed in paper box. Gross lots in cases. Weight, 70 pounds per gross.
Dealers have always found it a good summer seller.
J. M. MAST MFG. CO.
Lititz, Pa., U. S. A.

J. E. BOLLES IRON AND WIRE WORKS
DETROIT, MICH., U. S. A.



Bank and Office Railings, Grilles, Elevator Cabs and Enclosures, Porch Railings, Window Guards, Electro Bronze Work, Ornamental Iron and Wire Work of all Descriptions.
Shipments made to all parts of the world. State your wants and
SEND FOR CATALOGUE 20H

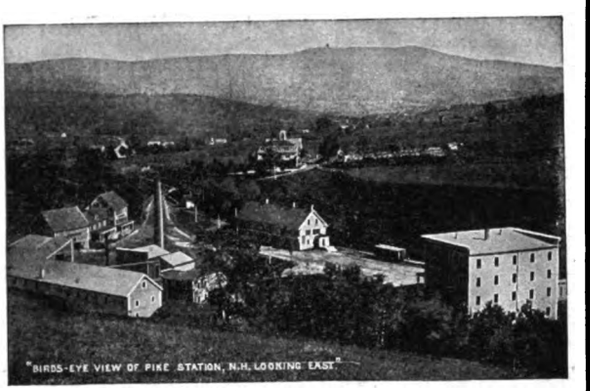
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SOMETHING NEW

FROM

A VILLAGE AMONG THE MOUNTAINS OF NEW HAMPSHIRE.

Goods Well Displayed



PIKE

WORLD'S HEAD-QUARTERS FOR SHARPENING STONES

Are Half Sold



SCYTHESTONE BOX A

Contains 80 Salable Scythe Stones.
Consumers' Prices Amount to $12.20
DEALERS' PRICE, $6.00.



OILSTONE BOX No. 1

Contains 79 Salable Oil Stones.
Consumers' Prices Amount to $34.20.
DEALERS' PRICE, $20.00.

ESTABLISHED 1823
TRADE MARK REGISTERED
PIKE'S
STANDS FOR THE BEST IN SHARPENING STONES.

SELLING ASSORTMENTS

The outcome of 82 years experience in catering to the requirements of the HARDWARE MERCHANTS.

Special Features:

- Economy of Room.
- Goods conveniently and attractively arranged and displayed.
- Saving in time in making sales.
- Every stone guaranteed to give satisfaction to the user.
- Sale of goods guaranteed to the dealer.
- Handsome margin of profit on each box.
- Duplicate stock may be used for refilling.
- Selling prices marked on every stone in every assortment.
- Other advantages which every wide-awake merchant will recognize and appreciate.

SEND YOUR ORDERS AT ONCE

PIKE MFG. CO.

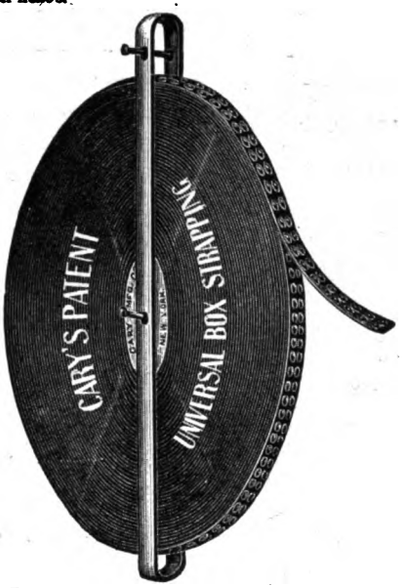
New York Branch
151 Chambers St.

Pike, N. H.

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CARY'S UNIVERSAL BOX STRAP

A continuous Metal Strap with a series of raised bosses along edges to strengthen it and to protect nail-heads.



Put up in coils 300 feet each.
Patent Metal Reel Frame with each coil.
Straps made in four widths: ½, ⅝, ¾ and 1 inch.
Patented in all countries.

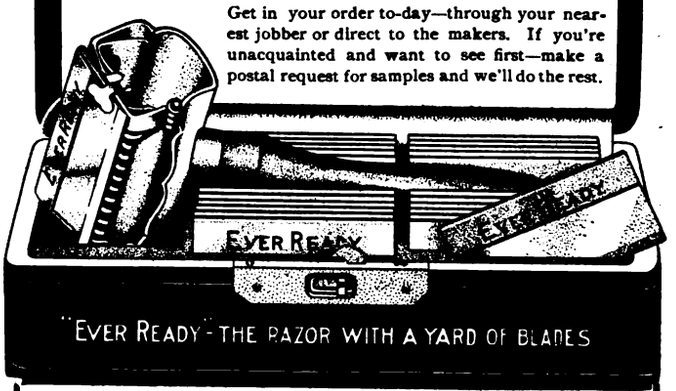
CARY MFG. CO,
19 & 21 Roosevelt Street, New York.
Cable Address: CARLEIO

EVERYBODY--EVERYWHERE
IS CALLING FOR
"Ever-Ready" Safety Razors

The only $5.00 retail proposition on the market to-day that gives the customer a run for his money and allows the retailer a profit that is worth his while. **"Ever-Ready" sets contain twenty-four keen, perfect blades**--a dozen more than any other similar priced razor. "Ever-Ready" blades are as thin as paper and yet can be rehoned and resharpened at will—another incomparable feature.

Advertised at $5.00--
BIG PROFITS TO RETAILERS

Get in your order to-day—through your nearest jobber or direct to the makers. If you're unacquainted and want to see first—make a postal request for samples and we'll do the rest.



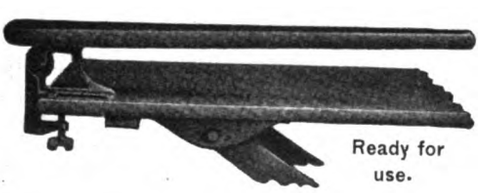
Reichard & Scheuber Mfg. Co.
66 Duane St., New York City

Makers of Yankee Safety Razors—Yankee Sets—Stropping Machines and Radio Magno Razors.

AUXILIARY IRONING BOARD



Turned back out of way.



Ready for use.

A Money Maker

USED THE YEAR 'ROUND - USED THE WORLD 'ROUND

A most substantial and satisfactory auxiliary to table or regular ironing board for ironing sleeves, shirt waists, etc. The turn-back feature is its great convenience. None other has it. Always in place. Never in the way. It is not a cheaply-constructed article, but one built for every-day use and for universal satisfaction.

We have further information we will be glad to give you.
Better write for it.

W. H. GLENNY AND COMPANY, SPECIALTY MFG. DEPT.

ROCHESTER, N. Y., U. S. A.

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PRICES CURRENT

The prices in this Prices Current are intended for the Hardware trade only, and for such quantities as are usually purchased by retail dealers. They are carefully revised and represent quotations at which purchases can be made. Very small quantities, and broken packages, frequently make higher prices necessary.

Subscribers are requested to notify us of any discrepancies, as we desire to make this department of our paper worthy of their constant attention.

The list prices, from which discounts are given, will always be furnished the dealer upon request, by the manufacturer quoted.

Ammunition

CAPS—PERCUSSION—

Eley's E. B 60c
G. D ..... per M 34@35c
F. L ..... per M 40@45c
G. E ..... per M 50@52c
Musket ..... per M 62@63c

PRIMERS—

Berdan Primers $2.00 per M ..... 20&5%
B.L. Caps (Sturtevant Shells) $2.00 per M 20%
All other Primers per M. $1.52 to $1.60.

CARTRIDGES—

Blank Cartridges:
32 C. F., $5.50 ..... 10&5%
38 C. F., $7.00 ..... 10&5%
22 cal., Rim, $1.50 ..... 10&5%
32 cal., Rim, $2.75 ..... 10&5%
B. B. Caps, Can. Ball, swgd $1.90
B. B. Caps, Round Ball $1.49
Cent. Fire 25%
Target and Sporting Rifle ..... 15&5%
Primed Shells and Bullets ..... 15&10%
Rim Fire Sporting 50%
Rim Fire Military ..... 15&5%

SHELLS, EMPTY—

Brass Shells:
First quality, all gauges ..... 60&5%
Climax, Club, Rival, 10 and 12 gge. .65&5%
Paper Shells:
Acme, Ideal, Leader, New Rapid, Magic, 10, 12, 16 and 20 gauge ..... 25&5%
Blue Rival, New Climax, Challenge, Monarch, Defiance, New Victor, Repeater, Yellow Rival, 10, 12, 16 and 20 gauge 30%
Climax, Union, League, New Rival, 10 and 12 gauge 25%
Climax, Union, League, New Rival, 14, 16 and 20 gauge ($7.50 list) ..... 20.
Expert, Metal lined, and Pigeon, 10, 12, 16 and 20 gauge ..... 33⅓&5%

SHELLS, LOADED—

Black Powder 40%
Smokeless Powder, medium grade ..... 40&5%
Smokeless Powder, high grade ..... 40&10&10

SHOT—

Drop, up to B 25 lb bag $1.65
Drop, B and larger, per 25 lb bag 1.90
Buck, 25 lb bag 1.90
Chilled, 25 lb bag 1.90
Dust Shot, 22 lb bag 2.25

GUN WADS—℔ 1000—

B E., 11 up ..... $ 60
B. E., 9 and 10 70
B. E., 8 80
B. E., 7 80
P. E., 11 up ..... 1.00 } 15%
P. E., 9 and 10 ..... 1.25
P. E., 8 ..... 1.50
P. E., 7 ..... 1.50

Ely's B. E., 11 and larger ..... $1.70@$175
Ely's P. E., 12 to 20 ..... $.00@$3.25

Animal Pokes

Iowa Farming Tools. ℔ doz.
Hawkeye $8.25
Western 4.00

Anti-Rattlers

Fernald, Quick Shift, ℔ doz. pair, net .. $2.00
Burton's, ℔ doz. pair, Nos. 2 and 5 ..... 50c
Per doz. pair, No. 1 ..... 75c
Per doz. pair, No. 4 ..... 1.00
Kohler's: ℔ Gro.
Daisy, No. 4 ..... Net. $5.00
Perfect, No. 2 ..... Net. 7.20
Bolt Holder, No. 1 ..... Net. 9.00

Anvils

American "Horse-Shoe" 9¼c
Arm and Hammer ..... 8½@8¾c
Eagle Anvils, ℔ lb, net ..... 7¼ ℔/8c
Peter Wright's 10½c
Trenton ..... 9 to 9½c
Columbian, all steel, ℔ lb, net 9c

ANVIL AND VISE COMBINED—

Millers Falls (with drill) ..... $18.00, 15&10%

Augers and Auger Bits

Boring Machine Snells 70%
Com. Auger Bits ..... 75@75&10%
Forstner Pat. Bits 25%
Ford Auger Bit Co:
Auger Bits ..... } 40@40&5%
Car Bits ..... }
Machine Bits ..... }
C. E. Jennings & Co.:
D'ble Spur pattern car, No. 30 .. 40&7½&10%
Nobles Double Spur, No. 32 ..... 55&10%
No. 10, Extension Lip ..... 25&10%
Car Bits, No. 10 ..... 25&10%
Car Bits, No. 30 ..... 40&7½&10%
Ring Augers ..... 66⅔&10%
Jennings' Pattern ..... 60&10%@70%
Snell's Auger and Car Bits 60%
Extra 60%
No. 1 ..... 60&10%
Russell Jennings' Augers and Bits ..... 25&10&2½%

HOLLOW AUGERS—

Ames ..... 25&10%
Bonney's Adjustable ..... $9.00&10.00
Hibbard's Adjustable ..... Net prices
Ives ..... 25&10%
Millers Falls, Goodell ..... 15&7½&10%
Universal, each $4.50 ..... 25%

EXPANSIVE BITS—

C. E. Jennings & Co ..... 33⅓&10%
Clark's small, $18 ..... 55&10%
Clark's large, $26 ..... 55&10%
Ives' Model, ℔ doz. $60 ..... 50%

DOUBLE CUT GIMLET BITS—

Common, net ..... $3.00@$3.25
German Pattern, net ..... $4.50@4.75
Mayhew's Diamond ℔ doz. $1.25 ..... 40%
C. E. Jennings & Co ..... 45&10%
Ladds ..... 60&10%
Mayhew's ..... 40&10%
Snell's Bell Hangers ..... 60%&5%

TWIST DRILLS—

Bit Stock ..... 60&10@60, 10&10
Taper and Straight Shank ... 60&10@60, 10&5

SHIP AUGERS AND BITS—

Ford Auger Bit Co 40%
L'Hommedieu's ..... 15&10%
Snell's 40%
Watrous' ..... 35&5&10%

Awl and Auger Handles

See Handles

Awls

	Per Gro.
Handled Brad	$2.75@3.00
Handled Scratched	$3.50@4.00
Patent Peg	$31@34c
Sewing, Com	88c@$1.00
Shouldered Peg	65@70c
Shouldered Brad	50%
Socket Scratch ℔ doz	$1.00
Stanley Rule and Level Handled Brad	45%

Awl and Tool Sets

Aiken's Awls and Tools:
No. 10, ℔ doz. $7.50; No. 20, ℔ Doz. $10 ..... 60%
Brad Sets:
No. 42, $10.50; No. 43, $12.50 ..... 70%
Fray's Adj. Tool Hdls, Nos. 1, $12; 2, $18; 3, $12; 4, $9; 5, $7 ..... 50%
Ice Awls 55%
Miller's Falls Adj. Tool Holders:
Nos. 1, $12; 2, $12; 4, $12; 5, $18 .... 15&10%
C. E. Jennings & Co's. Adj. Tool Hdls. .33⅓%
Rollis Hdw. Co., Adj. Tool Holders, No. 1, $18 ..... 80%

Axes

First quality, best brands $6.50to9.75
Ice, Bradley's 30%
Bradley's wide bit, net $10.50
Long Island, net $9.25

HATCHETS—

Hunt's, Underhill's, Blood's or Plumb's:
Shingling, etc ..... 33⅓&5
Broad and Bbl 33⅓%
Boy's Axes ..... 33⅓&5
D Simmons & Co.:
Broad ..... } 50&5%
Shingling and claw ..... }
Lath, Hunters', etc ..... }
Picks and Mattocks 50%
Peck Edge Tool Co.:
Hatchets, shingling, etc ..... 33⅓&5
Broad and Bbl 33⅓
Boy's Axes and Hatchets ..... 33⅓&5

Axle Grease

Dixon's "Everlasting" Graphite:
1 lb cans (36 in case) ..... 15 ea.
2 " " " " ..... 25 "
10 " firkins (6 in case) ..... $1.20 "
25 " " ..... 2.75 "
50 " kegs ..... 5.00 "
100 " " ..... 9.00 "
200 " half bbls ..... } 8¼lb
375-400 lb " ..... }

Balances, Spring

Chatillon's:
Light, class A ..... 40&10%
Circular Balances, class C 50%
Ice Balances, class B 50%
Straight Balances, Class A1 and A2 ... 40%
Class D. E. F 30%
Class G 20%

Balances, Sash

Caldwell's 50%
Pullman's ..... 50&10&60

Beef Shavers

Enterprise:
Japanned, each, $8.00 ..... 25@30%
Tinned, each, $10.50 ..... 25@30%

Bells

HAND—

Hand Bells, polished brass ..... 60@60&10%
Pure bell metal 60%
Silver chime ..... 33⅓@35%
White metal 60%

DOOR—

Trip, Gem ..... 50&10%
Gong, Abbe's 45%
Gong, Yankee 55%
New Departure:
Rotary ..... 50@10%
Push 50%

ONE WISE DEALER SAYS,

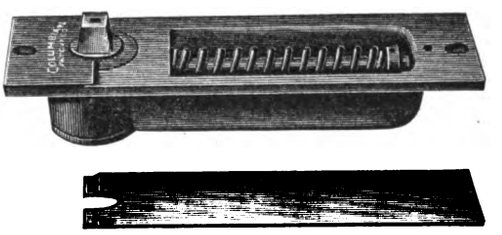
"THE MORE YOU BUY THE BETTER YOU LIKE 'EM"

It will pay you to know our "Columbian" Floor Spring Hinge—now. It has many points of superiority—depth of hinge is just the thickness of a double floor so that it may rest on an "I" beam, or if on a joist no gouging or tearing is necessary.

The hinge is ball bearing, works easily and noiselessly, is practically invisible, exceedingly compact and high grade in every respect.

We want to tell you more about it than space permits, and the hinge lives up to all of our statements.

A penny postal brings Builders Hardware Catalog No. 12. Send for it today and be prepared to buy from your jobber.



The Columbian Hardware Co.

Cleveland, Ohio, U. S. A.

New York—Chicago—San Francisco—London

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COW—
Common wrought....75%@75&10%
Kentucky....70@70&10%
Kentucky, Sargent's list....70%
Texas Star....50%
Western, Sargent's list....70@70&10%

Bellows
Blacksmiths'....65&10@70%
Hand....25&10%
Moulders'....25&10%

Belting Rubber
Boston Belting Co:
"Boston"....50%
"Imperial," seamless stitched....45%
Niagara....60%
New Jersey Car Spring & Rubber Co:
Extra Para....40&10%
Reliable....50&10%
Staple....60&10%

Bench Stops
Morrill's No. 1, $10.00 per doz.; No. 2, $12.50....50%
Seymour Smith & Sons....25&10%
Miller's Falls....15&10%
Weston's....40

Binder Twine
	Per Pound
Sisal	10c
Standard	10c
Standard Manila	11c
Manila	12c
Pure Manila	13c

Bit Holders.
Angular....45%
Extension:
Barber's, ₱ doz. $15.00....45@50%
Ives' ₱ doz. $20.00....60&10%

Blind Adjusters
Columbian....33⅓%
Domestic, ₱ doz. $3.00....33⅓%
Excelsior, ₱ doz. $10.00....50&10&2%
North's....10%
Zimmerman's....50%

Blind Fastenings and Tenons
Security Gravity, ₱ gr....$9.00
Zimmerman's....50%

Blocks, Tackle
Eddy's....50&10@60%
Hartz' Steel....40&10%50&5%
Iron Strapped, Japanned Sheaves....70&10%
Iron Strapped, Lig Vitae Sheaves....60%
Rope Strapped, Japanned Sheaves....65&10%
L. V. Sheaves....40%
Lance:
Junior, Self Sustaining....30%
Pat. Automatic....30%
Perfect Safety....30%
Stowell, Novelty Block....50&10%

Bolts
DOOR AND SHUTTER—
Cast Iron Barrel, Square, &c....60&10%
Cast Iron Chain....60&10%
Cast Iron Shutter Bolts....60&10%
Ives' Patent Door Bolts....60%
Wrought Barrel....80@80&10%
Wrought Barrel Bolts, Griffin's....75&10%
Wrought Square....70@70&10%
Wrt Shutter, St'nrd list....50&10%@50&10&2%
Wrought Spring, Sargent's....70&10@75%

CARRIAGE, MACHINE, &C.—
Common carriage (cut thread), ⅝x8 and smaller....75&2½%
Larger and longer....70%
Phila. Eagle, $5.00 list May 24, '99....80&10%
Bolt ends, list Feb. 14, '95....70&5%
Bolt ends, with C and T nuts....65&10%
Machine, ⅝x4 and smaller....75&2%
Machine, larger and longer....70&5%

TIRE—
American Screw Co:
Bay State, plain, list Dec. 28, '99....72½%
Bay State, fluted....72½%
Eagle Phila....82½%
Norway, Phila....80%
Common....72½@72½&10%
Norway, Phila....80%
Portchester, Norway....80%
Phila....80%

STOVE AND PLOW—
Plow....70&10@70&10&5%
Stove....80%@80&10%

MISCELLANEOUS—
Sink....80%

Bone Mills
Enterprise....25@30%
Stearns....40%

Borers, Tap
Enterprise....20@25%
Each....$1.25, $1.65, $2.50
Nos....1 2 3
C. E. Jennings & Co.:
No. 6....80&10%
No. 10....25&10%
Common ring....20&10%
Ives....25&10%

Boring Machines
WITHOUT AUGERS—
	Upright.	Angular.
Jennings'		35&5&10%
Miller's Falls	$7.50,	15&19%
Snell's, Rice's Pat.	$2.50,	$2.75
Ajax		40%
Phillips		$4.00 net

Bow Pins
Hotchkiss....60&10%

Boxes, Mail
Heller's....40&5%

Box Hooks
Humason & Beckley's....60&10&10%

Box Openers
Humason's....₱ doz. net $5.00
Bemis & Call's....65%

Box Scrapers
Bradley's....20%

Box Strapping
Cary Mfg. Co's., in case lots:
"Universal"....20&10&10&10
Standard Metal Strap Co's.:
Eclipse....20&10&10&5%

Braces
Barbers'....50&10&10@60&10%
Barbers' Ratchet....60@60&10%
Common Ball American....60@60&10%
Ives':
Barbers'....60&5%
Barbers' Ratchet....60@60&10%
New Haven Novelty....70%
New Haven Ratchet....60&10%
Spofford....60&5%
C. E. Jennings & Co.:
No. 108@114....50&5&10%
No. 208½@216....50&5&10%
Lancaster Mach. & Knife Works....50%
Gen. Spofford's....60%

Brackets
Griffin's Folding....70&10%
Griffin's Pressed Steel....80%
Bradley's Patent, full cases....80&10&10%
Bradley's, in broken cases....80&10%

Bracket Saw Frames
Miller's Falls Co....25&10%

Bracket Sets
Miller's Falls Co....33⅓&10%

Bright Wire Goods
Standard list, June 24, 1903....90&10&10@90&10&10%&5%

Bull Rings
Humason, Beckley & Co's....80%
Ess's 2½ in. net, ₱ doz....$1.50
Sargent's....80%
Seymour Smith & Sons....60%

Bull Punches
Humason & Beckley's, ₱ doz. net....$3.05

Butchers' Cleavers
Bradley's....40%
Foster Bros., flat heads....30%
Foster Bros., round heads....30%
Lancaster Mach. & Knife Works....33⅓40%
L. & I. J. White....30%
Plumb's....33⅓%

Butcher Knives
See Knives.

Butchers' Saw Blades
Miller's Falls Co., Star....15@15&10%
C. E. Jennings & Co....30&10%

Butter and Cheese Triers
Ordinary Black Handle....25%
Humason & Beckley's....40%

Butt and Rabbet Gauges
Stanley's....25&10%

Butts
BRASS—
Wrought Brass, list September, 1896....30%

CAST IRON—
Fast Joint, broad....40&10@50%
Fast Joint, narrow....40&10@50%
Loose Joint....70&5@75%
Loose Joint, Japanned....70&5@75%
Loose Joint, Jap. with Acorns....70&5@75%
Loose Pin....70&5@75%
Mayer's Hinges....70&5@75%
Parliament Butts....70&5@75%

WROUGHT STEEL—
Table and back flaps....75%
Narrow and broad....75%
Inside Blind....75%
Loose Pin....75%
Loose Pin, Ball and Steeple Tip....85%
Japanned, Ball Tip Butts....70&10%
Bronzed Wrt. Nar. and Inside Blind Butts....55&10%
Ex 10%@10&10%

Calipers
Bemis & Call:
Wing....60%
Double....65%
Inside and outside....65%
Straight leg....65%
Call's Pattern, inside....55%

Can Openers
American....₱ gross, $1.75@$2.00
Goodell's Acme....₱ gross, 6.00
Hopper's....₱ gross, 15.00
No. 5, iron handle....₱ gross, $3.00@2.25
Phœnix....40%
Sardine Scissors....75&10%
Sardine Scissors, forged steel....₱ doz., $4.50
Sprague, Nos. 1, $3.00; 2, 2.25; 3, 2.50....75&10%
Universal, ₱ doz....50%

Cartridges
See Ammunition.

Casters
Bed....70@70&10%
French or Philadelphia Iron wheel....75%
Plate....60%@60&10%
Payson's Furniture....70&1&10%
Payson's Truck....70&10%
Standard, Ball Bearing....45%

Cattle Leaders
Humason, Beckley & Co's....70%
Sargent's....70&10%
Welton's....70&10%

Chain
American Coil, Straight Link: Inch	₱ 100 Lbs.
3-16	$7.50
¼	5.35
5-16	4.40
⅜	3.70
7-16	3.55
½	3.45
9-16	3.40
⅝	3.35
¾	3.30
⅞	3.25
1 to 1¼	3.25

Covert Manufacturing Co., Breast chain, Halter chain, Heel chain, Rein chain, Stallion chain....35&5%

Galvanized Pump chain, ₱ lb....5@5½c
Ger. coil, list July 24, '97....60&10@60&10&10%
Ger. Halter chain, list July 24, '97. 60&10&10%
Jack chain, Iron....60&10@60&10&5%
Jack chain, Brass....60&10@60&10&10%
Oneida Wire Dog chains....45@50&5%
Trace Wagon and Fancy Chains:
New list....60@60&10%
Bridgeport Trace chains....65%
Stake chains....65%
Heel chains....80%

COW TIES—
American....45@50%
Niagara....45&5@50&10&5%
Covert Mfg. Co.:
Cotton....45%
Hemp....45%
Jute....50%
Sisal....30&10%

Chain Guards
Aluminum S. & N. Co....80%

Carpet Stretchers
Montross' "Excelsior," ₱ doz., $3.00....200
Bullard's....33⅓%
Cast iron, Steel points, ₱ doz....80%
Sockets, ₱ doz....$1.75@$2.00

Carpet Sweepers
Bissell's Cyco Bearing:	₱ Doz.
"Parlor Queen"	$30.00
"Elite"	28.00
"Boudoir"	27.00
"American Queen"	27.00
"Ideal"	25.00
"Gold Medal"	24.00
"Premier"	24.00
"Superior"	24.00
"Prize"	24.00
"Welcome"	24.00
"Grand Rapids," nickel	24.00
"Grand Rapids," Japan	22.00
"Standard," nickel	22.00
"Standard," Japan	20.00
"Crown Jewel," nickel	21.00
"Crown Jewel," Japan	19.00
"Crystal"	26.00
"Grand," length of case, 17 inches	26.00
"Clio," length of case, 24 inches	54.00
"Hall," length of case, 28 inches	60.00
"Junior," nickel, length of case 12¾ inches	22.00
"Junior," Japan, length of case 12¾ inches	20.00
"Misses"	9.00

Sterling Carpet Sweepers:
Model A, Nickel trimmings....26.00
" B, Japd. " 21.00
" " Nickel " 23.00
" C, " " 21.00
" D, Japd. " 19.50

Carpet and Rug Beaters
	₱ Doz.	₱ Gro.
No. 12, Wire, Tinned	$0.85	$ 9.50
" 11, Wire, Coppered	1.10	12.00
" 11, Wire, Tinned	1.30	13.50
" 10, Wire, Glavanized	1.50	18.00

Cherry Stoners
Enterprise....25@30
Goodell's Family, net ₱ doz....$5.00
Rollman's, net., ₱ doz....6.00

Chisels
SOCKET FRAMING & FIRMER—
Standard Makes....70&10@75%
L. & I. J. White....30@30&5%
C. E. Jennings & Co., No. 70....25&10%
Jennings & Griffin Mfg. Co....65&2&10%

TANGED & MISCELLANEOUS—
W. & S. Butchers'....$4.75@5$5.00to£
C. E. Jennings & Co....25&10%
Jennings & Griffin Mfg. Co.:
Tanged Chisels....25&10%
Tanged Gouges....25&10%
Tanged Firmers....40%&10%
Tanged Gouges....40%
L. & I. J. White....25&5%

COLD CHISELS—
Good quality, ₱ lb....15&16c
Snell's best C. S....50&10%
Cronk's....50%

Cleaners, Sidewalk
	₱ Doz.
Challenge Shank	$3.25
Star Shank	3.25
Star Socket	4.00

Clippers
HORSE—
Chicago Flexible Shaft Co's.:
	Each.
Lightning eBit Clipping Mach.	$15.00 15%
New '96, Chicago	8.75 15%
1902 Chicago	10.75 15%
Twentieth Century	5.00 20%

Cocks, Brass
Hardware List:
Compression, Plain bibbs, Globe, Kerosene, Racking, &c., Cocks....70&10@75%

Coffee Mills
Box and Side....50&10@60%
Enterprise Mfg. Co....25@30%
Lane Bros. Co....30%

Compasses, Dividers, &c
Athol Calipers and Dividers....40%
Bemis & Call Co's.:
Compasses....50%
Dividers....65%
Compasses, Calipers, Dividers....75@75&10%
Stevens' "Ideal"....25&10%
Stevens' "Leader"....25&10%

Coopers' Tools
Bradley's:
Hoop Drivers....25%
Rivet Sets....20%
Cold Chisels....20&5%
Punches....15%
Vises....15%
Inshaves....20%
Barton's....20@20&5%
L. & I. J. White....20@20&5
Sandusky Tool Co....25&10@30&10%

Corkscrews
Detroit Cork Screw Co....33⅓%
Humason & Beckley Mfg. Co....50&10%
Samson, ₱ doz....$10.00

Corn Hooks
	₱ Doz.
Kretsinger Cut-Easy	net $3.00

Corn Knives and Cutters
Bradley's....net
Wadsworth's....net $1.50

Countersinks
Mayhew's Diamond....40@45%
Smith's....25%
Snell's....40%
Wheeler's Patent....50%

Cow Ties
See Chain.

Crayons
Sargent's List....20%
Dixon's:	₱ Gro.
Eclipse....7 in., $3.75; 9 in.,	$4.25
Emerald	5.00
Oriole	5.0
Rainbow	3.12
Solid	7.50
Tailors, black, $5.62; red and blue	9.00

Curry Combs
Kohler's....40%
The Metal Stamping Co....40%
Southington Cutlery Co's....35&10%

Cutlery
Foster's Pocket....30%

Diggers
See Post Hole, etc.

Dividers
See Compasses, Dividers, etc.

Dog Collars
Walter B. Stevens & Son:
Brass....40%
Embossed Gilt....30&10%
Leather....40%
Union Hd'wre Co., new list....50@50&10%

Door Checks
Bardsley's....40%
Columbia....50&10%
Eclipse....60&10%
Home....50&10%
Pullman's Screen, ₱ doz. net....$4.50

Door Holders
Empire....50%

Door Springs
Columbian Steel....20%
" Faultless....50%
Gem (Coil), list Oct. '95....20%
Pullman, Perfect....20%
Pullman Coil....20%
Star (Coil), list Oct. '95....20%
Torrey's Rod, 30 in., ₱ doz. net....$1.25
" 48 in., " " " 2.50
Victor, Coil....50&10&10%
Chicago Coil Springs....40&10%
Reliance Coil Springs....40&10%

Drain Cleaners
Iwan's Adjustable....55%
Iwan's Stationary....45%

Drawer Pulls
Drawer Pulls, Griffin Mfg. Co., list....75&10%
Sargent's list....60

Drawing Knives
Standard Makes....70&10@75%
Adjustable Handle....25@25&10%
Bradley's....40&5%
Jennings & Griffin....65&3&10%
Watrous....15¾&10%
L. & I. J. White....20&10@25%

Drills and Drill Stocks
Automatic Boring Tools, Goodell's....40&5@40&10%
Blacksmiths'....60%
Breast, Goodell's....25@30%
Breast, Miller's Falls, each $3.00....15&10%
Stearns' bench....30%
Hand, Goodell's....30&10%
Whitney's Hand Drill, No. 1, $10.00, Adjustable, No. 10, $12.00....33⅓%

TWIST DRILLS—
See Augers and Bits.

Egg Beaters
Holt-Lyon Co.:	₱ Doz.	₱ Gro.
No. 5 Japanned, Dasher flared	$0.85	$9.50
No. A, Japanned, 6 doz., $5.50	1.15	13.00
No. 1, Tinned	1.40	16.80
No. B, Japanned, hotel size.	1.85	22.00
No. 6, Japanned, Dasher flared	1.65	19.20
No. 2, Tinned, hotel size	2.00	24.00
Taplin Mfg. Co.:		₱ Gro.
No. 60 Improved Dover		$ 6.00
No. 75 Improved Dover		6.50
No. 100 Improved Dover		7.00
No. 102 Improved Dover, Tinned		8.50
No. 150 Improved Dover, Hotel		15.00
No. 152 Improved Dover, Hotel T'd		17.00
No. 200 Improved Dover, Tumbler		8.50
No. 202 Imp'd Dover, Tumbler T'd		9.50
No. 300 Imp'd Dover Mammoth ₱ doz		2.00

Escutcheons
Wood....25%

Farriers' Knives
	₱ Doz.
"Challenge"	$3.00
Popes	3.00
Wilkinson's, net	3.00
Wostenholm's	3.25

Faucets
Iron Petroleum....70@70&10%
John Sommer's "Peerless," Tin Key....40%
"Boss," Tin Key....50%
"Victor," Metal Key....50&10
"Duplex," Metal Key....60%
"I. X. L.," Corked Lined....50%
"Reliable," Cork Lined....50&10%
"O. K.," Cork Lined....50%
"Chicago," Cork Lined....60%
"Perfection," Cedar....40%
"No Brand," Cedar....50%

SELF MEASURING—
Enterprise ₱ doz. $36.00....40&10%
Lane's....$40.10&2%

Files
DOMESTIC—
New list, Nov. 1, 1899:
American....75&10@75&10&10%
Arcade....75&10@75&10&10%
J. Barton Smith....75&10@75&10&10%
Disston's....75%
Disston's Superfine....50%

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Eagle .....75&10@75&10&10%
Great Western.....75&10@75&10&10%
Kearney & Foot.....75&10@75&10&10%
McClellan .....75&10@75&10&10%
Nicholson .....70&10@75&5%
Nicholson's X. F. Files.....40@40&10%
Royal .....80@80&10%

IMPORTED—
Stub's.....Stub's list, 30@33⅓%

Filters

Acorn.....50%
Fulper's Natural Stone.....$5.50@$13.50
Subject to trade discount.

Fish Hooks

Am. Fish Hook Co. list.....60@60&10%
Kirby & Limerick, low list (50c. base)...10%

Fishing Tackle

Bishop's.	₱ Doz.
Level Winding Jeweled Reel	$75.00
Level Winding Steel Pivot Reel	36.00
Auto Even Spooler	30.00
Gun Cleaner	4.20
Lightening Fish Scaler	3.00
Fish Hook Shield	3.00

Fish Scalers

Covert's Saddlery Works:
Great American.....60&20%

Fruit, Wine & Jelly Presses

Enterprise .....20@25%

Fry Pans

Standard list.....70&10%

No.	0	1	2	3	4
₱ doz.	$3.00	$3.75	$4.25	$4.75	$5.25
No.		5	6	7	8
₱ doz.		$6.00	$7.00	$8.00	$9.00

Gauges

Bemis & Call's Steel.....50%
Clapboard.....25&10%
Disston's Mortise.....70%
Marking Mortise, etc.....60%
Stanley's.....35%
Starrett's Surface, Center and Scratch.....25&10%
Wire, Morses.....25%
Wire, P. S. & W., low list.....30@30&10%

Gimlets

"Diamond" Gimlets, ₱ gro.....$4.00@$4.25
Double Cut.....40&10@50%
Metal Head.....50&10%
Wood Head.....50%

Gimlet Bits

See Augers and Bits.

Globe and Racking Cocks

See Faucets.

Glue

Le Pages Liquid.....25&25&10%
Mystic 40%
Martins.....40&10%

Glue Pots

See Hollow Ware.

Graters

Enterprise .....25@30%

Graphite, Lubricating

Dixon's Pure Flake:
632— 1 lb. cans.....20c. ea
633— 5 lb. screw top tin cans.....85c. ea
634— 10 lb. screw top tin cans.....$1.60 ea.
644— 25 lb. boxes.....15c. lb
645— 50 lb. boxes.....14½c. lb
646—100 lb. kegs.....14c. lb
647—350 lb. barrels.....12c. lb

Grindstone Fixtures

Cronk's.....50%
Forest City.....30&30&10%
Sargent's Patent.....60&10&10%
Stowells Extra Heavy.....50&10&10%
Stowells Light.....60&10%

Gunpowder

See Ammunition.

Gun Wads

See Ammunition.

Hafts

Brittons, ₱ doz.....$6.50

Halters

Covert Mfg. Co.:
Jute Rope Halters.....50%
Sisal Rope.....30&10%
Web Halters.....35&5%

Hammers

HANDLED HAMMERS—
Cheney's:
Adze Eye and Plain.....40&10&10%
Blacksmiths and Riveting.....50&10%
Machinists and Engineers.....60&5%
Magnetic tack, Nos.... 1 $1.25 | 2 $1.50 | 3 $1.75
40&10 | 40&10&10% | 40&10&10%
Maydole's.....33⅓&5@40&10%
Sargent's new list.....40%
Fayette R. Plumb:
Plumb, A. E. Nail.....33⅓&7½%
Engineers and B. S. Hand.....50&12½%
Quaker City Hammers.....40&5%
Riveting and Tinners'.....40&2½%

HEAVY HAMMERS & SLEDGES—
Under 3 lb 50c lb.....30&10@35%
3 to 5 lb 40c lb.....30&10@35%
Over 5 lb 30c lb.....35%
Wilkinson's Smiths.....9½c@10c ₱lb

Hammock Ropes

Covert Mfg. Co.:
Jute .....40&5%
Sisal 30%

Hand Cultivators

Ulrich Mfg. Co.:
Osborne's, ₱ doz.....$15.00

Handles

WOOD—
Auger, assorted, ₱ gro.....$2.75@3.00
Auger, large, ₱ gro.....3.25@3.50
Auger, Ives' Pat., No. 1.....60&10%
No. 2 to 32½.....40%
Axe, Pick, etc.....50&10@60%
Bliss Mfg. Co.:
Chisel, Brad Awl, File, Auger, Soldering Iron } 25@33⅓
Brad Awl, ₱ gro.....$1.75@$2.00
Chisel, Worcester, leather capped, ₱ doz. net.....$1.50
File, assorted, ₱ gro.....$1.40@$1.50
Firmer, Chisel, Apple, assorted, ₱ gro. $2.25@$2.75
Hammer, Hatchet.....50%
Hoe, Rake and Fork.....45@50
Rollis Hdw. Co. Hafts, $9.00.....40&10%
"Simplicity" File Hdls, ₱ gro....$ .90&1.50
Saw and Plane.....40&10@50%
Shovel and Spade, Wood D Handle.....40%
Shovel and Spade, Long Handles..40&5@50%

CROSS-CUT SAW HANDLES—
Atkins.....40&5%
Champion .....45@45&10%
Disston's.....50%

Hangers, Barn Door

Old Pattern.....60&10%
New England.....66⅔@70
Chicago Spring Butt Co.:
Friction.....25%
Oscillating.....25%
Big Twin.....25%
Lane's:
Covered.....60&2%
Hinge Pattern, net.....$6.08 ₱ doz.
Standard.....60&5%
Special, No. 25.....$3.50
" " 30.....3.90
" " 40.....5.00
" " 20.....6.25
Track for same, ₱ 100 ft. net.....3.75
Cronk's:
Nos. 1, 1½, 2 and 3.....60&10%
Nos. 11, 12.....70%
Nos. 22, 21½, 22.....60%
Nos. 32, 50.....60&20%
No. 44.....60%
McKinney's, "None Better", No. 2, $18; No. 1 Special, $15, ₱ doz. pr..30&10%
Myers' Stay-on.....60&5%
Wilcox's New Century.....50&10&10%

Hangers, Garment

Pullman's.....₱ gro. net $9.00

Hangers, Parlor Door, Etc

Lane's:
Standard.....net $6.20
Ball Bearing..... " 4.15
No. 105..... " 3.85
New Model..... " 2.25
New Champion..... " 2.95

Hardware Shelving

OAK CABINETS—
J. D. Warren Mfg. Co.:
No. B 488, 40 drawers, no partitions, run. ft., $8.50; net each.....$30.00
No. 1656, 58 drawers, no partitions, run. ft., $4.28; net each.....36.47
No. 1658, 84 drawers, no partitions, run. ft., $6.52; net each.....54.98

OAK BASES—
No. 1700, open base with center shelf, run. ft., $1.35; net each.....15.40
No. 1702, open base with center shelf, run. ft., $3.25; net each.....18.75
No. 1708, with two adjustable center shelves, run. ft., $2.75; net each....23.92

NAIL BIN BASES—
No. 1782, 12 spaces, 150 lbs. each, run. ft., $2.71; net each.....22.57
No. 1770, 8 nail spaces and 4 open shelf spaces above, run. ft., $3.10; net each.....25.84
No. 1772, 8 nail spaces and 6 assorted oak drawers above nail bins, run. ft., $3.33; net each.....30.68

Hasps and Staples

Cronk's.....50%
McKinney's "Perfect", $1.10 ₱ doz.....50%
Wrought.....90&10&10%
Wrought, Stanley.....80%
Wrought, Griffin.....80%

Hatchets

See Axes.

Hay Tools

F. E. Myers & Bro.:
Myers Unloader, double steel track..$7.00
Myers Unloader, wood track..... 7.00
Comb. Car, Double steel T..... 7.00
Comb. Car, wood track..... 7.00
Rev. Car, Double steel track..... 7.00
Rev. Car, wood track..... 7.00
Myers Unloader, cable..... 7.00
Myers Unloader, single rail..... 7.00
Sure Grip Sling Car, steel or wood track.....12.00
Dbl. Rail steel track, complete, ₱ ft. .....
Single Rail steel track, complete, ₱ ft .20
D. H. Fork steel, regular, each..... 1.60
Nellis Fork, each..... 3.00
Double Grapple Fork, each..... 7.00
Sprouts, Shear Fork, each..... 1.50
Walker Fork, each..... 2.50
Common 6 in. wood sheave pulley, Fig. 433, ₱ doz..... 3.20
Faultless steel frame K. P. pulley, Fig. 435, ₱ doz..... 4.00
Faultless Steel Frame, 6 in. plain pulley, Fig. 485, ₱ doz..... 3.50
Malleable Frame K. P. pulleys, Fig. 676, ₱ doz..... 4.80
Reed Wood Frame pulley with hook, Fig. 434, ₱ doz..... 4.00
Steel Frame pulley with iron sheave, Fig. 565, ₱ doz..... 3.50
Floor pulley, wood sheave, Fig. 486, ₱ doz..... 4.50
Hanging Hooks for double steel track, ₱ doz..... 1.40
Hanging Hooks for single steel track, ₱ doz..... 1. 40
Hanging Hooks for wood track, 10 in., ₱ doz..... 1.00
16 in., ₱ doz..... 1.30
Floor Hooks, ¾ in., ₱ doz..... 1.40
Malleable Rafter brackets, ₱ doz..... .70
Wrought Rafter brackets, ₱ doz..... .70
Rope Hitch, ₱ doz..... 3.20
Discount on above 50%

Hay and Straw Knives

Auburn Hay, com. and spear point..40&10%
Iwan's Hay, sickle edge, ₱ doz., net...$9.50
Iwan's Hay, imp. serrated, ₱ doz., net.10.00
Kohler's Hay, sickle edge, ₱ doz., net.10.00
Auburn Straw.....40&10%
Weymouth, pat.....65&5%
Wadsworth's.....40&5%

Hedge Trimmers

Wadsworth's:
No. 1, ₱ doz., net.....$8.00
No. 2, ₱ doz., net..... 6.00

Hinges

WROUGHT IRON HINGES—
Screw Hook and Strap { 6 to 12 in., ₱ lb....3½c; 14 to 20 in., ₱ lb.....3c; 22 to 36 in., ₱ lb....2½c

STRAP AND T HINGES—
New list, Dec. 20, 1904:
Light Strap Hinges.....70%
Heavy Strap Hinges.....75&5%
Light T Hinges.....65%
Heavy T Hinges.....60%
Extra Heavy T Hinges.....70&10%
Hinge Hasps.....50%
Corrugated Heavy Strap.....70&5%
Corrugated Ex. Heavy T.....70&10%
} Extra 10%



CUTTING

All hides vary in thickness and quality. The leather from over the hips and back of the animal being thicker and more evenly grained than any other part of the hide.

This leather only is used in making

GIBFORD'S

RED-E-FOR USE

RAZOR STROPS

and in cutting it great care is taken that each strop shall be of one unvarying quality and thickness so that it will not stretch or become uneven with use.

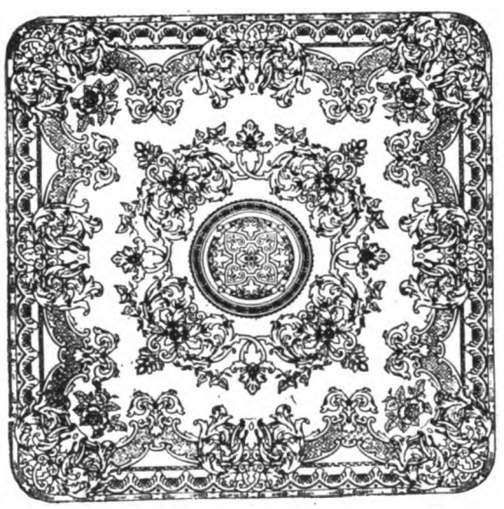
There is but one quality of leather in all **Red-E-For Use Razor Strops** (and that is the best). The difference in price is due to size and trimmings. We wouldn't injure the reputation of our strops by putting shoddy leather in our low priced goods.

Write for Catalog. Sold by all Jobbers.

GIBFORD MFG. CO.

ADRIAN, MICH.

STOVE BOARDS



Zinc, Embossed. Paper Lined.
Tin Embossed or Crystalized,
Wood Lined or Paper Lined.

Manufactured By

Cooper & McKee,

113 to 121 Lorimer Street, Brooklyn, New York.

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SPRING HINGES—
Bommer Brothers:
Bommer Spring Hinges....40%
Bommer B. B. Floor Hinges....40%
Bardsley's Patent Checking....15%
Chicago Spring Butt Co.:
Chicago Spring Butts....25%
Triple End Spring Butts....50%
Chicago Ball Bearing Floor Hinge....50%
Garden City Fire Engine House Hinge..25%
Chicago Saloon Door Hinge....25%
Columbian:
Steel Hinges....60%
Floor Hinges....60%
American....30&5%
Gem....30%
Oxford....30&5%
Acme, Steel....35%
" Brass....25%
Niles Mfg. Co....30%

GATE HINGES—
Clark's, Nos. 1, 2, 3....50&10@60&10%
N. E., ₱ doz., $7.80....60%
N. E., Reversible, ₱ doz., $5.60....60%
N. Y. State, ₱ doz., $4.90....60%
Western, ₱ doz., $4.20....60%

BLIND HINGES—
Parker....70&10@70&10&10%
Sargent's, Nos. 1, 3, 5, 11, 13....75%
W. H. Co's., No. 2 Mortise Gravity....60%
Stanley's Steel Gravity Blind Hinges with Screws, $1.30 ₱ doz. sets....30&10%

Hitching Cords

Covert Mfg. Co....45&2%
Covert Mfg. Co....—
Hitchers Stall....35%

Hollow Ware

ENAMELED—
Lalance & Grosjean Mfg. Co. list Nov. 1, '01:
Agate Nickel Steel Ware....50&20%
Pearl Agate Ware....50&20%
Blue and White Ware....60&15%
All White Ware....50&20%
Regal Steel Ware....60&10%
Peerless Ware....70&10%
Granite Ware, list Jan. 1, 1894, revised Jan. 2, 1895....40&10%
Iron Clad:
Peppered Ware, high list....70%
Mottled Ware, high list....75%

STOVE HOLLOW WARE—
Blacklock:
Ground....55@60&10%
Plain or Unground....60@65&10%
Country Ware ₱ 100 lbs. net...$2.75@$3.00
Enameled Ware....50@55&10%

WHITE ENAMELED WARE—
Maslin Kettles....70%
Tinned Boilers and Saucepans....40@45%
Enameled....50@55%

GLUE POTS—
Tinned....35%
Enameled....40%

SILVER-PLATED HOLLOW WARE—
4 mo. or 5% cash in 30 days.
Hartford Silver Plate Co....40&5%
Holmes & Edwards Silver Co....40&15&5%
Meriden Brittania Co....40&10%
Rogers & Brother....40&5%
William Rogers Mfg. Co....40&10%

Hooks

BUSH—
Jennings & Griffin's....33⅓&5%
Wadsworths....60%

CAST IRON—
Ceiling, Sargent's list....50&10@60%
Chandelier....60@60&10%
Clothes Line, Sargent's list....50&10&10%
Coat and Hat, Sargent's list....50&10@60%
Coat and Hat, Stowell's....70%
Harness, Sargent's list....50@50&10%
Lamp....60@60&10%
Picture....50&10%
Screw Hat....60&10@70%
Wardrobe....60&10@60&10&10%

WROUGHT IRON AND STEEL—
Cotton, ₱ doz....$1.25
Wrought Staples, Hooks, &c. See Wrought Goods.

MEAT—
Enterprise....40%
Humason & Beckley, new list....35&10%

WIRE—
Atlas, new list, single cases....75%
Ten case lots....75&10%
Wire Coat and Hat, Acme....60@60&10%
Wire Coat and Hat, Gem....60&10%
Wire Ceiling, Gem....60&10%

MISCELLANEOUS—
Belt....80&10%
Covert Mfg. Co.:
Safety Gate and Scuttle Hooks....35&5%
Grass, Wadsworth's....60%
Gronk's, Grass, ₱ doz....$3.00
Hooks and Eyes, Brass....60&10&10%
Hooks and Eyes, Mal. Iron....70&10%
Cotton, box and hay....60%10&10%

Horse Clippers

See Clippers.

Horse Nails

	Nos.	6	7	8	9	1	
A. C.		25c	23c	22c	21c	21c	40&5%
American, all sizes, net							9½c
	Nos.	6	7	8	9	10	
Anchor and New Haven		23c	21c	20c	19c	18c	40% @40&5
	Nos.	6	7	8	9	10	
Ausable		28c	26c	25c	24c	23c	50&10%
C. B. K.		25c	23c	22c	21c	21c	40%
Capewell		19c	18c	17c	16c	16c	10&5%
Champlain		28c	26c	25c	24c	23c	40&10@50%
Clinton Fin		19c	17c	16c	15c	14c	30&10%
Essex		28c	26c	25c	24c	23c	40&10@50%
Lyra, all sizes, net							9½c
Maud S		25c	23c	22c	21c	21c	50%
Neponset, Nos. 5 to 10, ₱ lb							12c
Northwestern		25c	23c	22c	21c	20c	25@25&5%
Putnam		23c	21c	20c	19c	18c	33⅓%
New Hutnam		19c	18c	17c	16c	16c	10&10%
Yulcan		28c	21c	20c	19c	18c	25&10%
Western, net							8½c

Horse Shoes

F. O. B. Pittsburgh:
Horse and mule, Iron, ₱ keg....$4.00
Steel, ₱ keg....3.75

Horse Ties

Covert Mfg. Co.:
Cotton....45%
Hemp....45%
Jute....50%
Sisal....30&10%

Hose, Rubber

Boston Belting Co.:
"Boston"....50%
Niagara....60%
N. J. Car Spring & Rubber Co.:
Extra Para....40&10%
Reliable....50&10%
Staple....60&10%
Standard....70&10%

Hose Bands

Star Hydrant....80&30%
Steam....70%

Ice Awls, Chippers &c

Copeland Ice Pick, ₱ gross....$9.00 net
Crown....net
Gem Ice Shave....net
Sargent's Ice Awls....55%
Snell's....50%
Star....net

Ice Cream Freezers

See Freezers, Ice Cream.

Ice Shredders

Enterprise, No. 33, ₱ doz. $6.00 25@30%
No. 34, ₱ doz. 15.00 25@30%

Jack Chain

See Chain.

Jacks

See Wagon Jacks.

Jack Screws

See Screws.

Kettles

Spun brass, plain....20@25%

Knives

Kimball's:
Bread Knives, ₱ doz. $1.50....20%
Butcher Knives....25%
Shoe Knives....25%
Cronk's Chopping....33⅓%
Dunlap Kitchen and bread Knives....25%
Foster Bros., butcher, &c....30%
Cable and Pocket, see Cutlery.
Wilson's Butcher Knives....net

Knives, Hay and Straw

Wadsworth....40&10%

Knife Sharpeners

Pike's:
Nat. Grit Carving Knife Hones ₱ doz....$3.00
Solid Stone Carving Knife Hones ₱ doz....$2.50
Quick Edge Pocket Knife Hones ₱ doz....$3.00
Mounted Kitchen Sandstone ₱ doz....$1.50
} 40%

Knobs

Bardsley's wood, door, shutter and base....10@15%
Base, rubber tip, 2½ in bead, ₱ gro....$1.15@$1.25
Dor Mineral....65@70c
Door Por. Jap'd....70@75
Door Por. Nickel....$2.10@$2.20

Lanterns

C. T. Ham, Class A, B, C and D....40&10%

Latches

₱ Doz.
Cronk's barn door, net....$2.00
Lane's Barn Door....40&10%

Lawn Mowers

Champion....75&10%
Clipper Improved....50&10&10&5%
Enterprise....40&10%
Genuine Philadelphia Mowers:
Styles M, S, C, K, T....70&10%
Style A (all steel)....60&10%
Style E, low wheel....60&10%
Style E, high wheel....70&10&5%
Drexel, low list....40&10%
Gold Coins, low list....40&10%
New Departure, high wheel....70&10%
New Departure, low wheel....75%
Pennsylvania....60&10

Lawn Sprinklers

Enterprise....25@30%
Philadelphia Lawn Mower Co.:
Philadelphia Lawn Sprinkler:

Nos.	1	2	3	
Per Dozen	$12.00	$15.00	$24.00	30%

Kohler's:
Daisy, net, ₱ doz....$7.50
Mystic....6.00
Rainmaker....4.80
Dew Drop....1.20

Lawn Swings Easy

Ulrich Mfg. Co., ₱ doz....$75.00

Leads

Covert Mfg. Co.:
Cotton....45%
Hemp....45%
Jute....50%
Sisal....30&10%

Lead Pipe, Etc

₱ Lb.
Bar Lead....5½@6c
Block Tin Pipe....35@37½c
Lead Pipe, full lengths....5 to 5½
Lead Pipe, tin lined....12½c
Sheet Lead, full rolls....6½c

Lemon Squeezers

Berger Bros., ₱ doz...8 in., $1.00; 10 in., $1.40 20%
Hotchkiss, Straight Flush, ₱ doz....$9.60
Little Giant....50@50&5%
Porc. lined, Iron, ₱ doz....$1.75
Porc. lined, Wood, ₱ doz....$1.25
Wood, common, ₱ gro....No. 0, $5.25@$5.50; No. 1, $5.25@$6.50

Levels

C. E. Jennings & Co's.:
Hexagon....25&10%
Iron Bench, new design....25&10%
Hollis Hardware Co.:
Adj. Steel 7 in., $24.00....40%
12 in., $27.00....40%

Lifters

See Transom Lifters.

Lines

Cotton and Linen Fish....40%
Cotton Chalk, 20 feet....40&10%
Cotton Trot....20%
Samson Cot., Nos. 4, $2.90; 4½, $3.75....20%
Silver Lake braided, ₱ gro., Nos. 0, $6.00; 1, $6.50; 2, $7.00; 3, $7.50....20%
Wire Clothes:

	18	19	20
1000 feet	$2.20	$2.00	$1.85
75 feet	1.80	1.70	1.30

Loaded Shells

See Ammunition.

Locks

DOOR LOCKS, LATCHES, &C—
Lockwood Mfg. Co....40%
R. & E. Mfg. Co....40%
Reading Hardware Co....45&20%
Sargent & Co....40&10%

CABINET—
Eagle Lock Co....33⅓%
Corbin....33⅓%
Yale....33⅓%

PADLOCKS—
Acme bicycle and satchel, ₱ doz., $9.00...40%
Ames Sword Co....40%
Brown's brass....25%
Brown's chain....25%
Champion....40%
Eagle....40%
Slaymaker's:
General line....35&10%
Scandinavian....90%
" steel keys....50%
Smith & Egge bicycle....50%
Wrought Iron....75&10@80%
Yale Lock Co....60%

TRUNK—
Corbin's....25&10%
Eagle....40%

Machine Bolts

See Bolts.

Mail Boxes

See Boxes, Mail.

Mallets

Hickory....45@5&50%
Lignumvitæ....45@5&50%
Bliss:
Carpenters, Tinners, Box, Carvers...33⅓%

Maslin Kettles

See Hollow Ware.

Mattocks

Cronk's Garden....33⅓%
Regular Goods....70&10%@75%

Meat Cutters

American....30%

Nos.	1	2	3	4	5
Each	$5	$7	$10	$25	$50 $60

Dixon's, ₱ doz....30&10@40%

Nos.	1	2	3	4
Each	$14	$17	$19	$30

Enterprise....25@25&7½%

Nos.	5	10	12	20	22	32
Each	$2	$3	$2.75	$6	$4.50	$6

Little Giant....33⅓@40%

Nos.	305	310	312	320	322
Each	$35	$48	$44	$72	$68

Woodruff's, ₱ doz....30&1@40%

Nos.	100	150
Each	$15	$18

Beef Shavers (Enterprise)....25@30%

Meat Jiuce Extractors

Enterprise....25&30%

Metals, Anti-Friction

	₱ Lb
Magnolia Metal Co.:	
Defender	18c
Cosmic	10c
Magnolia, Anti-Friction	25c
Mystic	15c

f. o. b. New York or Chicago.

Melting Ladles

Monroe's Patent, ₱ doz., $4.00....40%
Sargent's....60@60&10%

Mitre Boxes

C. E. Jennings & Co....30&10%
Seavey's, ₱ doz., $30....40%
Stanley Rule and Level Co.:
Nos. 340 to 460....30%
Nos. 50 and 60....35%

Motors

COFFEE MILL—
Specialty Novelty Co., each....$5.00

Nails

WIRE AND CUT NAILS—
See Review of the Markets for Quotations.
Wire nails and brads, Papered Asm list, July, 1899....90, 90&10%

PICTURE—
Niles' Patent....40%
Porcelain head, combination list....60&10%
Porcelain head, Sargent's list....60%

Nail Nippers

"Gem," ¼ gross lots, ₱ gross....$21.00
" less quantity, ₱ dozen....2.00

Nail Pullers

Ajax, 5 lbs., ₱ dozen, net....$7.50
Black Hawk, ₱ dozen....9.00
Cyclops....50&10%@50%
Cronk's, ₱ dozen, net....$12.00
Eureka, No. 74, ₱ doz., net....$8.50
Eureka, No. 75, ₱ doz., net....$8.00
Giant, No. 1, ₱ doz., $18.00; No. 1½, $16.50; No. 2, $15.00....30&5%
Lightning, ₱ doz., $18.00....20%
Morris No. 1, list $20.00....50%
National, ₱ doz., $24.00....10%
Pelican, ₱ doz., $ 9.00....40@40&10%
Rollis Hardware Co., No. 1, $18.00...50&10%

Nail Sets

₱ Gro
Hunters, Cup Point, knurled....$10.00
Hunters, Cup Point, plain....9.00
Octagon....4.00@4.75
Round, assorted....3.00@3.25
Square....4.00@4.25
Snell's:
Octagon, ₱ gro....$5.25
Corrugated....6.75
Knurled....6.75@7.50

Nippers

Acme....50%
Smith's cutting....50%
Todd's cutting....50%

Nut Crackers

₱ Gro
Acme, Japanned, $30.00....40%
Acme, Nickel Plated, $5.00....20%

Nuts

Cold Punched:

Mfrs. or U. S. Standard.	Off List
Square, plain	$4.90
Hexagon, plain	5.40
Square, C. T. & R.	5.10
Hexagon, C. T. & R.	5.80

Hot Pressed:

Mfrs. U. S. or Nar. Guage Standard	
Square, blank	5.40
Hexagon, blank	5.80
Square, tapped	5.40
Hexagon, tapped	5.80

Oils

Linseed, city, raw, in barrels, ₱ gal....49c
Linseed, city, boiled, in barrels, ₱ gal..51c
Out of town on spot, ₱ gal....48c
Calcutta, raw, in barrels, ₱ gal....60c
Lard, prime city, ₱ gal....55@58c
Lard, Extra, No. 1....48@49c
Lard, No. 2....36@38c

Oilers

Brass and copper....50&10
Tin or steel....65&10
Cushman & Denison's: ₱ Doz
Gem....$ .50
Leader....60
Perfect oilers....1.50
Star pocket oilers....75
"Paragon," brass....45@50%
"Paragon," zinc....60&10%
Wilmot & Hobbs Mfg. Co's. Steel anti-rust....70@70&10%
Zinc and tin....65@65&10%
American Tube & Stamping Co.:
Spring bottom cans....70@70&10%
Railroad oilers, etc....60@60&10%

Oil Stones, Etc

AXE STONES—
Pikes':
Hindostan, large axe....8c ₱ lb
" small "....10c " "
Queer Creek Axe....20c " "
} 40%

OIL STONES—
Pikes':
Lily White Washita....60c ₱ lb
Rosy Red " ....60c " "
Extra " ....50c " "
No. 1 " ....40c " "
No. 2 " ....30c " "
Lily White " round edge slips....90c " "
No. 1 Washita, round edge slips....70c " "
Washita Pen Knife pieces....70c " "
No. 1 Hard Arkansas stone 3 to 5½ in. long....$2.80 " "
No. 1 Hard Arkansas stone 5½ to 8 in. long....$3.50 " "
No. 1 Soft Arkansas stone 3 to 5½ in. long....$1.50 " "
No. 1 Soft Arkansas stone 5½ to 8 in. long....$1.70 " "
Soft Arkansas, round edge slips....$2.50 " "
Hard Arkansas, round edge slips....$4.00 " "
Hard Arkansas Pocket Knife pieces....$4.00 " "
} 33⅓

Pikes':
Washita and Arkansas stones, mounted in pol. hardwood cases, all sizes....40%
India Oilstones, all grades and sizes....33⅓%
Queer Creek Oilstones....20c ₱ lb
Chocolate Oilstones....50c " "
Regular Hindostan....8c " "
Small Hindostan....10c " "
} 40%

Packing, Steam

RUBBER—
Boston Belting Co.:
Phoenix, net ₱ lb....50c
Plumbago....50%
Pure Packing, "Excelsior"....50%
Extra....60%

MISCELLANEOUS— ₱ Lb
American Packing....8c@10c
Cotton Packing....16c@25c
Italian Packing....9½c@12c
Jute....4½c@5c
Russian Packing....8½c@11c

Padlocks

See Locks.

Parers

APPLE—

Advance	₱ doz	$ 4.00
Baldwin	" "	4.00
Bonanza Improved	each	6.50
Daisy	₱ doz	4.00
Dandy	each	7.50
Eureka Improved	"	20.00
Family Bay State	₱ doz	15.00
Improved Bay State	"	36.00
Little Star	"	5.00
New Lightning	"	7.00
Reading, 72	"	3.25
Reading, 78	"	6.25
Rocking Table	"	6.20
Turntable, '98	"	6.00
White Mountain	"	5.00

POTATO— ₱ Doz
Saratoga....$7.00
White Mountain....6.00

Pencils

Dixon's: ₱ Gro
Carpenter's....$2.17@2.75
Carpenter's, blue or red lead....4.00@7.50
Office....1.87@7.50
Lumber....6.37
Colored lumber....9.00
Black artists....9.37
Colored....4.38@7.50
Assortment boxes....1.51@2.50

Percussion Caps

See Ammunition.

Picks and Mattocks

List Feb. 23, 1899....70&10@75%

Pipe Hangers, Conductor

Iwan's, Perfection wire....50%

Planes and Plane Irons

WOOD PLANES—
Bailey (Stanley R. & L. Co.)....40%
Bench, first quality....40&10%
Bench, second quality....50&10%
C. E. Jennings & Co....50&10%
Molding....33⅓&5%

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If you would sell ammunition that requires no pushing—
If you would give customers ammunition of superior quality at the price charged for the inferior kind—

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CINCINNATI, O.

HARDWARE

Northrop's Metal Ceilings

The latest and the best designs in Metal Ceilings are finely illustrated in our new catalog. You ought to have a copy.

Name anything you wish in the way of metal ceilings or walls for rooms of any size, shape, kind or purpose, and you'll find that the original

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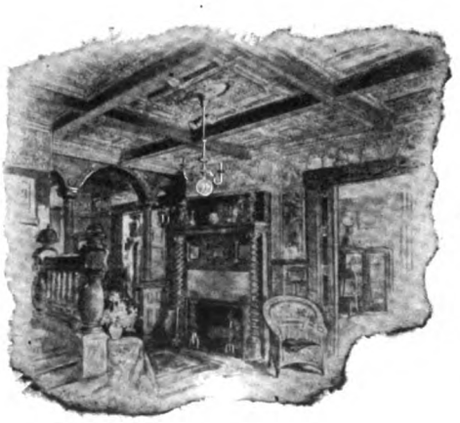
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The Ceiling
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Suitable for all classes of buildings

HARDWARE

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IRON PLANES—
C. E. Jennings & Co., iron....50&10%
Sargent's....60 & 60&10%
Standard Tool Co....50 & 60&5%
Stanley Rule & Level Co.:
Bailey's....40%
Miscellaneous....35%

PLANE IRONS—
Buck Bros....30%
Butcher's....$5.00@5.25 to ₽
C. E. Jennings & Co....16⅔&10%
Stanley R. & L. Co....35%
L. & I. J. White....20&5&2½%

Pliers and Nippers

Button....79&10@75%
Cronk & Carrier:
Pliers.
No. 1....60&10%
" 20, net....$9.00
" 40....75%
" 50....80%
" 65....40%
" 70....50%
" 80....40%
" 85....40%
Wm. Johnson's Gas Pliers....66⅔%
Smith's Side Cutting....25%

Plow Bolts

See Bolts.

Plumb Bobs

Keuffel & Esser Co....33⅓%

Plumbs and Levels

Cook's....40&10&10%
Davis':
Inclinometers....20%
Iron Levels....25&10%
Disston's....70%
Machinists'....25%

Pocket Levels

Stanley's....45%
Duplex....35%

Poachers

See Egg Poachers.

Police Goods

Tower & Lyons....25%

Polish Metal

Presoline Liquid, new list....40%
Prestoline Paste....40%&40&10%
U. S. Metal Polish Paste, 3 oz boxes,
₽ doz....$ .50
₽ gross....4.00
½ pound boxes, ₽ dozen....1.25
1 pound boxes, ₽ dozen....2.25
U. S. Liquid, 8 oz cans, ₽ dozen....1.25
₽ gross....12.00
Barkeeper's Friend Metal Polish
₽ dozen....1.75
₽ gross....18.00

Polish, Stove

Black Eagle benzine paste, 5 lb cans, ₽ lb....10c
Black Eagle, liquid, 10 oz. cans, ₽ doz....75c
Black Jack paste, ½ lb cans, ₽ gross....9.00
Black Kid paste, 5 lb can, each....65c
Ladd's Black Beauty, ₽ gross, $10.00.. 50%
Joseph Dixon's, ₽ gross, $5.75....10%
Dixon's Plumbago, ₽ lb....8c
Fireside, ₽ gross....2.50
Gem, ₽ gross, $4.50....10%
Japanese, ₽ gross....3.50
Jet black, per gross....3.50
Peerless Iron enamel, 10 oz. cans ₽ doz 1.50
Wynn's:
Black silk, 5 lb. pail, each....70c
Black silk, ½ lb. box, ₽ doz....1.00
Black silk, 5 oz box, ₽ doz....75c
Black silk, ½ pint liquid, ₽ doz....1.00

Poppers, Corn

Square.	₽ Doz	₽ Gro
1 qt....		$ 9.00
1½ qt....		11.00
2 qt....		13.50

Post Hole Diggers

Disston's Samson Digger, ₽ doz. $34....25%
Kohler's:
Little Giant.... ₽ doz., net $12.00
Hercules.... " " 9.50
Invincible.... " " 9.00
Pioneer.... " " 7.20
Universal.... " " 13.00
New Champion.... " " 5.50
Rival.... " " 7.50
Ryan's....₽ doz., $20.00 25%
Iwan's: ₽ Doz
Split handle....net $7.00
Perfection.... " 8.00
Rockford Tack & Nail Co.:
Rockford brand.... ₽ doz., " 6.50
Atlas pattern.... " " " 7.50

Post Hole Augers

Iwan's Patent improved....40&5%
Perfection.... ₽ doz., net $8.25
Split handle.... " " 7.50
Vaughan's, 4 to 9 in.... " " 6.00

Potato Hooks, Etc

Hoe Down Hooks....75&10&2%
Hop Hooks....60&10&2½%
Potato Hooks....70

Powder

See Ammunition.

Presses

See Fruit and Jelly Presses.

Primers

See Ammunition.

Pruning Hooks and Shears

Cronk's Pruning Shears, all styles....33⅓%
Disston's Combined Pruning Hook and Saw, ₽ doz., $18.00....25@25&10%
Disston's Pruning Hook, ₽ doz., $12.00.... 25@25&10%
Smith's:
Pruning Shears....60&10%
Rockdale Pruners....33⅓%
Standard Tree Pruners....75%
E. S. Lee & Co's. Pruning Tools....40%
P. S. & W. Co's. Shears....40%
Waters' Tree Pruners....75&10%

Pulleys

Awning....60@60&10%
Axle....50&10@60%
Brass screw....45&10%
Ceiling....50@10&60%
Clothes line, Japanned....60%
Common Sense....60%
Dumb Waiter....60@60&10%
Empire Sash Pulley....60%
Fox all steel....50%
"Grand Rapids," all steel....50%
Hay Fork, swivel eve., ₽ doz., 4 in., $3.75; 6 in., $5.00....55%
Hay Fork, Hartz, 4¼ in., ₽ doz., $5.00.... 50&10%
Hay Fork, 5 in., solid, $5.70....50%
Hot House....50&10@50&10&10%
Stowell's Anti-Friction, 5 in. wheel, ₽ doz., $12.00....40%
Side, Anti-Friction....60%
Shade rack....45%
Upright....50&10@50&10&10%

Pumps

Cistern, best grades....60@60&10%
Pitcher Spout, best grades....75&80%
Power Pumps, Myers'....50%
Spray Pumps, Myers....50&10%
Spray Pumps, Kohler's:
Daisy, net ₽ doz....$ 7.50
Mechanical, net ₽ doz.... 7.50
F. E. Myers & Bro., low list:
No. 1, Fig. 328, 3 in. Shallow Well Pump.... 13.00
No. 8, Fig. 328, 3½ in. Shallow Well Pump.... 15.00
No. 5, Fig. 307, 3 in. Deep Well Pump.... 15.00
No. 6½, Fig. 307, 3½ in. Deep Well Pump.... 17.00
No. 14, Fig. 521, 3 in. Deep or Shallow Well Pump.... 15.00
No. 32, Fig. 523, 3 in. Deep Well Pump.... 17.00
No. 56, Fig. 331, 3 in. Shallow Well Pump.... 14.00
No. 59, Fig. 332, 3½ in. Shallow Well Pump.... 17.00
No. 70, Fig. 333, 2½ in. Deep Well Pump.... 15.00
No. 72, Fig. 333, 3 in. Deep Well Pump.... 15.00
No. 102, Fig. 448, 3 in. Lift Pump.... 9.00
No. 108, Fig. 448, 3½ in. Lift Pump.. 11.00
No. 128, Fig. 510, 3 in. Lift Pump.... 7.00
No. 131, Fig. 510, 3½ in. Lift Pump.. 8.50
No. 225, Fig. 389, Windmill Pump... 12.50
No. 235, Fig. 406, Windmill Pump... 16.00
No. 240, Fig. 406, Regulator Pump.. 28.00
No. 302, Fig. 477, Spray Pump, complete.... 11.50
No. 330, Fig. 547, Knapsack Spray Pump.... 10.00
Discount 50% f. o. b. Ashland.
No. 328, Fig. 513, Low Down Tank Force Pump, net.... 5.00
No. 320, Fig. 492, Bucket Spray Pump, net.... 2.00

Punches

Bemis & Call Co's.:
Cast Steel Drive....50%
Morrill's....50%
Niagara Hollow....45%
Niagara Solid....55%
Saddlers' or Drive, good....60&65%
Snells' Tinners'....40&5%

Rail

Barn Door, Light, Inches...	¼	⅜	½
₽ 100 feet....	$1.40	1.95	2.80

Barn Door, "None Better" No. 1, ₽ ft....3½c
Barn Door, "None Better" No. 2, ₽ ft....4c
B. D. for N. E. Hangers:
Angular, ₽ ft., 6c....70%
Double Flange, ₽ ft., 8c....70%
Cronk's: ₽ ft
O. N. T. style, No. 18....2½c
Double braced....3c
Lane's:
O. N. T. 1 in., ₽ 100 ft., net....$2.75
O. N. T. 1¼ in., net.... 3.00
O. N. T. 1½ in., net.... 4.00
Hinge Hanger, 1 in., ₽ 100 ft.... 3.50
" " 1¼ " " " " 3.98
Stowell's Wrought steel....25%
Sliding Door, Bronzed Wrought iron, ₽ ft....6½c
Sliding Door, Steel, Brass Plated, ₽ ft..5½c
Sliding Door, Wrought brass, 1¾ in ₽ lb. 36c....25@30%
Victor Track Rail, 7c ₽ ft....60&10&2½%

Rakes, Etc

Cronk's:
Malleable....70%
New Champion....75%
Victor....80%
Anti-Clog Lawn....75%
Never Break Garden....75&10%
Queen City Lawn....40%
Kohler's:
Net
Lawn Queen, 20....$3.45
" " 24.... 3.60
Jumbo Lawn, 36.... 5.25
Paragon (wood head).... 2.75
Steel Garden, 10th.... 2.24
" " 12th.... 2.40
" " 14th.... 2.64
" " 16th.... 2.88

Rasps, Horse

Disston's....75%
New Nicholson Horse Rasp...70&10&75&5%
See also Files.

Razors

Electric....List Net
Boracic....60%
Fox....50%
J. R. Torrey Razor Co....20%
Wostenholm & Butcher, $10.00 to £....10%

Razor Hones

Belgian German and Swaty, all sizes...50%

Registers and Ventilators

HOT AIR—
New list, July 1, 1903:
Black Japanned, White Japanned, Bronzed Finishes, Electro-Plated and Nickel Plated....70&10%
White Porcelain....60%
Solid Brass and Bronze Metal....50%

Revolving Chimney Tops

Iwans' Volcano....50&5%

Rifle Cleaners

Bishops':
Small Bore Rifle Cleaner, ₽ doz....$3.00

Rings

See Bull and Hog Rings.

Rivets and Burrs

COPPER—
Belt with Burrs....50&60@60%
Hose with Burrs....50&10@60%

IRON OR STEEL—
New list, Jan. 8, 1904.
Tinners....75%&5%
Miscellaneous....75%&5%

Rivet Sets

Regular list....70%

Rollers, Stay

Cronk's:

Nos.....	50	55	56	60	65
₽ Dozen....	$1.00	.60c	.75c	.75c	.90c

Rope

Cotton Rope:	₽ Lb
Best ¼ in. and larger	16½c
Medium	14½c
¼ in. and larger	
Common	10½c
Jute Rope:	
A grade	6c
C grade	5½c
Manilla Pure:	
7-16 in. and larger	12c
⅜ in.	12½c
¼ and 5-16	13c
Sisal, Pure:	
7-16 in. and larger	10c
⅜ in.	10½c
¼ and 5-16 in	11c

Root Cutters

Lane's....25%

Rules

Athol, Steel....33⅓%
Boxwood....60&10@60&10&10%
Ivory....35&10@35&10&5%
Keuffel & Esser Co.:
Folding, wood....35&10%
" steel....33⅓&10%
Lufkin's:
steel....50&10%
Lumber....60%
Miscellaneous, Stanley's....60%

Sad Irons

DOVER ASBESTOS—
Polishing....50%
Pressing....50%
Laundry....45%
Sleeve....50%
Tourist....50%
Toy....50%
Blacklock:
Plain black in cases, ₽ 100 lbs....$2.75
Bronze finished in cases, ₽ 100 lbs.... 3.15
Aluminum finish, in cases, ₽ 100 lbs. 2.95
Full nickel, in cases, ₽ 100 lbs.... 3.75

COLD HANDLED—
Enterprise Mfg. Co. of Pa....20&5&5%

Safety Fuse

See Fuse.

Safety Lifts

Burr Mfg. Co., steel....70&10%

Sand and Emery Paper and Cloth

Baeder, Adamson & Co's. list:
Emery cloth....50&10@60%
Garnet paper....25%
Flint and emery paper....50&10@60%

Sash Balances

Caldwell Mfg. Co....50%
Pullman....50&10@60%
Victor bronze....75%
Victor steel....70%

Sash Chain

Competition....50&10%
Giant....40%
Monarch B. C. Co....70%
Pullman bronze....70%
Pullman cop steel....70&10&10%
Royal metal....65&5%
Steel B. C. Co....70&10%
Steel, copperplated....70%
Victor bronze....70%
Victor steel....75%

Sash Cord & Weight Fastener

Ives....40%

Sash Cord

Cable Laid Italian, ₽ lb....16@18c
Cable Laid Russia, ₽ lb....15c
Common India, ₽ lb....10&10½c
Patent Russia, ₽ lb....14c
Patent India, ₽ lb....12½@13c
Silver Lake:
A Quality, drab, ₽ lb....40c
A Quality, white, ₽ lb....35c
B Quality, drab, ₽ lb....35c
B Quality, white, ₽ lb....30c

Sash Fasteners

Imperial....33⅓%
Sash rollers....70%
Ives casement fasteners....40%
Champion....50%
Monitor, steel....25%
Shutter sheaves....60%
Window screen sash lifts....62½

Sash Locks

Champion meeting rail....50%
Champion side....60%
Ives' patent:
Bronze and Brass....62½
Crescent....50&10
Iron....62½
Window ventilating....60%
Robinson pat. ventilating sash lock...40%
Wrought bronze and brass....55%
Wrought steel....55%
Payson's signal....80%
Pullman patent ventilating....25%

Sash Weights

Ton lots at factory (Eastern)....$25.00

Sausage Stuffers or Fillers

Enterprise Mfg. Co....25@25&7½%
National Specialty Mfg. Co....30%

Saws

Atkins:
Band to 14 in. wide....90%
Band ¼ to 3-16 in. wide....50%
Butcher....40&10%
Pruning and Compass....40%
Circular....50%
Cross Cut....35&5%
Gang....50%
Hand, Panel and rip....40%
Wood....40&10%
Diamond Saw and Stamping Works:
Sterling Kitchen saws....25%
Disston's:
Circular, solid and inserted tooth....50%
Band 8 in. to 16 in. wide....60%
Band ¼ in. to 1¾ in....60%
Cross cuts....50%
Narrow cross cuts....55%
Mulay, mill and drag....50%
Framed wood saws....35%
Wood saw blades....35%
Wood saw rods....5
Hand saws, Nos. 12, 99, 9, 16, D100, D85,& 120, 76, 77, 8....25%
Hand saws, Nos. 7, 107, 107½, 3, 1, 0, 00, combination....30%
Compass, keyhole, pruning, dovetail, &c....25%
Butcher saws and blades....35%
C. E. Jennings & Co's.:
Butcher....30&10%
Hand Panel, rip & other saws..30&2½&10%
Peace:
Cross cuts....50%
Hand panel and rip....30%
Richardson:
Circular and mill....50%
X cuts....50%
Hand saws....30%
Star, Butcher....25%

HACK SAWS AND FRAMES—
Chatillon....30%
Diamond Saw & Stamping Works:
Sterling hack and saw blades....35%
Sterling hack saw frames....30%
Disston's:
Concave blades....25%
Keystone flex. back and mach. blades.40%
Hack saw frames....30%
Griffin's:
Complete....40&10%
Saw blades....35&5&10%
Star, saws and blades....22%

Saw Filer

Disston's D8 Clamp and Guide, $30.00 ₽ doz....30%

Saw Frames

C. E. Jennings & Co....20%
Richardson's Wood....net

Saw Sets

Atkins,
Criterion saw sets, ₽ doz....$6.00
Exclsior saw tools, " " 6.00
Disston's Monarch, Nos. 1 & 10 & Star...30%
Hart's patent lever....20%
Kohler's:
"Giant Royal," ₽ doz. net....$8.50
"Royal," ₽ doz. net.... 5.00
Morrill's:
Nos. 1, $15.00; 10, $15.63; 11, $15.63....50%
Cross cuts, Nos. 3 & 4, $20.63; 5, $30.00..50%
Richardson's....25%
Seymour Smith & Son, hammer, ₽ doz. $4.75
Stillman's, ₽ doz.... 1.00
Taintor's Positive, $18.00 ₽ doz....60%

Scales

Chatillon's:
Eureka....40%
Favorite....40%
Grocers' triple scales....50%
Family, Turnbull's....30&30&10%
Hatch:
Counter....40%
Tea....40%
Union Platform, plain....$1.80 @$2.00
Striped....$2.00 @$2.20
Pelouze....50%

Scale Beams

Chatillon's No. 1....30%
Chatillon's No. 2....40%

Scrapers, &c

Adj. Box scrapers (S. R. & L. Co.) $6.00..45%
Box, 1 handle, ₽ doz....$2.00
Box, 2 handle, ₽ doz....$3.00 @$4.00
Foot....55&5 @60&5%
Ship, Common, ₽ doz., net....$2.40
Ship, R. I. Tool Co....10%

SIDEWALK—
Kohler's steel No. 7, ₽ doz....$2.50

Screens

DOOR—

	₽ Doz
Phillips.	
Style E, ⅛ in....	$10.00
Style O77, ⅛ in....	7.50
Style X Y, ⅛ in....	10.50

WINDOW AND FRAMES—
Phillips:
Flyer pattern....60&10 @60&10&...
Air Line pattern....60&10%
Perfection....60&10 @60&10&5%
Screen frames....70&5 @60&10%

Screw Drivers

Brace Screw drivers....25&10&5%
Buck Bros....30
Screw Driver Bits....27½
Champion....40
Disston's Flat Blade, electric, telegraph and cabinet makers....70
Electric spiral, No. 01, ₽ doz., net....$6.00
Electric spiral, No. 02, " " " 5.00
Ellrich's socket and ratchet....40&10%
Fray's hollow hdle sets, No. 3, $12.00....50%
C. E. Jennings & Co., No. 285....40&10%
Jennings & Griffin....66⅔%
Sargent & Co's.:
No. 1 forged blade....50&10@50&10&5%
Nos. 20 and 40....66⅔%
Screw Driver bits (Snell's) ₽ doz....60c
Stanley R. & L. Co's.:
No. 64, varnished handles....60&10%
No. 86....70&10%
Victor....55%
Defiance....70%
Snell's No. 5....75%
No. 10....80%
Nos. 20 and 30....70%
Tower & Lyon:
Champion....40%
Magazine....25%
Machinists'....40%
Belsley's patent....33⅓%

Screws

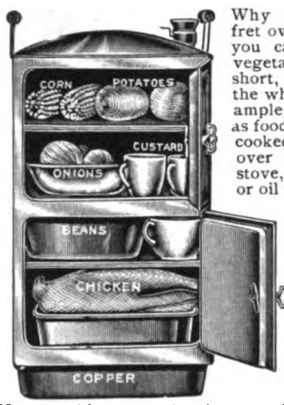
WOOD SCREWS—
List July 22, 1903.
Drive screws, diamond point....87½&10%
Iron, bright flat head....87½&10%
Iron, bright round and oval head....85&10%
Brass, flat head....85&10%
Brass, round head....80&10%
Bronze, flat head....77½&10%
Bronze, round head....75&10%
Nickel Plated, iron flat head....77½&10%
Nickel Plated, iron round head....77½&10%

MACHINE—
List, January 1, 1898.
Brass, flat head; Brass, round head; Iron, flat head; Iron, round head...50@50&10%

COACH, LAG AND HAND RAIL—
G. P. Coach, list Oct. 1, '99....75&12½%
Hand Rail....70&10 @75%
Lag screws, list Oct. 1, 1890.
Cone Point....75&17½%

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LET ME DO YOUR COOKING



Why worry, watch and fret over a hot stove when you can put your meat, vegetables, custards — in short, the whole meal, for the whole family, into my ample shelves and cook it, as food never was or can be cooked in any other way over ONE BURNER of stove, range, gas, gasoline or oil stove?

I come in both round and square shapes both kinds have whistles. Prices $2.00 $2.50, $3 00, $4.50 up.

No watching; no basting; nothing overdone nor underdone: I am the

IDEAL
Combination Steam Cooker and Baker

made of heavy tin *or copper*, with ALL COPPER, seamless drawn tank; seamless top. No sharp corners on me to catch the clothing or hands or to retain grease and dirt. I BLOW MY WHISTLE 20 minutes before water needs replenishing; never go on a strike or talk back. I CUT THE COST OF FUEL and WORK IN HALF, save time and wear and tear on your temper and vocabulary. I hold 12 one quart cans in canning fruit. Write right now for

FREE BOOK --- 48 Pages

It tells you all about me. Gives full details; letters from people all over the land who would not do without me for ten times what I cost.

TOLEDO OOOKER CO. DESK T TOLEDO, OHIO

— AGENTS WANTED —

☞ **This ad will appear in all the leading ladies' journals and magazines during the next three months, and will create orders upon the dealers.**

Steam Cookers Direct From the Factory

Why deal with middlemen when you can buy your steam cookers direct from the

Largest Steam Cooker Factory in the World?

Our experience covers over twenty years in the manufacture of the famous

Ideal Steam Combination Cookers and Bakers

THESE are the **only cookers in the world made absolutely perfect**, with both round and square shapes having whistles. **They cook an entire meal over one burner of any stove**; reduce fuel bills nearly on -half. Meats are made savory and tender; vegetables retain their natural flavor. Hold twelve one-quart jars in canning fruit. Seamless dome tops and copper tank bottoms.



"This is the Cooker with the whistle that calls the Cook and is the Cook's delight."

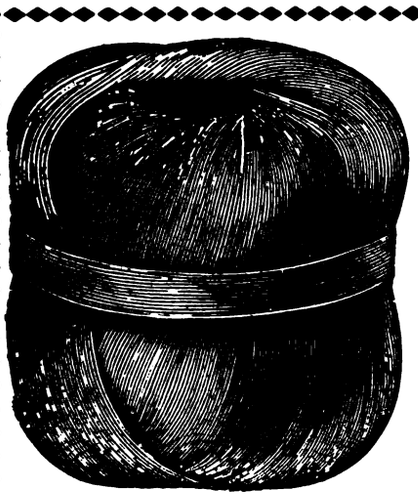
Send for our handsomely illustrated catalogue and compare our cookers and prices with others, you will place your order with us. We can make prompt shipments at all times.

Mr. Dealer

Do you know there's a demand for a good steam cooker which you should supply? **Ideal Steam Cookers** are advertised thoroughly in all the national publications from Ladies' Home Journal down. Get our proposition, it means profits—**Dollars**—to you. Our lines are complete. We make all good kinds; Square (with whistles), Round (with whistles), in all desirable sizes, at all prices,

The Toledo Cooker Company,
1331 Bancroft Street, Toledo, Ohio.

ALSO BATH CABINETS AND BLUE FLAME OIL STOVES



HENRY C. KELLEY & CO.,

109 & 111 Leonard Street, NEW YORK.

Warehouse, 2 & 3 Benson Street.

Manufacturers of and Dealers in

Twines and Ropes

For WRAPPING, SEWING and BALING PURPOSES.

MADE FRO

COTTON, JUTE, HEMP, MANILA & SISAL.

Domestic and Export Trade Solicited.

PAINTS, OILS AND COLORS.

Oils

Linseed, City, raw, in barrels, ₽ gal	51c
Linseed, City, boiled, in bbls, " "	53c
Out of Town, on spot, ₽ gal	50c
Calcutta, raw, in barrels, ₽ gal	60c
Lard, prime city, ₽ gal	58@60c
Lard extra, No. 1	47@48c
Lard, No. 1	35@39c

Paints and Colors

Barytes, Foreign floated, ₽ ton	$17.50@19.00
Barytes, American floated, ₽ ton	$17.00@18.50
Barytes, crude, ₽ ton	$17.00@11.00
White Lead, American, dry, in bbls., ₽ lb	6c
White Lead, American, in oil, in lots of less than 500 lbs., ₽ lb. net	7c
In lots of 500 lbs. and over, ₽ lb	6¾c
White Lead Eng., in oil, ₽ lb	9¾c
Litharge Kegs, ₽ lb	6¾@7¾c
Zinc, American dry, ₽ lb	4¾@5c

Putty

In bulk	$1.15
In bladders	$1.75
In cans, 12½ lb. to 25 lb	$1.50@1.80

Spirits Turpentine

In regular bbls	60@61c
In machine bbls	61@61½c

Dry Colors

	₽ Lb
Blue, Chinese	30@35
Blue, Prussian	28@34
Blue, Ultramarine	5@15c
Sienna, Italian, burnt & powdered	3@6½c
Sienna, Italian, raw & powdered	3@6½c
Umber, Turkey, burnt	2½@3½c
Umber, Turkey, raw	2½@3½c
Green, Chrome, ordinary	5@7½c
Green, Paris, in kegs	12½@14½c
Indian, Red, American	3@3½c
Indian, Red, English	4½@5½c

Colors in Oil

Black Lampblack, best	12@14c
Blue, Chinese	35@46c
Blue, Prussian	82@35c
Blue, Ultramarine	14@16c
Sienna, burnt	11@13c
Sienna, raw	11@13c
Umber, burnt	12@15c
Umber, raw	11@14c
Brown, Vandyke	11@14c

We Don't Want Orders



from consumers for a can of Black Satin Polish because we would rather have the dealer make the profit.

We Do Want Orders

from dealers who can see the advantages of selling a polish that has no equal. Retails at 25 cents ½ pint, 3 dozen in case 5 lb. cans, 6 cans in case.

Order from your jobber.

BLACK SATIN POLISH CO.

107 Chambers St., NEW YORK.

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BENCH, HAND, ETC—
Bench, iron, ₱ doz.....1 in., $2.50@$2.75
1¼, $3.00@$3.25; 1¼, $3.50@$3.75
Bench, wood, beech.....30@30&5%
Hand, wood.....30@30&5%
Jack Screws, Miller's Falls, roller bearing.....50&10%
Jack Screws, Miller's Falls, without roller bearing.....40&10&10%
Jack Screws, P. S. & W.....50@50&5%
Jack Screws, Sargent's.....70&10%

Scroll Saws

Cricket.....10&10%
C. E. Jennings & Co.....25%
Lester, complete, $10.00.....15&10%
Rogers, complete, $4.00.....15&10%

Scythes

₱ Doz

Wadsworth's:
Natural Finish, grass; Polished Blade, grass; Painted or Bronzed, grass; Clipper, grain; weed and bush.....40%

Scythe Rifles

3-Coat, ₱ gro., $10.00 } 40%
4-Coat, ₱ gro., $12.00 }

Scythe Stones

	₱ Gro	
No. 1, Indian Pond	$ 7.00	40%
No. 2, "	4.50	
White Mountain	9.00	
Black Diamond	12.00	
Lamoille	11.00	
Green Mountains	6.00	
Leader Red End	4.50	
Willoughby Lake	9.00	
Extra Quinnebog	7.00	
Pike's Corundum	24.00	
" Emery	15.00	

Seeders

Raisin, Enterprise.....25@80%

Shears

Acme (cast).....40@40&5%
Ætna, Steel Japanned.....80&20%
Ætna, Steel Nickeled.....70&20%
Barnard Lamp Trimmers.....40%
Carrier Cutlery Co.:
N. P. Straight Trimmers.....63⅓%
N. P. Bent Trimmers.....66⅔%
Japanned Straight.....70&10%
Japanned Bent.....70&10%
Cronks
Nickel Plated.....60&10%
Japanned.....60&20%
Heinisch's:
Straight Trimmers, etc.60&10@60&10&10%
Tailors' Shears.....40%
Tinners' Snips.....40%
Pruning, See Pruning Hooks and Shears.
Seymour's Standard List:
Japanned.....70%
Nickeled.....60%
Standard Cutlery Co.:
Japanned.....70&10%
Nickeled.....60&10%
Star Brand:
Nickel Scissors.....60%
Nickel Shears.....60%
Japan Shears.....70%
Tailors' Shears.....40&10%
Pruners.....70%
Tinners' Snips.....40&10%

Shears, Hedge

Wm. Wilkinson & Sons.....50%

Sheaves

SLIDING DOOR—
Corbin's list.....60&10&2%
Hatfield's Pattern.....70&10&80%
Stowell's Anti-Friction.....50%
Patent Roller.....60&10@60&10&5%

SLIDING SHUTTER—
Sargent's list.....70%

Shells

See Ammunition.

Ship Tools

L. & I. J. White.....25%

Shot

See Ammunition.

Shovels and Spades

Association List, Nov. 15.....40%
F. E. Kohler Co.....net prices
Avery Stamping Co.....net prices

Shutter Bars

Ives'.....45%

Shutter Bolts

See Bolts, Shutter.

Sifters, Flour

Hunter's Genuine, ₱ gross....$10.50@$11.50

Skate Sharpeners

Eureka.....₱ doz.. $1.75; ₱ gro., $18.00

Slaters' Tools

Plumbs.....30%

Slaw and Kraut Cutters

Disston's:
Slaw, vegetable, corn grater, turnip shredder.....40%
Kraut cutters, 24x7, 26x6, 30x9.....55
Kraut cutters, 36x12, 40x12.....40%
Enterprise Mfg. Co.....25@30%
Tucker & Dorsey:
1 knife, ₱ gro.....$18.00@$20.00
2 knives, ₱ gro.....$22.50@$30.00
Kraut cutters.....40%
Woodrough & McParlin.....40%

Sledges and Heavy Hammers

See Hammers.

Slicers

Vegetable, Enterprise.....25%

Smiths' Bellows

See Bellows.

Snaps, Harness, &c

German, new list.....40@40&10%
Sargent's:
Patent Guarded.....66⅔%
Covered Spring.....50@55%
Covert Mfg. Co.:
Covert Breast strap, bkle snaps.....45%
Yankee Breast strap, bkle snaps.....17½%
Breast strap protector.....45&2%
Double for bits or trace carrier.....45%
Trojan snaps.....45%
High grade snaps.....45%
Jockey snaps.....35%
Derby snaps.....30&2%
Rope snaps.....35&5%
Yankee snaps.....30&2%

Scythe Snaths

National Snath Co.....45@50%
Grain cradles.....40&12½%

Spoke Shaves

Bailey's (Stanley R. & L. Co.).....50&10%
Razor Edge.....35%
Iron, ₱ doz.....50&10%
Miller's Falls.....15&10%
Seymour Smith & Sons, Iron.....20%
Wm. Johnson's:
Wood, best.....30%
Wood, second quality.....33⅓%

Spoons and Forks

Boardman's:
Nickel silver, catalogue "D".....net list

SILVER PLATED FLAT WARE—
L. Boardman & Son, cat'lge "D" net list
International Silver Co.:
"1847".....40&10%
"Anchor".....40%
"Eagle".....50&10%
"Star".....50&10%
Rogers, Smith & Co.....50&10%
Rogers & Hamilton.....40&10%
Holmes & Edwards.....50&10&10%
Germau silver, unplated.....60@60&5%

KNIVES AND FORKS, NO. 12—
₱ Doz. Net
"1847".....$3.50
"Anchor".....3.25
"Eagle".....3.25
"Star".....3.25
Rogers, Smith & Co.....3.25
Rogers & Hamilton.....3.25
Holmes & Edwards.....3.00

Springs

See Door Springs.

Spring Balances

See Balances.

Spring Hinges

See Hinges.

Squares

Disston's Try sq're & T bevels, new list..70%
Try square and T bevel.....60&10&1@70%
Winterbottom's Try and Mitre:
Iron Handle.....40%
Wood Handle.....50%
Nickel-pl'ted, new list, Jan. 5, '00.70&10&10%
Steel and iron.....70&10&10%

Staples

Barbed blind, ⅜, ⅝, & ¾ in., ₱ lb.....6½c

FENCE—
Same price as Barb Wire, see trade report.

Stay Rollers

Cronk's, No. 50, net ₱ doz.....$1.00
" " 55 " " " " 90c
" " 56 " " " " 84c
" " 60 " " " " 84c
" " 65 " " " " 80c
Lane's, Nos. 1, 2 and 3.....40%

Steels

Chatillon's "Dicks".....30%

Stocks and Dies

BICYCLE—
Holroyd & Co.....40&10%

BLACKSMITH'S—
Butterfield's.....35&40%
Gardner.....33⅓&10%
Holroyd & Co.....50&10&5%
Holroyd's R'd Adj. screw plates.....50%
Reece's new screw plates.....25%
Lightning screw plate.....25%

PIPE MAKERS—
Holroyd & Co.....80&10%@80&10%

Stones

See Oilstones.

Stops

See Bench Stops.

Store Door Handles

See Handles.

Store Ladders

Lane's.....10%
Myers' Noiseless.....50%

Stove Bolts

See Bolts.

Stove Polish

See Polish, Stove.

Sweepers

See Carpet Sweepers.

Tackle Blocks

See Blocks.

Tacks, Brad, &c

List January 15, 1899.
American cut tacks.....90&25%
S. S. cut tacks.....90&30&5%
Carpet Tacks:
American blued.....90&25&5%
American tinned.....90&25&5%
Swedes Iron Tacks:
S. S.....90&30&10&5%
Bill Posters' and Railroad Tacks:
S. S.....90&45&5%
Common and Patent Brads.....80&10&5%
Gimp Tacks:
S. S.....90&45&5%
Hungarian Nails, steel.....80&20&5%
Lace Tacks:
S. S.....90&45&10%
Looking Glass Tacks.....65&5%
Trimmers' Tacks:
S. S.....90&30&10&5
Trunk and Clout Nails:
Steel, black.....80&10%
Steel, tinned.....80&10%
Upholsterer's Tacks:
S. S.....90&40&5%

MISCELLANEOUS—
Double Point, in dozens.....90@6tens
Shade, in dozens.....90&10&10%
Shade, in bulk.....80%

Tack Pullers

Columbia, No. 1, ₱ doz., net.....$5.00
" " 2, " " " 1.00
Little Jack, ₱ doz., net..... 1.00

Tapes, Measuring

Eddy's:
American Asses' skin.....40&10@50%
Leather Case.....25@25&10%
Star steel.....40@40&10%
Steel.....30&5@35%
Chestermans.....25@25&5%
Keuffel & Esser Co.:
"Favorite" Ass skin.....40&10@50%
"Favorite" Duck & Leather.25&5@25&10%
Metallic steel, lower list.....35@35&5%
Pocket.....35@35&10%
Lufkin's steel and metallic.....30@33⅓%

Tap Borers

See Borers, Tap.

Taps

American Screw Co.:
Machine screw.....70%
Holroyd & Co's.:
Blacksmiths.....60&10%
Machine screw.....75&10@80%
Machinists's Hand:
1-16 to 1¼ in. inc.....65&10%
1⅜ to 2 in.....50&10&5%
2⅛ to 3 in. inc.....33⅓&10%
3⅛ to 4 in. inc.....20%
Pipe, ⅛ to 1¼ in.....80&20%
Pipe, 2 to 3 in.....80&15%
Pipe, 3½ and 4 in.....60⅔&15%

Tap Wrench

Rollis Hdw. Co., $6.00.....50%

Thumb Latches

See Handles.

Ties, Wall and Veneer

The Metal Stamping Co., Niagara....20&10%

Tinware

Stamped, Japanned and Pieced..net prices

Tire Bolts

See Bolts.

Tobacco Cutters

National Specialty Co.....40%
Enterprise Mfg. Co.....25@30%

Toilet Clippers

See Clippers.

Trammel Points

C. E. Jennings & Co., "Eureka".....25%
Disston's.....70%
Sargent's.....40&10%
Stanley's.....45%

Transom Lifters

Payson's solid grip, Nos. 643 and 644, ₱ 100, net.....$38.00
Payson's:
Balance, Iron list.....70&10&10%

Traps

FLY—
Balloon..... ₱ doz. $1.25, ₱ gro., $12.00
Globe..... " " 1.25, " " 12.00
Harper..... " " 1.40, " " 13.50

GAME—
Enterprise Mole..'.....15&10%
Hawley & Norton.....65%
Newhouse.....45@45&5%
Victor.....70&10@70&10&5%

MOUSE AND RAT—
Hotchkiss:
Metallic Mouse.....50%
Improved Rat.....50%
New Rat.....50%
Mouse, round wire, ₱ doz., $1.00.....10%
Mouse, wood, choker, ₱ doz. holes.....9c
Marty French rat & mouse traps (Genuine):
No. 1, Rat, ea. $1.21; ₱ doz.....$13.25
No. 3, Rat, ₱ doz., $5.50; case of 50.. 5.75
No. 3½, Rat, ₱ doz., $5.25; case of 72. 4.70
No. 4, Mouse, ₱ doz., $8.85; " " 150 3.00
No. 5, " " " $3.00; " " 150 2.25
Smith & Egge Mfg. Co.: ₱ Doz
Superior Rat Trap.....$15.00
Yankee Mouse Trap..... 5.50
Yankee Rat Trap..... 11.00

Trouser Hangers

Pullman No. 1, ₱ gro.....$ 9.00
" 4, " " 24.00

Trowels, Mechanics

Brade's Brick.....30%
Disston's:
Brick and Pointing.....30%
Plastering.....25%
"Standard Brand" and Garden.....35%
C. E. Jennings & Co.:
Brick.....30%
Plastering.....25%
Pointing.....30%
W. & McP. Plastering.....25%
"Rose" Brick, Plst'rng & Moulding..25&5%

Trowels, Garden

Kohler's:
Mal. Hdl. Jap., ₱ gross, net.....$5.00
" " Tinned, ₱ gross, net..... 6.20
Wood Hdl., ₱ gross, net..... 4.50
Disston's.....35%

Vegetable Slicers

Enterprise Mfg. Co.....25%

Vises

Oval slide.....60&10%
Solid box.....60&10@60&10&10%
Columbian Hdw. Co.:
Nos. 110 and over.....50&5%
Nos. 100 and under.....50&10%
Solid box, horseshoers', Nos. 60, 65 & 70 50&10%
Machinists', Parallel.....40&45%
Coachmakers'.....40%
Armstrong's:
Combination.....50%
Plain and Hinge.....60%
Bonney's Champion.....40&10
Holland's.....40%
Howard's.....40%
Little Giant Bench.....25&10%
Lowell Hand.....33⅓%
Massey:
Perfect.....20%
Clincher.....35@40%
Wood-working.....15@20%
Planer.....15@20%
Comb. Pine.....40%
Millers' Falls:
Mechanics'.....10%
Oval Glide.....60&10%
Ball Clamp.....45&10%
Hand.....15&10%
Moore's.....20%
Prentiss.....20@25%
Sargent's.....40%
Snellker's.....30@33⅓%
Stephen's.....30@33⅓%
Trenton.....40@40&5%
Wright's Pipe.....40%

SAW FILERS
Bonney's No. 1 & 3.....40%
Wentworth's.....40&10@50%

Wads

See Ammunition.

Wagon Jacks

Covert's Auto Screw Jacks.....30&2%
Mfg. Co's. steel.....45%
Automobile.....45%
Lane's steel.....30&10%

Washer Cutters

Otis A. Smith's.....20&10&10%

Weights, Hitching

Covert Mfg. Co.....40&2%

Well Wheels

Japanned, 8 to 14 in.....net

Weed Extractors

"Pastime," ₱ doz., net.....$1.75

Window Cleaners

Barnes Mfg. Co.....40%
Bosley's Peerless.....60%
Bosley's X. L. C. R.....70%
Clayton's.....25&10%
Phœnix.....60%

Window Stop Adjusters

Ives' new list.....35%
Taplin's "Perfection".....35%

Wire Gauges

See Guages.

Wire and Wire Goods

Brass wire.....30@30&5%
Bright Wire Goods:
New list June 24, 1903.....90&10&10&10%
Cast steel wire.....50%
Copper wire.....15%
Annealed & Tin. on spools.....70&10&10%
Brass and Cop. on spools.60&10@60&10&10%
Spooled wire, ass'd for retailing.....70&5%
Market Wire, Bright or Annealed:
Nos. 6 to 9.....80&5%
Nos. 10 to 18.....80%
Nos. 19 to 26.....80&10%
Nos. 27 to 31.....80&5%
Galvanized:
Nos. 15 to 26.....75&5%
Coppered:
Nos. 6 to 14.....75&10%
Nos. 15 to 18.....75&10%
Tinned:
Nos. 6 to 14.....77½%
Nos. 15 to 18.....75&5%
Cast steel.....65%
Charcoal iron.....60%
Gun screw.....65%
Picture wire, list of Oct. 2, 1900.....85&10&85&10&10%
Stub's steel wire.....$6.00 to$ 33⅓%

Wire Clothes Lines

See Lines.

Wire Cloth, Netting, &c

Galvanized wire netting.....80&10@80&15%
Painted screen cloth, good quality, ₱ 100 sq. ft.....$1.20@$1.25

Wire Rope

Bright.....50&2½%
Iron, galvanized.....42½&2½%

Wire Rope Clips

Crosby.....25%

Wire Stretchers

W. C. Heller's grip, ₱ doz.....$1.50

Wrenches

Agricultural.....75&10@75&10&10%
Alligator.....70&10%
Baxter's.....70@70&10%
Machinists.....50%
Solid handle.....50%
Bemis & Call's:
Briggs pattern.....30&10%
Improved Pipe, bright.....60%
Patent Combination black.....40&5%
Patent Combination bright.....40%
Bicycle:
Club.....40%
Superior.....40%
Featherweight.....40%
Protection.....40%
Boardman's.....30@33⅓%
Coes':
Genuine.....40&10&5&5%
"Mechanics".....40&10&10&5&5%
Coes' pattern, wrought bar....60&5&60&10%
Donohue's engineer.....40&10%
Eagle pipe.....50&10%
Gem.....30%
Stillson pipe.....60&10%
Acme.....60@60&10%
Bull Dog.....70%
Hercules.....70%

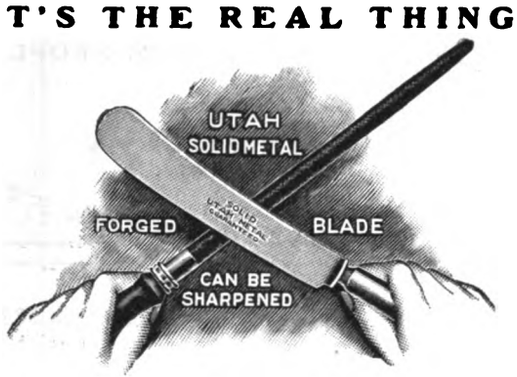
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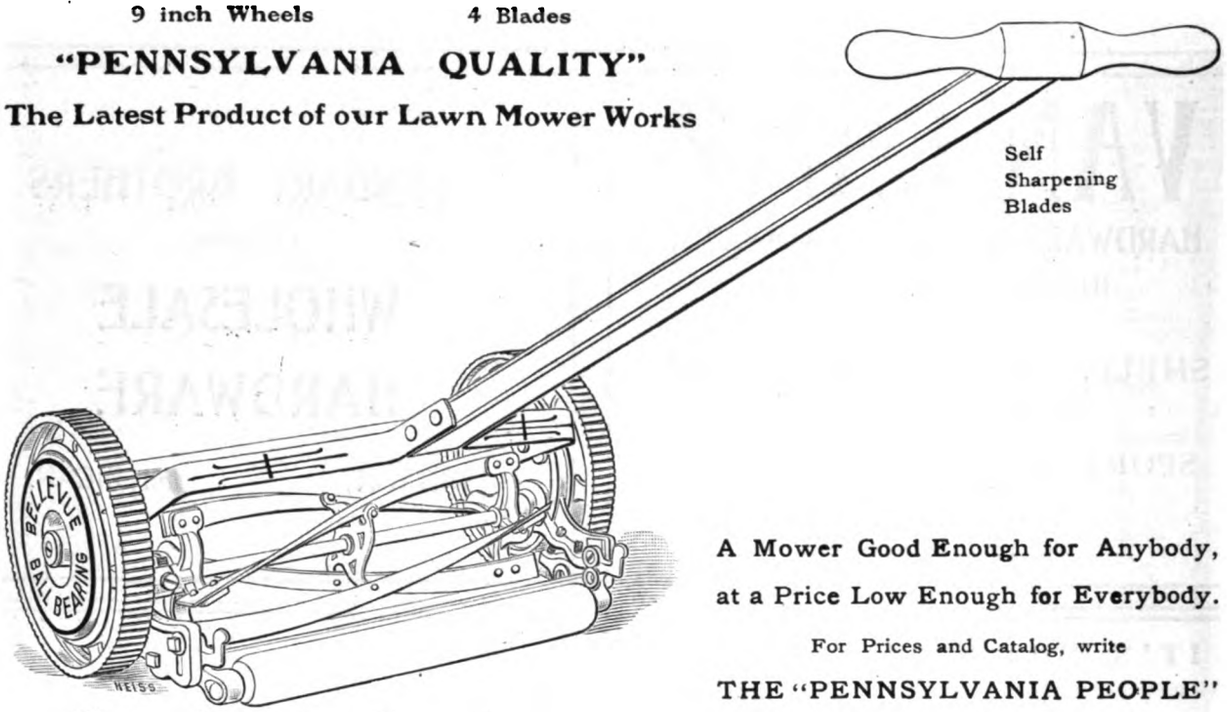
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9 inch Wheels 4 Blades

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Self Sharpening Blades

A Mower Good Enough for Anybody, at a Price Low Enough for Everybody.

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Extension Screw Driver

Electricians and piano manufacturers say it has no equal for their business.

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It does double duty—is really two screw drivers in one.

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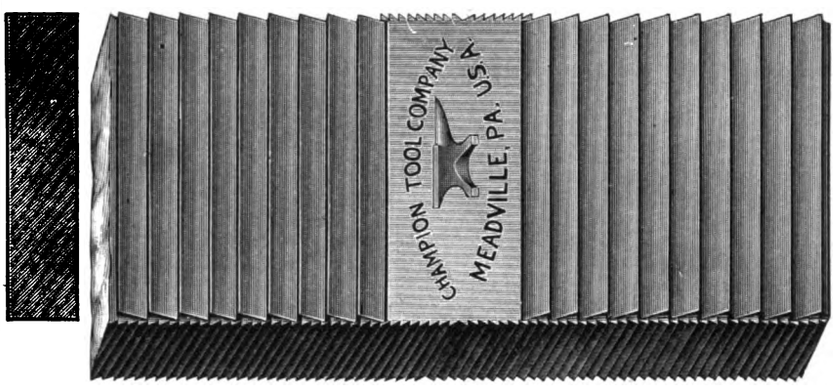
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(Patented)

WILL

Outwear a rasp.
Cut faster than a rasp.
Do perfectly smooth work; cannot be excelled for levelling the foot.
Not clog; not jump.
Yield a nice profit if added to your stock.



Exact appearance of Centre Section of 16 Inch.

Tool No. 64. Made in two Sizes: 16 in. and 18 in.



Tool No. 65. Made in 14 in. size only.



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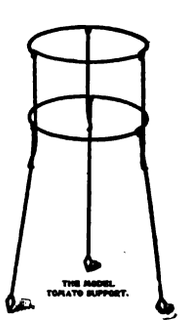
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Is the only perfect, the best and cheapest tomato or plant support.

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Made of heavy galvanized wire. Will not rust.

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Galvanized Iron

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Mr. Dealer ! if you are not already selling these cans, you should be ! You cannot keep them if you show them ! One minute taken in showing the advantage of these cans means a sale. They are great profit producers and trade winners. Everyone you sell opens the way for other sales. They are Perfection personified.

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Our price and terms are alike to all, which are as follows :— Five Gallon size, $12.00 per dozen, Three Gallon size, $10.50 per dozen, less 5% 30, net 60 days. We allow the freight on all orders of one dozen and over east of the Mississippi River and north of the Mason & Dixon Line and a maximum of $1.00 per dozen in the rest of the United States ; 25c. allowed for freight on orders of one half dozen.

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Received Highest Award at World's Fair, St. Louis.



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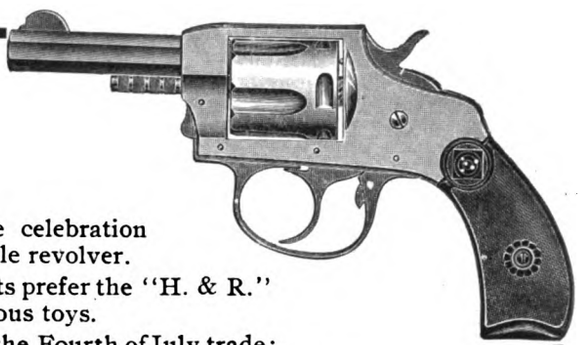
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J. D. Warren Mfg. Co., Chicago, Ill.

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Udell Works, Indianapolis, Ind

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Columbian Hardware Co., Cleveland, O

Calipers
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C. E. Jennings & Co., New York
Smith & Egge Mfg. Co., Bridgeport, Conn.
L. S. Starrett Co., Athol, Mass.
J. Stevens Arms & Tool Co., Chicopee Falls, Mass.

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John H. Graham & Co., New York
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Canopies (Mosquito)
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Carpenters' Pencils
Jos. Dixon Crucible Co., Jersey City, N. J

Carpenters' Tools
Stanley Rule & Level Co., New York
L. & I. J. White Co., Buffalo, N. Y.

Carpet Beaters
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Bissell Carpet Sweeper Co., Grand Rapids, Mich.

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Carriers, Hay
F. E. Meyers & Bro., Ashland, Ohio

Cash Registers
National Cash Register Co., Dayton, O.

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John Stortz & Sons, Phila., Pa.

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John Stortz & Sons, Phila., Pa.

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Chains
Covert Mfg. Co., West Troy, N. Y.
Alfred Field & Co., New York
Fuller Bros., New York
Oneida Community, Oneida, N. Y.

Chains, Cow
Covert Mfg. Co., West Troy, N. Y.

Chains, Sash
Smith & Egge Mfg. Co., Bridgeport, Conn.

Chairs (Invalid)
I. E. Palmer, Middletown, Conn.

Checks, Brass
Schwerdtle Stamp Co., Bridgeport, Conn.

Cherry Stoners
Enterprise Mfg. Co. of Pa., Phila.
Goodell & Co., Antrim, N. H.

Chisels
L. & I. J. White Co., Buffalo, N. Y.

Chisels, Cold
Hurwood Mfg. Co., Bridgeport, Conn.

Chisels, Firmer
Alfred Field & Co., New York
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Franklin Specialty Co., Reading, Pa.

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John Chatillon & Sons, New York
Goodell Co., Antrim, N. H.
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American Shearer Mfg. Co., Nashua, N. H.
Alfred Field & Co., New York
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Western Clock Mfg. Co., La Salle, Ills.

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Leader Mfg. Co., Hartford, Conn.

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Pullman Mfg. Co., Rochester, N. Y.

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Geneva Tool Co., Geneva, O.

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Geneva Tool Co., Geneva, O.

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J. D. Warren Mfg. Co., Chicago, Ill.

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J. D. Warren Mfg. Co., Chicago, Ill.

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Champion Safety Lock Co., Geneva, O.

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John H. Graham & Co., New York

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Buffalo Mfg. Co., Buffalo, N. Y.

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John Chatillon & Sons Co., New York
Cronk & Carrier Mfg., Elmira, N. Y.
Jos. Rodgers & Sons, Sheffield, England

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Goodell Co., Antrim, N. H.
Lamson & Goodnow Mfg. Co., Shelburne Falls, Mass.
Jos. Rodgers & Sons, Sheffield, England

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J. Stevens Arms & Tool Co.

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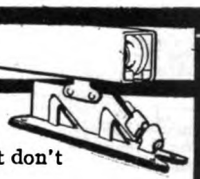
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Lane Bros. Co., Poughkeepsie, N. Y.

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Enterprise Mfg. Co. of Pa., Phila.

Mincing Knives
Enterprise Mfg. Co. of Pa., Phila.
John H. Graham & Co., N. Y.

Molasses Gates
Taylor & Boggis Foundry Co., Cleveland, Ohio
Sargent & Co., N. Y.

Mop Wringers
Beech Novelty Co., Mansfield, Ohio

Mop Wringer and Bucket
Eagle Cooperage Works, Circleville, O.

Motor Fans
A. Rosenberg Co., Baltimore, Md.

Mowing Machine Oilers
American Tube & Stamping Co., Bridgeport, Conn.

Nails
Fuller Bros. & Co., N. Y.

Nails, Galvanized
Keystone Nail Co., Inc., Phila., Pa.

Nail Sets
John H. Graham & Co., N. Y.
C. E. Jennings & Co., N. Y.
L. S. Starrett Co., Athol, Mass.
The H. H. Mayhew Co., Shelburne Falls, Mass.
Hurwood Mfg. Co., Bridgeport, Conn.

Needles
Alfred Field & Co., New York

Nettings
I. E. Palmer, Middletown, Conn.

Nippers
Alfred Field & Co., New York
L. S. Starrett Co., Athol, Mass.

Numbering Machines
Cushman & Denison, New York

Nuts
Columbus Bolt Works, Columbus, O.
Garland Nut & Rivet Co., Pittsburgh, Pa.

Office Railings
J. E. Bolles Iron & Wire Works, Detroit, Mich.

Oilers
American Tube & Stamping Co., Bridgeport, Conn.
Cushman & Denison, New York.

Oil Cans (Safety)
Vermont Slate Co., Zanesville, Ohio

Oil Stones
Pike Mfg. Co., Pike, N. H.

Oil Stoves
Taylor & Boggis Foundry Co., Cleveland, Ohio

Ornamental Iron Work
The Wm. Bayley Co., Springfield, O.
Enterprise Foundry & Fence Co., Indianapolis, Ind.
J. E. Bolles Iron & Steel Works, Detroit, Mich.
Van Dorn Iron Works Co., Cleveland, O.

Ox Yoke and Bows
Am. Fork & Hoe Co. Cleveland, O.

Packing Rubber
Voorhees Rubber Mfg. Co., Jersey City, N. J.

Padlocks
Ames Sword Co., Chicopee, Mass.
Alfred Field & Co., New York
John H. Graham & Co., New York
Smith & Egge Mfg. Co., Bridgeport, Conn.

Paints
Jos. Dixon Crucible Co., Jersey City, N. J
E. E. Nice, Philadelphia, Pa.
Geo. W. Pitkin Co., Chicago, Ill.

Paint Specialties
Adams & Elting Co., Chicago, Ill.

Paper Clips
Cushman & Dennison, New York

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John Stortz & Sons, Phila., Pa.

Patents
Davis & Davis, New York

Pencils
Jos. Dixon Crucible Co., Jersey City, N. J

Perforated Metals
Edwin B. Stimpson & Son, New York

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Armstrong Mfg. Co., Bridgeport, Conn.
Barnes Tool Co., New Haven, Conn.
Alfred Field & Co., New York
Walworth Mfg. Co., Boston, Mass.

Pipe Fittings
Walworth Mfg. Co., Boston, Mass.

Pipe Straps
Berger Bros. Co., Philadelphia
Walworth Mfg. Co., Boston, Mass.

Pipe Threading Machines
Armstrong Mfg. Co., Bridgeport, Conn.
Walworth Mfg. Co., Boston, Mass.

Pipe Vises
Armstrong Mfg. Co., Bridgeport, Conn.
Walworth Mfg. Co., Boston, Mass.

Pipe, Wrought
Walworth Mfg. Co., Boston, Mass.

Pistols
Harrington & Richardson Arms Co., Worcester, Mass.
J. Stevens Arms & Tool Co., Chicopee Falls, Mass.

Planes
C. E. Jennings & Co., New York
Sargent & Co., New York
Stanley Rule & Level Co., New York

Planters' Hoes
Geneva Tool Co., Geneva, O.

Plant Supports
Igoe Brothers, Brooklyn, N. Y.

Plated Ware
Luther Roardman & Son, East Haddam, Conn.
Alfred Field & Co., New York

Plates, Machinery
Schwerdtle Stamp Co., Bridgeport, Conn

Pliers
Hurwood Mfg. Co., Bridgeport, Conn.

Pliers, Fencing
Cronk & Carrier Mfg. Co., Elmira, N. Y.
Alfred Field & Co., New York

Plumbers' Supplies
Berger Bros. Co., Phila., Pa.
Smith & Egge Mfg. Co., Bridgeport, Conn

Pocket Cutlery
Alfred Field & Co., New York
John Chatillon & Sons, New York
Thomaston Knife Co., Reynold's Bridge, Ct.

Polish, Stove
Jos. Dixon Crucible Co., Jersey City, N. J

Polishes, Liquid
Geo. W. Huffman, Indianapolis, Ind. and New York

Polishes, Paste
Geo. W. Huffman, Indianapolis, Ind. and New York

Postal Scales
Pelouze Scale & Mfg. Co., Chicago, Ill.

Post Hole Diggers
John H. Graham & Co., New York
F. E. Kohler & Co., Canton, Ohio

Potato Hooks
Am. Fork & Hoe Co., Cleveland, O.
Geneva Tool Co., Geneva, O.

Poultry Netting
New Jersey Wire Cloth Co., New York, Trenton, Chicago, San Francisco.

Pressed Steel Tiling and Brick
Northrup, Coburn & Dodge Co., New York, N. Y.

Pruning Shears
Cronk & Carrier Mfg. Co., Elmira, N. Y.

Pulleys, Hoisting
F. E. Myers & Bro., Ashland, Ohio

Pulleys (Self-Adjusting)
I. E. Palmer, Middletown, Conn.

Pumps
F. E. Myers & Bro., Ashland, Ohio.

Punches
The H. H. Mayhew Co., Shelburne Falls, Mass.

Punches, Spring
Alfred Field & Co., New York
Smith & Egge Mfg. Co., Bridgeport, Conn

Push Plates
Champion Safety Lock Co., Geneva, O.

Railings, Wire and Iron
The Wm. Bayley Co., Springfield, O.
J. E. Bolles Iron & Wire Works, Detroit, Mich.
Stewart Iron Works, Cincinnati, O.

Rail, Barn Door
Cronk & Carrier Mfg. Co., Elmira, N. Y.
McKinney Mfg. Co., Allegheny, Pa.

Railroad Brasses
Magnolia Metal Co., New York

Railways
Seaboard Air Line Railway, Portsmouth, Va., J. W. White, Gen. Ind. Agent
M. V. Richards, Land & Ind. Agt., Southern Ry., Washington, D. C.

Raisin Seeders
Enterprise Mfg. Co. of Pa., Phila.
Goodell Co., Antrim, N. H.

Rakes
Geneva Tool Co., Geneva, O.
John H. Graham & Co., New York

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Alfred Field & Co., New York
Fox Cutlery Co., Canandaigua, N. Y.
Jos. Rodgers & Sons, New York and Sheffield, England

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Pike Mfg. Co., Pike, N. H.

Razor Guard
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Kampfe Brothers, New York
Gem Cutlery Co., New York

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C. E. Jennings & Co., New York
Wiley & Russell Mfg. Co., Greenfield, Mass.

Reels, Wood
John Sommer's Son, Newark, N. J.

Reels, Rope
Udell Works, Indianapolis, Ind.

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Cooper & McKee, Brooklyn, N. Y.

Registers, Warm Air
Berger Bros. Co. Philadelphia

Rein Supporter
O. B. Read Mfg. Co., Troy, N. Y.

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Harrington & Richardson Arms Co., Worcester, Mass.

Revolving Horse Hay Rakes
Geneva Tool Co., Geneva, O.

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The H. H. Mayhew Co., Shelburne Falls, Mass.

Rifles
Harrington & Richardson Arms Co., Worcester, Mass.
Savage Arms Co., Utica, N. Y.
J. Stevens Arms & Tool Co., Chicopee Falls, Mass.

Rivets
Berger Bros. Co., Philadelphia
Garland Nut & Rivet Co., Pittsburgh, Pa.
C. C. & E. P. Townsend, New Brighton, Pa.

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The Bronson Walton Co., Cleveland, O

Roof Bolts
Columbus Bolt Works, Columbus, O.

Roofing, Asbestos
Stowell Mfg. Co., Jersey City, N. J.

Roofing, Gravel
Stowell Mfg. Co., Jersey City, N. J.

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Berger Bros. Co., Philadelphia
National Sheet Metal Roofing Co., Jersey City, N. J.
Stowell Mfg. Co., Jersey City, N. J.

Roofing, Metal Shingles and Tiles
National Sheet Metal Roofing Co., Jersey City, N. J.

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Columbus Bolt Works, Columbus, O.

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Stowell Mfg. Co.: Jersey City, N. J.

Rubber Hose
Voorhees Rubber Mfg. Co., Jersey City, N. J.

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Stanley Rule & Level Co., New York
L. S. Starret Co., Athol, Mass.

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Keuffel & Esser, New York, N. Y.

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Enterprise Mfg. Co. of Pa., Phila.

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Enterprise Mfg. Co. of Pa., Phila., Pa.
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Pullman Mfg. Co., Rochester, N. Y.

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Smith & Egge Mfg. Co., Bridgeport, Conn.

Sash Fasteners
Champion Safety Lock Co., Geneva, O.

Sash Fixtures
Smith & Egge Mfg. Co., Bridgeport, Conn.

Sash Lifts
Champion Safety Lock Co., Geneva, O.
Columbian Hardware Co., Cleveland, O.

Sash Locks
Champion Safety Lock Co., Geneva, O.
H. B. Ives Co., New Haven, Conn.

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Sargent & Co., New York
L. S. Starrett Co., Athol, Mass.

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Ajax Mfg. Co., Pittsburgh, P

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C. E. Jennings & Co., New York

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Scythe Rifles
Pike Mfg. Co., Pike, N. H.

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Geneva Tool Co., Geneva, O.

Scythe Stones
Geneva Tool Co., Geneva, O.
Pike Mfg. Co., Pike, N. H.

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Goodell Co, Antrim, N. H.

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Am. Shearer Mfg. Co., Nashua, N. H.

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National Sheet Metal Roofing Co., Jersey City, N. J.

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Geneva Tool Co., Geneva, O.

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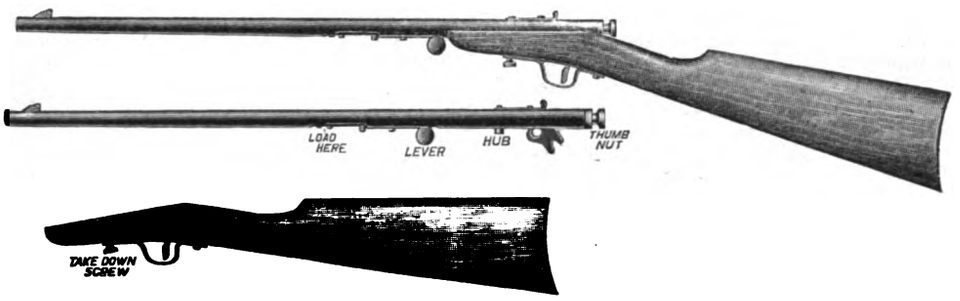
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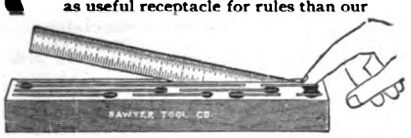
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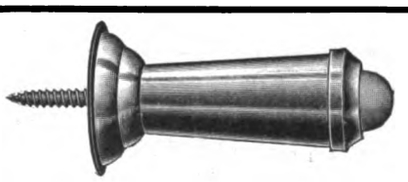
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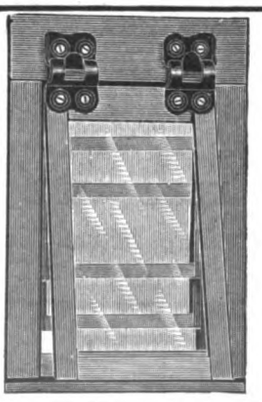
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Walworth Mfg. Co., Boston, Mass.

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Pullman Mfg. Co., Rochester, N. Y.

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C. E. Jennings & Co., New York

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Buffalo Wire Works Co., Buffalo, N. Y.

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Adams Steel & Wire Works, Joliet, Ill.
J. E. Bolles Iron & Wire Works, Detroit, Mich.
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New Jersey Wire Cloth Co., New York, Trenton, Chicago, San Francisco
Buffalo Wire Works Co., Buffalo, N. Y.

Wire Lathing
New Jersey Wire Cloth Co., Trenton and New York

Wire, Market
Berger Bros. Co., Philadelphia
Fuller Bros., New York
New Jersey Wire Cloth Co., New York, Trenton, Chicago, San Francisco

Wire, Music
Alfred Field & Co., New York

Wire Nails
Fuller Bros. & Co., New York

Wire Sash Cord & Attachments
Pullman Mfg. Co., Rochester, N. Y.

Wire Springs
John Chatillon & Sons, New York

Wire Straighteners
Chandler & Farquhar, Boston

Window Stop Adjusters
H. B. Ives Co., New Haven, Conn.

Wire Work
The Wm. Bayley Co., Springfield, O.
J. E. Bolles Iron & Wire Works, Detroit, Mich.

Wood Boring Machines
Ajax Mfg. Co., Pittsburgh, Pa.

Wooden Faucets
John Sommer's Son, Newark, N. J.

Wood Fillers
Glidden Varnish Co., Cleveland, O.

Wood Hardware Specialties.
C. E. Jennings & Co., New York
Stanley Rule & Level Co., New Britain, Conn.

Wrenches
Armstrong Mfg. Co., Bridgeport, Conn.
John H. Graham & Co., New York
Hurwood Mfg. Co., Bridgeport, Conn.
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Smith & Egge Mfg. Co., Bridgeport, Conn
Walworth Mfg. Co., Boston, Mass.

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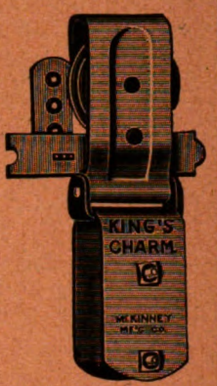
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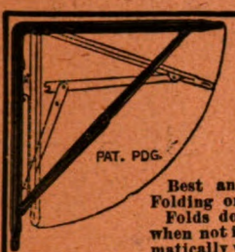
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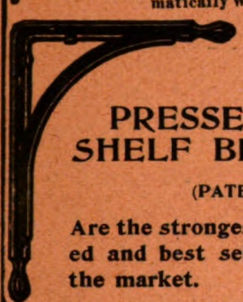
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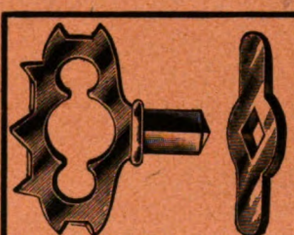
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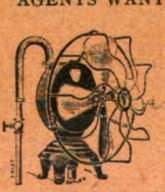
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AN ASPHALT ASBESTOS
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WITH QUALITY THAT
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The Gem Rigid Model

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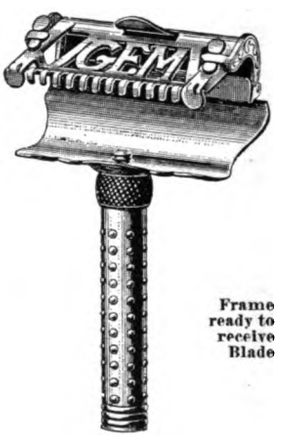
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Frame with Blade inserted ready for shaving.



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Frame ready to receive Blade

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INDIA OILSTONES READ PAGE 45

VOL. XXXI
NO. 6

HARDWARE

NEW YORK
JUNE 25
1905

Entered as Second Class Matter at New York, N. Y. Postoffice

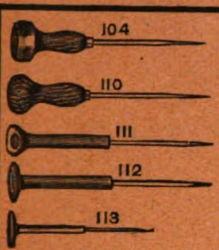
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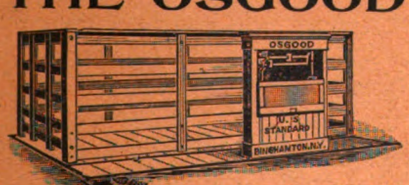
No.	Weight	Range	Capacity
501	7 lbs.	11 to 17 in.	3000 lbs.
502	7 lbs.	13 to 19 in.	4000 lbs.
503	12 lbs.	14¼ to 23¼ in.	5000 lbs.

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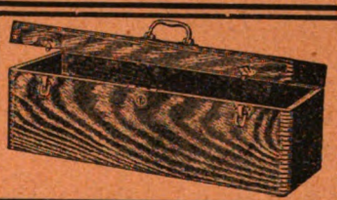
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Halter Chains—Dog Chains—Cow Chains—Coil Chain. Chains for all kinds of Machinery.
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ELECTRICIANS' TOOL CHESTS
Made in two sizes. No. 1000 is 17 x 5½ x 5 inches. No. 1001 is 21 x 6½ x 7 inches. Made of Chestnut, locked corners, filled and varnished; has lock; box hinges; brass plated elbow to support lid, when open; brass plated lifting handle and two trunk clasps, to hold lid in place, when carried by hand.



The World Renowned MAGNOLIA METAL
ONE GRADE, ONE QUALITY ONLY.
CHEAPER and better than "Genuine Babbitt." Lasts longer with less friction. Saves oil, fuel, power, etc. The only anti-friction babbitt metal that is used all over the world by the leading Railroads, Steamships, Manufacturers, etc., and by twelve leading governments. Sold by leading dealers everywhere or by
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MAGNOLIA METAL CO., NEW YORK, 113-115 Bank St., CHICAGO, Fisher Bldg.
Pittsburg. Montreal. (We manufacture all grades of Babbitt metals at competitive prices.)

BLASTING SUPPLY?
Write for Prices and Particulars on
ELECTRIC EXPLODERS, ELECTRIC SAFETY FUSES, ELECTRIC TIME FUSES, ETC., TO
STAR ELECTRIC FUSE WORKS, Wilkes-Barre, Pa.

A Poor Hack Saw breaks its teeth,—and ruins your reputation.
UNIVERSAL Hack Saws hold their teeth,—and build up your reputation.
Which do you prefer?
UNIVERSAL Hack Saws not only hold their teeth,—but hold their temper,—and possess wonderful durability.
Shall we send you the UNIVERSAL catalogue?
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Gold Medal---St. Louis Exposition
For VALVES, BRASS and IRON GOODS, PIPE FITTINGS, Etc.
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AWARDED 1904 TO
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WALWORTH MFG. CO. TOOLS and SUPPLIES for STEAM WATER and GAS USERS BOSTON MASS.

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You can depend upon it every time



and never be disappointed. One of the reasons for this is that material suited to the particular needs is used. *We use brass where brass is best, galvanized iron where that is best, etc. We know that galvanized iron fire pot tanks will stand the service longer and are easier to replace or repair* than if made of brass. For the benefit of those who think differently we supply brass tanks on either the No. 1 or No. 5 fire pots without extra price. Take your choice. "Your money back if you are not pleased," is our guarantee. Jobbers sell at factory price.

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AUTOMATIC
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Galvanized.

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Genuine have "RUSSELL JENNINGS" stamped in full on the Round of each Bit.

For Sale by all Hardware jobbers

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Also Frying-pan, 60 day and Calendar Clocks.
Send for Catalogue No. 585.

THE PRENTISS CLOCK IMPROVEMENT CO.,
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Custom Made
FLY SCREENS

Fine Goods. Reasonable Prices.
Good Profits to Dealers. No Investment.
Agency Outfit Free.

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23 Years Experience. 3½ Acres Floors.

Just a trial—but a just trial—is all we ask. It will substantiate all we claim for

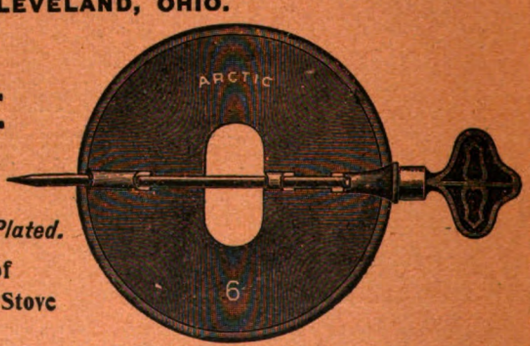
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ARCTIC STOVE PIPE DAMPER.

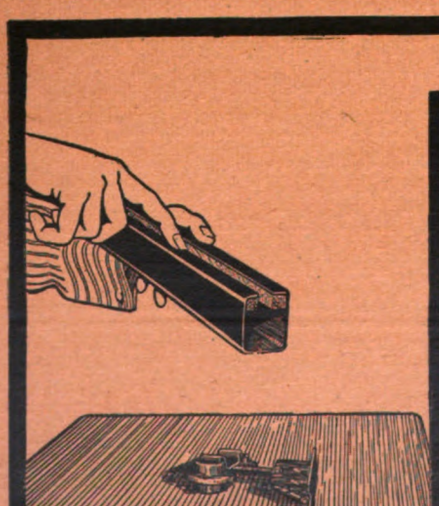


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For Gas and Gasoline Stoves having only ¼ the space to be heated; saves ¾ THE COST OF BAKING, no one using a Gas or Gasoline Stove can afford to do without it; *Guaranteed to Bake Perfectly*, top and bottom alike. Packed one dozen in a case. Shipping weight, 100 lbs. per case. **SCHOFIELD & CO., Mfrs., Freeport, Ill**





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insist on having Richards' Royal Door Hangers, those that don't can be easily shown their exclusive features,

Say all the nice things about other door hangers, there yet remains one fact true only of the **RICHARDS ROYAL**

Ball Bearing Trolley House Door Hangers

They are the most reliable business builders for the dealer, because they insure the highest degree of satisfaction among consumers.

The remarkably smooth and noiseless action of the ROYAL is due to tightness of all parts and the fact that the wheels run on hard maple, the best wood for this purpose as it keeps a level and even surface and is not easily warped.

If you aren't selling Richards Hangers it will pay you to learn more about them. Write us for our book of Facts and Figures.

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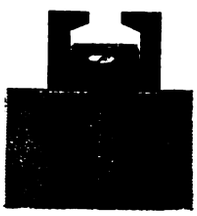
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Easily secured without increasing the size of the store by using

BAINES SHELF BRACKETS

Adjustable or Fixed





The accompanying cuts show the entire absence of obstructions, usually found on Hardware shelves; the manner of adjustment; and the way they are attached to the walls.

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A Hardware man in each town to sell our up-to-date line of Settees. Reservoir vases, tree guards, stall guards **Iron Fence and Gates.**





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They are different from competing goods because there are so many good talking points in each article. Furthermore all of our goods are *guaranteed*. Catalogue No. 26 is yours for the asking, it tells *why* Stewart goods are so easily sold. Highest award World's Fair, St. Louis.



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It's high time you considered your purchases of these Summer Necessities.

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Shall we send our catalogue—and discounts?

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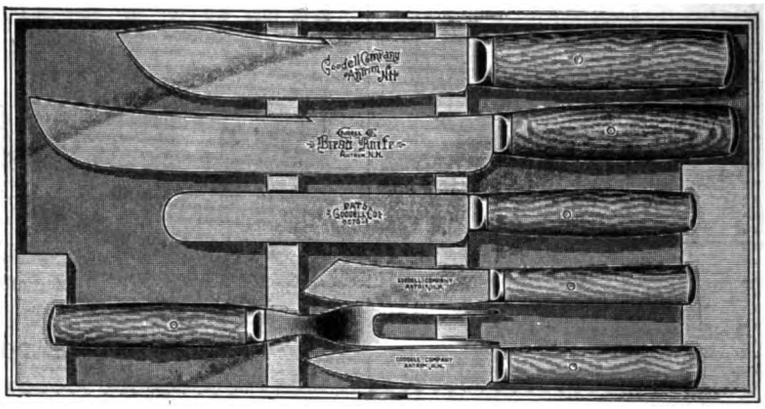
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Fine Crucible Steel Blade, Sanitary, Solid Cocobolo Handles.

Orders are coming thick and fast and we solicit yours.

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NO. 4600 SET

The **AJAX SELF WITHDRAWING WOOD BORING MACHINE**



does not require a special auger; will bore to any depth; strong and durable—all important parts of malleable iron. Sold by the whole sale hardware trade.

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Manufacturers of the Ajax and Phillips Wood Boring Machines, Standard and IXL Saw Gummers, Collins Self Feed and Dudgeon Style Tube Expanders, Cutters, Swages, etc.

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Tailors' Shears, Trimmers, Scissors, Tinners' Snips, Etc.

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IMPROVED
Natural Stone Germ Proof
Water Filters

Are as represented—always.

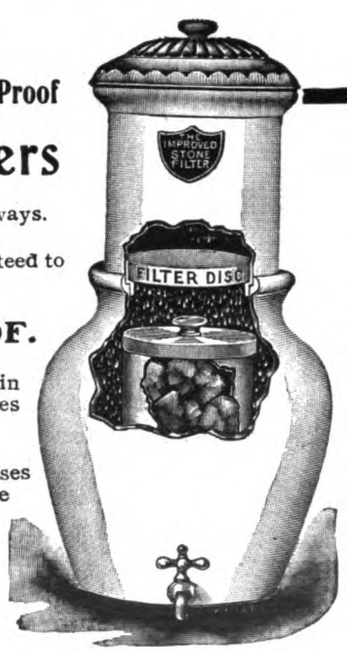
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Every Filter is perfect in every detail when it leaves our factory.

Prevent Zymotic diseases by pushing the sale of these goods in your locality.

A handsome display card with each shipment.



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in a name—a name that stands for bestness—best quality.

Take Axle Grease for instance: if there's any kind that gives all-a-round and lasting satisfaction, it's

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Its the Grease of quality; puts all the "just as good as" Frazer kind in the shade. Sells quickest; lasts longest. Sold in boxes, cans, pails, kegs, barrels. The question is: how much do you need?

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Clothes Wringers,
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Most modern appliance for lifting loads ¼-3 tons.

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SNOW FLAKE AXLE GREASE CO.
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Pump Bucket.
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Prevents Rust
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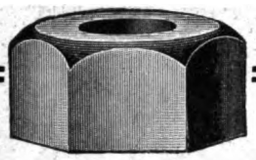
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If you're Looking for First Class
UP-TO-DATE BARROWS
ORDER THE ◆ ◆ ◆
Champions, the
World's Best.
All Kinds of Wood and Steel Barrows.
THE BRYAN MFG. CO., BRYAN, OHIO, U. S. A.



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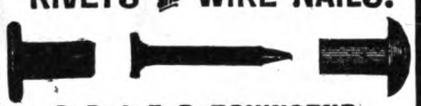
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Semi-Finished NUTS

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QUALITY GUARANTEED.
MANUFACTURERS OF
FLAT
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SILVER PLATED, ALSO
NICKEL SILVER (Without Plate)
HIGHEST GRADE
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EAST HADDAM, CONN.
ESTABLISHED 1840.

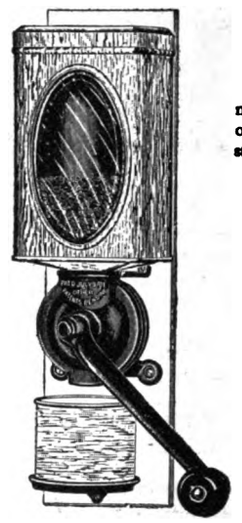
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No 10 Oplex
Double Grinder

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Live hardware dealers find the White Lily Washing Machine the best washer and the best seller on the market.

If you have not got a reserved seat in the band wagon you had better write today.

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"PULLMAN" SASH SPRING BALANCES.

Used in the Finest New Buildings



Just as good for Old Buildings

If you have not a stock for Spring trade, ORDER NOW!
PULLMAN MFG. COMPANY,
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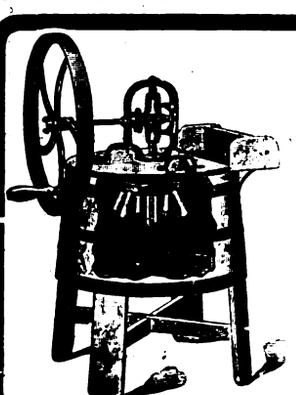
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FOR CENTURIES THE WORLD RENOWNED HOUSE OF
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SHEFFIELD, ENGLAND
Has had neither equals nor superiors in the manufacture of

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are being extensively advertised—and sooner or later, you'll have a call for O. K. Washers.

Successful hardwaremen are those who prepare for coming events—before they arrive.

Ask for our booklet and see how good the O. K. Washer really is.

Booklet and special prices on request.

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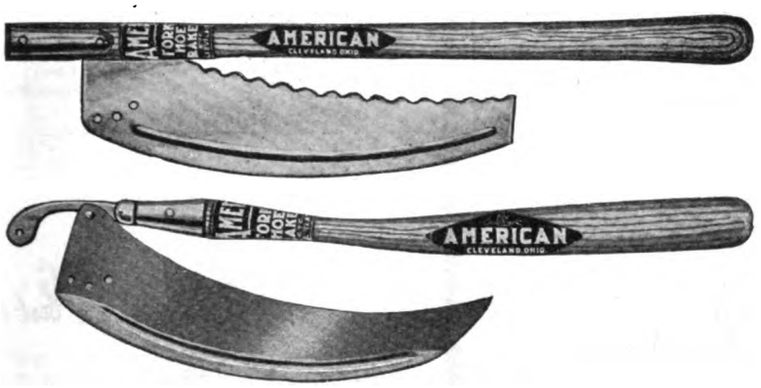
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ITS RECORD HAS NEVER BEEN EQUALLED
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IS THE
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would be in Virginia, the Carolinas, Georgia, Florida or Alabama, and the special Southern edition of the Seaboard Air Line Magazine will convince you. It contains specific opportunities, and lists of orange groves, pine apple plantations, farm, fruit and truck lands.

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We have a good location for your plant.



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ARE THE NEWEST, CLEVEREST AND QUICKEST SELLING

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HAIRFELTING for covering Boilers, Steam and Water Pipe, and lining Refrigerators.

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140 MILK STREET, BOSTON.
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AN ENTIRELY NEW THING.

A simple method of making perfect Vent Holes in cores for castings. Write for particulars.

MACHINE, COIL AND HALTER CHAINS, WESTON'S DIFFERENTIAL PULLEY BLOCKS, CHESTERMAN'S MEASURING TAPES, &c., &c., &c.

Anything wanted from abroad imported to order. Exporters of Hardware and all kinds of American Products. CORRESPONDENCE SOLICITED.

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Carriage Requisites

FRANK MILLER'S CARRIAGE TOP DRESSING

Gives an Elastic, Durable Waterproof Gloss, and is positively safe to use on the finest stock.





FRANK MILLER'S AXLE OIL.

Superior to Castor Oil; lasts longer, and will not gum.

Manufactured by

THE FRANK MILLER CO., 349 & 351 WEST 26TH STREET, NEW YORK.

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THE ARMSTRONG PIPE CUTTER

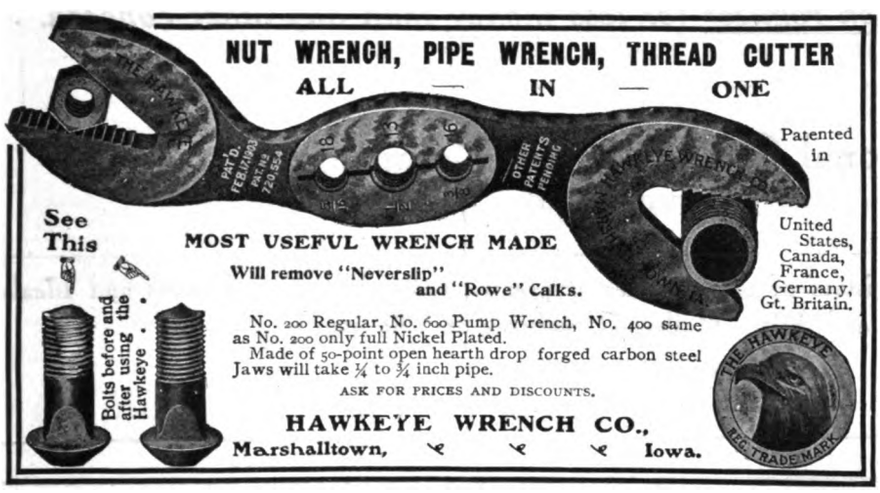
THE strongest, most rapid working and cheapest on the market. Nos. 1 to 3 will take a range of pipe 1-8 to 4 inches inclusive.

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The Armstrong Mfg. Co.

BRIDGEPORT, CONN.

New York Office, 139 Centre Street.





A Long (K)Night In HARDWARE

¶ For years retail hardware men have been groping in the dark, looking for some efficient way to increase their business—some of them have found it!

Warren's Patent Sectional Glass Front Shelving

is designed and manufactured by a Hardware Man for Hardware Men.

¶ You can keep a line of samples of your entire stock on exhibition at all times.

¶ It preserves each article in the same attractive newness that it comes from the factory, prevents *dust, rust, finger-marks and dirt.*

¶ It enables you to sell goods to a *German*, a *Scandinavian* or *any* other foreigner who, even though he cannot speak English can *point* to what he wants.

¶ It improves the appearance of your store *100 per cent;* enables your salesmen to spend their time *selling* goods instead of *hunting* for them, and will *pay for itself in one year.*

¶ Send dimensions of your store and let us supply you—FREE—with a color plate made to scale, showing how *your* store will look when equipped with The Best Shelving in the world for your purpose.

¶ Remember the shelving is made on the unit plan—If you want to experiment—don't wish a complete outfit now—you can buy one—two—three stacks or sections—the rest will follow as your satisfaction increases.

J. D. WARREN MANUFACTURING CO.
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THE SCHWERDTLE STAMP CO.,
MANUFACTURERS
Fine Hand Cut STEEL LETTERS and FIGURES,
Send for Catalogue. BRIDGEPORT, CONN.

Irvington Manufacturing Co.

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Catalogue showing new goods mailed on application.

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Sold on Easy Monthly Payments



We Guarantee

To furnish a better cash register for less money than any other concern.

National Cash Register Company

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Slightly used Nationals and registers of other makes at greatly reduced prices. Unions and Ideals at $30 and $60. Hallwood registers at $50, etc.

MENTION "HARDWARE."

HUTCHINS ROLLER SWING



The Most COMPLETE, PRACTICAL and ATTRACTIVE SWING ever put on the market. Operates without Exertion. Delightful Motion.
Sold through the Hardware Trade.

AMERICAN MACHINE CO.
Eastern Manufacturers Wilmington, Del.

We Don't Want Orders



from consumers for a can of Black Satin Polish because we would rather have the dealer make the profit.

We Do Want Orders

from dealers who can see the advantages of selling a polish that has no equal. Retails at 25 cents ½ pint, 3 dozen in case 5 lb. cans, 6 cans in case.

Order from your jobber.

BLACK SATIN POLISH CO.
107 Chambers St., NEW YORK.

New Jersey Wire Cloth Co.

MANUFACTURES

THE ROEBLING STANDARD WIRE LATHING,

"JERSEY" POULTRY NETTING AND FARM FENCING,

PAINTED AND GALVANIZED WINDOW SCREEN CLOTH,

and every kind of

IRON, STEEL, BRASS and COPPER WIRE CLOTH.

TRENTON, NEW JERSEY. 117 and 119 Liberty Street, NEW YORK. 171 and 173 Lake Street, CHICAGO. 25 and 27 Freemont Street, SAN FRANCISCO.

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We Respectfully Invite

Your attention to our line of Mowers for 1905

For thorough workmanship, durability, light running, and superior cutting qualities they are unsurpassed, and we are confident that our prices will interest you.

We manufacture Lawn Mowers adapted for every market, and inquiries for Export will have our special attention. Write us for catalogue.



CHADBORN & COLDWELL MFG. CO.

NEWBURGH. N. Y.

ONE MILLION

Five Hundred Thousand Sold

25 Years on the Market



Need More Be Said

to induce every Hardware dealer to handle

The Original and Only Natural Stone "Gate City" Filter?

Everywhere leading physicians endorse it because it removes absolutely all disease germs and all other impurities, making all drinking water pure, odorless and sparkling. Most easily cleaned. Price moderate. We help you sell it.

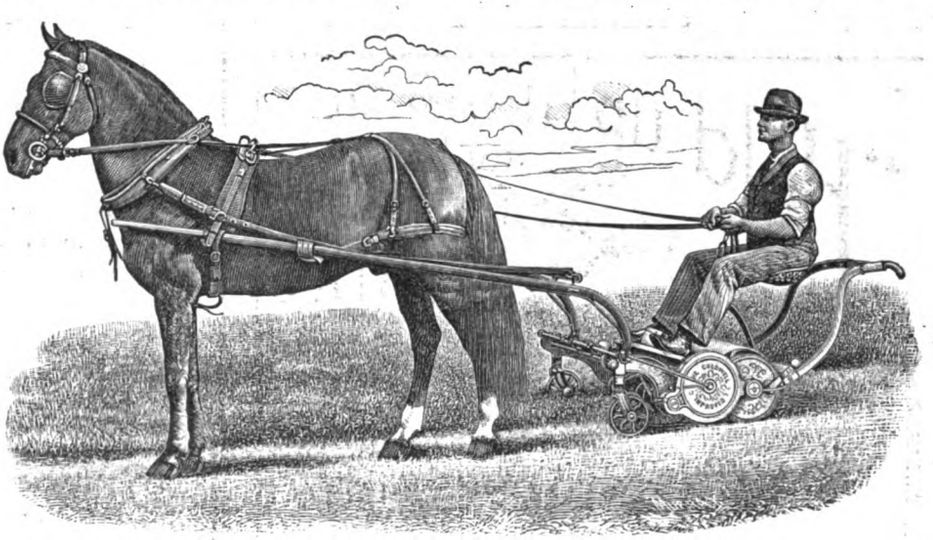
Send for "Gate City Folder H"—it tells all about it.

GATE CITY FILTER CO.

15 E. 14th Street NEW YORK

COLDWELL LAWN MOWERS

HAND, HORSE AND MOTOR POWER



Used exclusively on the Parks of New York, Brooklyn, Buffalo, and on the grounds of 90% of the leading Golf Clubs of the United States and Canada.

SEND FOR CATALOGUE

Coldwell Lawn Mower Co., Newburgh, N. Y.

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EAGLE MOP WRINGERS

are made right in every particular, and will give longer and better service than others less carefully made.

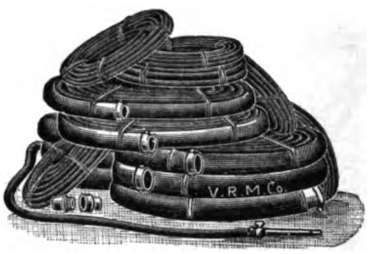
With no parts to stretch or break, the rolls in the EAGLE always close tightly and give the best possible results in use.

Write for descriptive circular and prices; or ask your jobber. If he is up-to-date, he has EAGLE MOP WRINGERS in stock.

Eagle Cooperage Works,
CIRCLEVILLE, O.



Voorhoos Rubber Mfg. Co.
Jersey City, N. J.



Manufacturers of

Superior Qualities of

Rubber Hose, Belting and Packing

Rubber Mats, Matting, Etc.

We have a reputation for making GARDEN HOSE that does hard service and on which claims for defect are not made.

Send for samples for season of 1905.

Catalogue and prices on application.

Federal Bench Punch



10 inches high, 10 inches long, Weighs 64 pounds
PUNCHES 5-16 inch hole in ⅛ in. Iron plate, 2½ in. from edge. Send for Circular.

Chandler & Farquhar Co.,
131 Congress Street,
Boston, U. S. A.

ADAM'S STEEL & WIRE WORKS.

Wire Fencing,
Ornamental Steel Fencing,
Window Guards,
Wire Signs,
Jail Work, etc.
Send for Catalogue.



ADAM'S STEEL & WIRE WORKS, JOLIET, ILLS.

MERCANTILE AND INDUSTRIAL.

The Territory traversed by the Southern Railway and Mobile and Ohio Railroad offers many desirable openings for locations in business of every kind—Mercantile, Manufacturing and in all pursuits relating to the production of many forms of raw material.

M. V. RICHARDS,
Land and Industrial Agent,
Washington, D. C.

W. A. MOYER, Agent,
271 Broadway,
New York City.





THE MYERS PUMPS, HAY TOOLS AND STAY-ON DOOR HANGERS

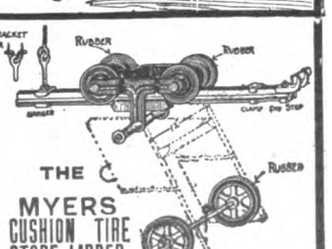
MEET ALL REQUIREMENTS.

Ask your Dealer for the Best Known Force Lift Tank and Spray Pumps.

Ask your Dealer for the Best Known Hay Carriers, Forks, Stayon Door Hangers, etc.

Write for Descriptive Circulars to

F. E. MYERS & BRO., Ashland, O.



THE MYERS CUSHION TIRE STORE LADDER.

There is but one GENUINE

KLIP-KLIP POCKET MANICURE

and it is manufactured only by the

KLIP-KLIP COMPANY
Rochester, N. Y.

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The Winds of Competition

Wreck many a house while they make the reputation of Daus' "Tip-Top" Duplicator soar all the higher



Daus' Tip-Top Duplicator Meets Every Emergency

Manifold rush work of any kind; bills, circulars, invoices, letters—50—75—100—150—or more can be struck off in less than 20 minutes. $5 buys it. Full instructions with each machine. Try it for a week without deposit.

Further information is the matter of a postal—Send it to-day.

THE FELIX P. J. DAUS DUPLICATOR CO.,

111 John St., New York, U. S. A.

Break Away from Competition

Give your customers something new—an article that has advantages over other goods—something to make them talk and buy

STERLING STEEL CARPET SWEEPERS

are distinctly new and novel, and are full of convincing, logical talking points, features that sell them on sight. They are easier to operate and last longer than any other sweeper made.

No clumsy wooden cases to warp and split, no sagging, carpet-digging dustpans, no cracks and openings to collect dust and dirt.

Made of the finest cold drawn steel, cases and pans are perfectly rigid. Dustpans dump full and clear. The Anti-Raveler prevents thread, hair, etc., from winding around the bearings.

These are but few of the exclusive features of Sterling Sweepers.

Will it pay you to sell them?

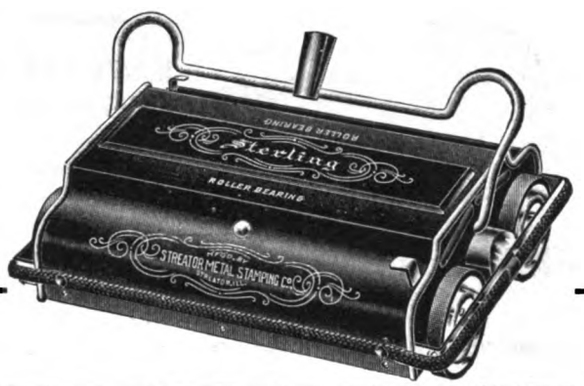
Ask any woman who uses an old-style sweeper.

Streator Metal Stamping Company
STREATOR, ILL.

WRITE FOR CATALOG.

New York Office, 10 Warren St.

Please mention HARDWARE.



"ENTERPRISE"

A SEASONABLE SHOWING



Cherry Stoner, No. 1, $7.50 doz.



Lawn Sprinkler, No. 1, $3.50



Fruit, Wine and Jelly Press No. 34, $3.00



Food Chopper No. 50, $1.25

AT this season, women (and their husbands), have it on their minds to buy a Cherry Stoner, or Lawn Sprinkler, or Fruit Press, or Food Chopper. They know all about "Enterprise" goods, and you will make many a sale that would otherwise be lost if you

SHOW THEM

Two Questions: Are you having good sales of the new size, No. 50 Enterprise Food Chopper? It chops 1½ lbs. of meat a minute and retails for $1.25. Have you got our 1905 catalogue handy for reference? If not drop a postal for another.

New York Branch. 10 Warren St

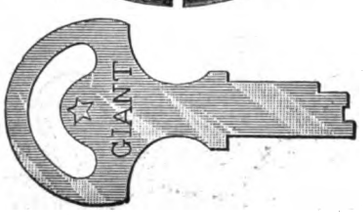
THE ENTERPRISE MFG. CO. OF PA. Philadelphia, U. S. A.

San Francisco Branch. 104 Front St

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PADLOCKS. . .





Smooth or Government Finish.

Furnished the U. S. Post Office Department for mail bags for nearly twenty years.

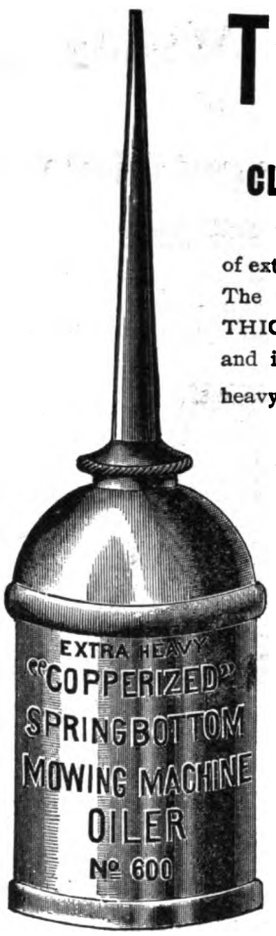
ALL PADLOCKS

made with four tumblers each.

WRITE FOR CATALOGUE.

THE SMITH & EGGE MFG. CO.,

BRIDGEPORT, CONN.



THIS CAN

HAS A

CLOCK SPRING STEEL BOTTOM

of extreme durability and springiness. The CYLINDER is of DOUBLE THICKNESS around the lower edge, and is drawn seamless from extra heavy **"Swedoh" Steel,** Beautifully Finished. It readily commends itself to all AGRICULTURAL and HARDWARE DEALERS on account of its Elegance, Durability and Cheapness.

Special Price on Large Orders from the Jobbing Trade.

THE AMERICAN TUBE & STAMPING CO.,

SUCCESSORS TO

The Wilmot & Hobbs Mfg. Co.,

BRIDGEPORT, CONN.



L. S. STARRETT SAYS:

"IF YOU FIND ANY TOOLS BETTER THAN

STARRETT TOOLS

BUY THEM."

SEND FOR COMPLETE CATALOGUE NO. 17T.

THE L. S. STARRETT CO.

Athol, Mass., U. S. A.





Protect Yourself

against the wrath of the kitchen queen who despises a poorly designed Egg Beater.



HOLT'S Improved Dover EGG BEATER

beats eggs in 20 seconds—in one-fourth the time and as light or stiffer than the best hand whips.

It's the flare that does the trick.

Ours is one-third larger, too; dasher is wider, thicker, flared.

You ought to have our Price List circular.

Holt-Lyon Company

Tarrytown-on-Hudson, N. Y.

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HARDWARE

Russell & Erwin Manufacturing Co., New Britain, Conn., and 45 Chambers Street, New York, are distributing to their customers two handsome and attractive Crsytaloid Hangers; one is devoted to the exploitation of the Russwin Door Check, and the other to the Russwin Unit Lock. The green background and gold lettering of the hangers would command attention in any Hardware store in which they were suspended.

✤

Mr. A. R. Pritchard, former founder, treasurer and general manager of the Rochester Stamping Company, of Rochester, New York, announces that he has severed his connection with that concren to associate himself with the Pritchard-Strong Company, of the same city. He will have supervision of the technical details surrounding the Pritchard-Strong Company's products, which will include lanterns, Hardware specialties and a varied line of practical and useful sheet metal house furnishing goods of the highest possible quality. Mr. Pritchard's experience of nearly a score of years in catering to the exacting demands of the American public in this line should be of much value to the new company.

COLDWELL LAWN MOWERS CARRY OFF THE HONORS.

At the Botanical Show held recently in Regent Park, London, the Coldwell Lawn Mower Co.'s exhibit received the very highest award, possible of achievement. They were placed on exhibition there, by E. C. Ross, the manager of the London office.

LAWN RAKES.

The Twin Rake Manufacturing Company's Rake plant at Ladoga, Ind., has been purchased by the American Fork & Hoe Co., of Cleveland, Ohio, so that they are now prepared to manufacture a general line of Lawn Rakes with which to supply the trade from the works at Ladoga as well as from the other works of the company.

THE CRONK AND CARRIER MANUFACTURING CO.

Have found it necessary to extend their plant and equip it with the machinery they need for their additional wants. In enlarging they intend to add premises that will give them a building 40x100 feet, and they hope when this is established to be able to keep abreast of their orders, which have tasked their efforts very much during the present year.

MICA IN NORTHERN AUSTRALIA.

In the northern territory belonging to South Australia a deposit of mica was discovered in the beginning of this year near Mount Johnson, 120 miles northeast of Alice Springs (in the center of Australia and under the Tropic of Capricorn). A London mica firm declared the specimens submitted to it to be of excellent quality, especially for electric construction, when their value is diminished by red and black streaks. Those pieces that are perfectly pure are also pronounced of high quality. They are very easily worked. The samples commanded prices from 2½d. to 7s. per pound. The lower prices, which since then have dropped another 15 per cent, were paid for plates 2 inches square, while the higher prices were paid for plates 8, 10 or more inches square.

J. STEVENS ARMS & TOOL CO. REQUIRE MORE SPACE.

The J. Stevens Arms & Tool Company, of Chicopee Falls, Mass., with the many new additions to their long line of Firearms and the increasing demand for their Stevens-Duryea Automobiles, have been forced to arrange for more floor space and are making many changes and additions to their large factories. The A. G. Spalding & Bro. Co., who manufacture golf, athletic goods, etc., here, have vacated the part of one of Stevens' large factories they occupied for many years, moving into their own plant, which they recently bought at Chicopee, thus giving the Stevens Company space for the Automobile department, which they have re-modeled and are building a large addition thereto, thus enabling them to concentrate the automobile work in one factory and devote the entire "Hill Plant" to the shotguns, double and single. The factories the Stevens Company now own and occupy give them 10¼ acres of floor space for their exclusive use, thus enabling them to continue increasing their output.

AN EXPLANATION.

The Avery Stamping Company recently received the following letter from one of their customers:

> "The writer found that one of the leading wholesale Hardware firms of your city was selling the retail Hardware trade in Indiana shovels at practically wholesale prices the past Winter, and was advised that they were made by your concern, and while we do not wish to press the matter, will state that if you have anything good in the way of prices to offer, we are certainly in position to handle them to advantage through our Mining Drill & Tool Department."

Mr. Avery, of this firm, offers the following explanation: "A Cleveland jobber has been for several years selling shovels under the name Avery Shovel Company, which has naturally brought about much confusion. This is the firm mentioned above. The shovels made by our firm, The Avery Stamping Company, bear the following brands: 'Never Break,' 'National,' 'Buckeye, 'Mohawk' and 'Knoxall.'"

ARKANSAS RETAIL HARDWARE DEALERS' ASSOCIATION.

A well patronized souvenir programme has been received from the Arkansas Retail Hardware Dealers' Association prepared to commemorate the annual meeting which took place at Little Rock, June 21st, 22nd and 23rd. A large meeting was brought together and a finely represented one as well. The proceedings of this convention were made unusually interesting by a full attendance of its members and a number of Hardware dealers of the State were added to the rolls. Manufacturers and jobbers were present with delegates representing them in greater numbers than ever. Among the noted visitors who graced the occasion with their presence may be mentioned Saunders Norvell, the hard working chairman of the Wholesale and Retail Joint Committee on Catalogue House Competition and M. L. Corey of the National Retail Association. A number of useful and original papers were read by the members and the general discussion was availed of by many, and much of an interesting and useful character was the result.

INCREASE OF IMMIGRATION.

The Department of Commerce reports that 521,320 immigrants have arrived at the various ports of this country in the six months ending April 30th last. This is an increase of nearly one-third over the arrivals for the same period last year. The arrivals from Russia continue to increase rapidly, and more than 95,000 have come from that country during this six months.

JAPANESE IN TEXAS.

The American consul at Tamsul, Formosa, notifies the State Department that Japanese newspapers are carrying the advertisement of a Japanese promoter, who is going to establish a big agriculture colony of Japs in the American State of Texas. The promoter, whose name is Kinzaburo Gaba, says he is going to start with about 49,000 acres of grazing land in Texas. He thinks the Japanese can succeed in America only at agriculture.

HISTORY OF THE BOLT AND NUT INDUSTRY,

A volume devoted to a complete History of the Bolt and Nut Industry of America has recently been issued. The author is W. R. Wilbur, of Cleveland, Ohio, and the book is dedicated to Isaac P. Lamson, president of the Lamson-Sessions Company, of Cleveland, who has long had the desire that the annals of the Bolt and Nut Industry of the industrial resources of the country, should be collated and compiled for the benefit of future generations, and carefully preserved; this was the particular reason for the labor of preparing this interesting volume. The book comprehends in its 400 pages of contents upwards of 50 illustrations, and includes the portraits of those prominent among the pioneers in this branch of industry. The author acknowledges the aid given him so generously by the leading men in the business. The book is very neatly bound in cloth, with leather backs and corners, presenting a fine appearance. A general summary of important periods in the history, the application of improved machinery, the issue of patents bearing upon the work, and a number of other important details complete the information contained in the volume, which must be regarded as a valuable addition to trade literature in a branch that deserves the interest given to it.

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HARDWARE

DEVOTED TO THE AMERICAN HARDWARE TRADE

PUBLISHED ON THE 10th AND 25th OF EACH MONTH BY

HARDWARE PUBLISHING CO.

309 BROADWAY, NEW YORK

SUBSCRIPTION $1.00 PER YEAR. TO FOREIGN COUNTRIES $2.50

CHICAGO - - - - - - 1164 Monadnock Block
C. H. GREENE, Representative

DETROIT, - - - - - - 61 West Congress St.
G. T. NEWKIRK, Representative

L. E. MACINTYRE, - - - - President.
A. P. MITCHELL, - - - - - - Secretary and Treasurer.

HENRY HOPKINS, - - - - Editor.
A. EUGENE BOLLES, - - - - Manager.

JUNE 25, 1905.

Editorial Trade Review

The time has arrived when a certain amount of consideration must be given to laying out the vacations for the working force of every leading Hardware establishment, and to do so intelligently gives those who stay home in the meantime a degree of work to help the store perform its duties. The time allotted to vacations is this year well earned; in fact, the seasons of hard work are so well defined throughout the year that scarcely any time can be said to be a loafing time, and that makes it thoroughly enjoyable when it does come, and we go forth to seek green fields and pastures new to recuperate exhausted energies and return refreshed.

The fact that the workers are expected to take hold on business and do a lot of extra work when called upon, without grumbling, makes employers look more readily about the employee's comfort; more favorable hours are given them during the Summer months in the way of closing, half holidays on Saturdays becoming the regular thing, making excursions over Sunday practicable; and they only too willingly avail themselves of them, and a willing disposition should and does make itself manifest in return for this voluntary consideration.

This is the season to expect slackened sales, and adding to stock is not a movement liberally indulged in during the months of June and July, when a more quiet time is looked forward to. Unusually good sales have been the rule during the Spring season just passed, and few will have occasion to find fault with the times, as the trade will be found in many instances exceeding any previous year. Some goods have figured largely in the movement, to a greater extent even than could have been calculated, even a 40 to 50 per cent. advance. This prosperous condition is evident in the demand for Lawn Mowers, Green Wire Screen Cloth, Cream Freezers and Hammocks, and more especially Steel Goods and Scythes and Snaths. The crops of all kinds bid fair to eclipse any previous season, with wheat, corn, oats and hay adding to the farmer's wealth to an unusual degree, and the fact of such a prosperous condition being certain, makes possible the fact that Fall trade will be especially brilliant in any event. The cotton crop is a problem, however, and the hope is for a shorter crop than last year, but time alone can demonstrate the conditions which surround this important staple.

Some of the Jobbers are getting ready for the semi-annual inventory, June and July in some sections being the dullest months in the year to encourage the work. Southern Jobbers are prone to this, as they want to estimate the profits, and then certify to them before the season gets far advanced. May their anticipations be realized to the fullest extent and no disappointment ensue!

Prices have been held up in a manner throughout the six months that acted favorably on the markets. No slumps from handling large stocks, though nearly all the lower quotations on wire nails, which have been kept steady remarkably well this season, being made by the jobbing fraternity for divers reasons, to tempt the retail buyer, the principal one.

THE CONSUMER'S END.

One of the difficulties encountered by the dealer in agricultural implements is the fact that, while the machinery he handles is much of it of a rather complicated nature, it goes into the hands of men who as a rule are not machinists. Most dealers try to overcome this by sending out a competent man to set up and start the machine. Of course, it works all right while he is there, to keep everything in first-class order. After he goes away and the farmer is thrown upon his own resources, the trouble begins.

Nine out of ten farmers will agree with the statement that the very point at which they have their most serious trouble is one the book of directions skips entirely or describes under names confusing to one who is totally unfamiliar with that particular machine. It is so very simple to the manufacturer that he overlooks a lot of things the user wants to know. Usually it is the little things that make the trouble, and they are always hardest to locate. More than once the writer has sat on the questioner's bench and figured on mechanical equations containing twice as many unknown quantities as a well regulated algebra will permit, while inwardly cussing the fellow who ought to have said less and told more.

It seems to be a different problem for the man on the roof to see things from the standpoint of the fellow just starting up the ladder. There is no question, however, but that a large proportion of the machines sent out on trial and which have been condemned are less at fault than are the men who give instructions as to their use. The fact that the expert can run the machine does not count with the farmer so long as he cannot run it himself; also he wants instructions covering the difficulties he himself encounters; in other words, he wants them written from the user's rather than the manufacturer's view-point.

One big general agent for agricultural machinery has undertaken to solve the problem for himself in a unique way and get next the troubles of his customers. With each machine sent out goes a card which, when properly filled out by a purchaser, is good for payment on repairs up to a certain amount (depending upon machine purchased). Before the card is honored it must be filled out with a statement of the customer's troubles, if any, in getting satisfaction out of the machine before accustomed to it; what point of the instructions seemed most incomplete; in short, a brief history of the buyer's trouble equation. By comparing these cards the dealer is frequently able to locate points wherein, under the directions sent out by the manufacturer, there is particular danger of dissatisfaction, and to guard against that point accordingly. In the case of a number of machines he has found enough complaints regarding some minor and overlooked part to warrant him in issuing supplemental directions of his own. Then, too, these cards are a wonderful help to the expert starter in showing him at just what points of management he should be specially careful to instruct the buyer. Often the point seems trivial and unimportant, but when these incoming cards from the frequency of their complaints show that there is a general demand for instruction at this particular point, the lesson gathered from the cards is counted more to be relied on than the pre-conceived opinions of the seller.

I am not at all sure but there would be less friction between buyer and seller, less frequent complaints, and fewer returned goods if dealers would generally adopt this conscientious effort to see things from the buyer's standpoint in other lines of the trade as well as in agricultural machinery.

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CONVENTION ECHOES

JOBBER: When you sell goods to catalogue houses you bring about a demoralization of prices and damage seriously our business and that of the retail trade, therefore you should either refuse absolutely to sell to those houses, or if you do sell them, do so only under an iron-clad contract that they will maintain the price.

MANUFACTURER: I realize the force of your argument, and am willing to make a sacrifice by refusing future orders from these houses, provided I cannot make a satisfactory price maintainence agreement. But if I adopt this policy and you continue to demand all or at least the larger part of my goods under your special Brands, how am I to get to the consumer with the goods bearing my own brand, which I have been making for years and for which there is a great demand, unless I go direct to the retailer?

JOBBER: Going to the Retailer direct is not to be thought of. The Hardware Jobber is here to stay and all goods sold in the trade should be sold through him. We must have special brands if we have to make them ourselves—in order to meet competition and to control our trade.

* * *

As predicted—or, perhaps, it would be better to say, "As it was hoped"—the Hot Springs Conventions were something more than a "talkfest." After several years of beating around the bush, manufacturers and jobbers are really getting down to business in the effort to adjust troublesome matters. They have at last admited that the three main questions, *i. e.*, Special Brands, Catalogue Houses, and Price Maintainance, are closely related—so closely, in fact, that it will be difficult, if not impossible, to settle one question without at the same time taking care of the others. It is true that jobbers and manufacturers are still far apart in some matters, particularly on the subject of Special Brands; indeed, to one unacquainted with previous work it would appear that on this subject the parties interested are about as far from agreement as possible. To the mind of the writer, however, it appears that a long step in the right direction has been taken. Previous discussions on this subject have been made, mostly in open meeting, where no one on either side could be expected to take any thing related to a firm stand for any policy. At Hot Springs the discussions were carried on in close executive sessions and the policy agreed upon announced in later meetings. Considerable warm talk was indulged in in some instances, even to the intimating by jobbers that in the event of the cutting off of their Special Brand "privilege" they would turn manufacturers, and the suggestion from some, on the other side, that the Hardware business might not find it impossible to get along without the jobber.

The main argument advanced by the jobbers in support of their side of the question is that the handling of Special Brand goods permits them to make a living profit.

IN THEIR RESOLUTIONS THEY SAY:

"We plead guilty to the indictment contained in paragraph three of said report and desire to enter a confession in avoidance—confess that we have objected to using factory brands and avoid any criticism therefor, because some manufacturers allowed their factory brands to be handled and exploited at a margin not above the cost of doing business, hence we were compelled to seek shelter under brands of our own, which action we have found meets the endorsement of many of our customers."

In other words, if the policy of "Price Maintenance" was strictly adhered to by the makers of Hardware, there would be no need of Special Brands. Speaking of the charge that Special Brand goods cannot be uniform in quality, the jobbers' resolutions say:

"If, as charged in paragraph six, that competition in prices is the forerunner, or John the Baptist of deterioration in quality, may not the deterioration come under factory brands, because we claim that we are just as jealous of our reputation as any manufacturer can be of his—that we will not consent to a lowering of grade, and that if it is done the manufacturer is at fault in not giving us the grade contracted for.

"Paragraph seven can be held to apply to both factory and private brands, in that either or both may be of inferior quality and not be defective.

"We desire to controvert the declaration in paragraph nine and insist that the knowledge of who produces a certain article can in no wise concern a person who will use it, because in any case the retailer looks to his jobber to correct any evils, and the consuming customer looks to his retailer, hence it is not necessary to hand out a pedigree with every article sold.

"The reasoning in paragraph ten contemplates that a user will never be disappointed in anything except those under a private brand, and further, that the guaranty of a jobber is nil.

"In answer to paragraph eleven, we will say that the reputation of private brands will not become impaired if manufacturers are as careful in their manufacture as they are in their own, and we trust they will at least claim to do honest work."

A QUESTION OF HUMAN NATURE.

It would seem to the writer that the question of quality in Special Brands resolves itself into a question of human nature.

When a manufacturer takes a Special Brand contract at a price below that for which he would sell goods bearing his own brand, is it not human nature for him to attempt to make good the reduction of price in some way? Can he be expected to put into the ninety cent Special Brand article exactly the same quality and workmanship as he puts into the article that bears his own brand and sells for a dollar? It is not only human nature, but it is business—and cannot be justly called sharp practice or trickery.

Jobber "A" asks Manufacturer "B" for Special Brand Goods in order that he may undersell his competitor, Jobber "C," who may be handling "B's" goods bearing his factory brand. Is it to be expected by any one with full reasoning power that "B" will make Special Brands for "A" at a lower price than he charges "C" for the factory brand goods and put exactly the same quality in both? Will fair-minded persons accuse "B" of dishonesty if he reduces the quality of "A's" goods in proportion to the reduction in price?

The suggestion in the manufacturers' resolutions that unless present conditions improve "it will be impossible long to restrain manufacturers from selling through such channels as will carry their own best goods to the consumer," was barely noticed in the answering resolutions of the jobbers, their only comment being that these views "are pessimistic and that no such calamity awaits them."

Mr. Bogardus in his address on the Catalogue House question demonstrated conclusively the close connection between that question and Special Brands, and voiced the sentiment of practically every retailer in the country when he said: "I would cut out the growing evil of Special Brands." Mr. Norvell said in his address:

"IT IS A CASE OF WHO SHALL CONTROL."

That's the case exactly. Is the entire Hardware business of the country to be controlled by two or three hundred jobbers against the will of thirty thousand retailers and several thousand manufacturers? Mr. Norvell placed much emphasis on his statement that Special Brands had been the salvation of many small manufacturers who, in the absence of Special Brand contracts, would have been unable to get his goods on the market. Here again is the question of control. The small manufacturer brings out a good article; he attempts to interest the jobber and is met with the statement: "We have no time to work up a demand for new and untried things—but if you will create a demand or make that under our brand we will handle it." To the manufacturer with larger resources the same statement is made; he goes to the retail dealer direct and if, after the expenditure of much time and money, he establishes a demand and then fails to turn over the business to the jobber, what a hue and cry is raised!

The Special Brand discussion has come to a question of "Give and Take." Neither jobber nor manufacturer can be expected to make the whole sacrifice.

Let the manufacturer, by a readjustment of prices, if need be, make it possible for the jobber to handle his factory brand goods at a profit. Let him refuse to accept orders from catalogue houses or insist upon the maintenance of prices. And in return, let the jobber return to his original place in the trade, that of distributor, and give his whole attention to pushing to the front goods bearing factory brands with quality and workmanship backed up by the maker.

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Secretary Corey, of the National Retail Association, exhibited with considerable pride a telegram stating that the Inland Empire Hardware Association at their meeting in Spokane, Washington, had voted to join the National Organization.

* * *

In the June 10th issue a slight error was made in the Special Brand Resolutions, caused by the dropping out of two lines of type. It occurs in the latter part of the third paragraph from the last, which in our report reads as follows: * * * "We invite this consideration with the assurance that we certainly can and do furnish similar goods with special brands."

This should read: "We invite this consideration with the assurance that we certainly can and do furnish goods bearing our standard brands fully equal in quality, and certainly at as low prices as those at which we will furnish similar goods with special brands."

* * *

THE FALL CONVENTIONS.

There seems to be, among the members of the two larger associations, a feeling somewhat akin to dissatisfaction with the idea of holding the November Convention in Washington. At the Atlantic City meeting last year it was voted to hold the 1905 convention at the country's capitol apparently without giving careful consideration to that city's facilities for entertaining the 600 or 700 members and guests who would very likely be in attendance. There is certainly no one hotel or even two in that city with capacity large enough to take care of so many people; and if the conventioners are to be distributed among a half dozen hotels, it will be practically impossible to secure a proper attendance at any of the meetings. Furthermore, the argument is advanced that Washington is so filled with attractions that it will be extremely difficult to secure united action on either entertainment or business matters, and it would be a case of "every man for himself." A prominent official of one of the associations stated at Hot Springs: "We can't afford to go to Washington unless every one can be well cared for, and if we cannot secure at least four hundred rooms in not more than three hotels located near together, I will be emphatically opposed to going there."

Virginia Hot Springs has been mentioned in case the place of convention is changed, and considering the success of the recent meeting at that place, it is expected that many of those who attended the Southern Jobbers' Convention will favor such a change.

"NO FLIES HERE."

In detailing in a recent issue the many virtues appertaining to the use of "No-Flies-Here," the new insecticide, manufactured by the Preservaline Manufacturing Co., 41 Warren Street, New York, we neglected to mention the fact that high-bred horses are particularly susceptible to the attacks of flies, for being of particularly fine stock they are high strung, nervous and not used to hardships like the ordinary, common dray horse. It is also a fact not quite fully known that most blacksmiths when they shoe such horses, before treating them apply No-Flies-Here, and thus the horse stands quieter while being shod. We have seen other blacksmiths apply it to the horses after they have been shod to protect them after they have left their hands. Millionaires having the finest stables may not have any flies in their stables, the horse is just as susceptible to being attacked by a horse-fly after he has left the stable as the commonest animal, while if treated with No-Flies-Here the horse is protected. The same remarks apply to registered cattle, particularly Jerseys. These should be protected and produce better results if treated with this insecticide, for it is known that if a cow is nervous or irritable it does not give the full quantity of milk, nor as rich and healthy a milk. Nothing annoys cattle so much, and particularly at milking time, as flies, but an application of No-Flies-Here alleviates all that. Many a humane person has applied it to his dog to protect the animal from fleas, for as it keeps insects off it has a tendency to cause the fleas to leave the dog. Whenever No-Flies-Here is applied to dogs for this purpose, they should be kept outside for about 24 hours, so that the fleas do not scatter in the house.

"WHERE ARE THE BUSINESS MEN?"

The *Saturday Evening Post*, Philadelphia, raises a very pertinent question when it asks: "Where Are the Business Men?" In explanation it says:

"What the business of this country is suffering from is the decline of the business man. We have too many 'captains of industry' who look at business simply as a means to dividends; who know nothing of the practical workings of the industries they 'organize' except the showings on condensed balance-sheets; who think the business man is merely a plodding, routine fellow. These 'captains of industry' are very daring and dazzling—so dazzling that crowds gape at them as at a successful bandit in Sicily. But they are very dangerous also.

"Aristotle said: 'The best fertilizer for the field is the heel of the farmer.' And this is equally true of all the other fields of industry. We shall find it out from painful experience presently. The financiers, with their palaces and their showy families, with their vast enterprises 'floated' by a few hours' work under the shadow of the New York Stock Exchange, cannot take the place of the business man—no, not even with the assistance of the great lawyer to flim-flam the moral code."

These observations will strike the average business man as being very true, for nearly every man in the commercial world has now had the opportunity to observe at close range the operations of a "promoted" industrial combination, which is usually called, for short, a "trust." It is becoming very apparent that these combinations are, as a rule, governed by men who may be excellent bankers or lawyers; but who are not such shining successes as manufacturers and merchants. With such men dominating the Board of Directors, men are engaged as leading officials, ranking over the manufacturing and sales managers, who may know the difference between a purchase-money mortgage bond and a debenture bond; but frequently do not know whether the goods produced by the combination are sold to farmers or jewelers. In other words, the directors and officers, those who are responsible for, and should direct, the management of the business, are not business men, but are simply skilled in creating and marketing stock and bond novelties. Therefore, it is not surprising that these large combinations so often come to grief.

SICKELS & NUTTING COMPANY'S NEW CATALOGUE.

Sickels & Nutting Company, 35 Barclay Street and 40 Park Place, New York, N. Y., have just issued a complete catalogue of their Hardware stock for the convenience of their patrons, and giving a good idea of what is necessary to run an up-to-date Hardware Jobbing business. It is a cloth-covered volume of the standard catalogue size, well printed on excellent paper and of about 340 pages. As they say: It is not intended to represent their full line, but is issued more especially to call attention to seasonable goods, their various specialties and the many lines for which they are New York agents, while at the same time soliciting as heretofore the mail orders, in the filling of which this catalogue will be found of great assistance. They state that they are pleased to buy for their customers any goods that can be purchased in New York, which they regard as the greatest market of the country, in order that purchases of the wants may be condensed and the shipment of the various items made together, thereby saving expense and trouble. While enumerating for convenience the various leading brands of goods they handle, representing a number of the leading manufacturers of the country, they also call attention to the large line of Specialties distributed under their own names with whose quality they are familiar and can strongly recommend. They are also New York agents for the following manufacturers of well-known lines of goods: Walden Knife Co.'s Pocketknives, Joseph Elliott's Razors, Wiss Shears, Scissors and Snips, Batcheller & Son's Steel Goods, Shelbe & Klemm Heavy Forks, Iowa Farming Tool Co.—Farm and Garden Tools, North Wayne Tool Co.—Little Giant Scythes and Grass Hooks, Derby & Ball Scythe Snaths, Peck Edge Tool Co.'s Hatchets, Cortland Door and Window Screen Co., Union Steel Screw Co.'s Wood Screws, Cycle, Popular Hercules and New Easy Lawn Mowers, Eagle File Co.'s Files and Horse Rasps, Simond's Crescent Ground Cross-cut Saws, Gifford-Wood Co.'s Ice Tools, The Samuel Winslow Skate Manufacturing Co.'s Ice Skates, Chase Horse Blankets and Robes, Acme White Lead and Color Works, Norwalk Lock Co.'s Locks, Ford Auger Bit Augers and Bits. In addition to this special catalogue, they also issue a separate and complete Builders' Hardware Catalogue, which they will be pleased to send upon application.

TIN PRODUCTION OF THE WORLD.

(From the Chamber of Commerce Journal, London, May, 1905.)

Recent German returns show that the tin production of the world amounted to 93,093 tons in 1903, an increase over the preceding year of 2,916 tons. According to these returns, 75 per cent of all tin comes from southeastern Asia, the following being the estimated output of the several colonies and countries: Malacca, 54,797 tons; Banca and Billiton, 20,060 tons; Bolivia, 9,500 tons; Australia, 4,191 tons; Cornwall, 4,150 tons; all other places, 395 tons. Although the production of tin has increased regularly from year to year, the output is not sufficient to supply the demand, as the stock on hand in the most important tin markets has constantly decreased. The United States consumes 43 per cent of the total tin production; Great Britain, 28 per cent; the other European countries, 22 per cent, and India and China together, 7 per cent. It is surprising that the United States, which during recent decades has made such enormous progress in exploiting its mineral resources, is not yet a factor in the production of tin, although considerable deposits are said to exist in South Dakota, Wyoming and in North and South Carolina. A year ago one tin mine was opened in South Carolina.

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GETTING AFTER BUSINESS

By AMOS

Dobbs & Weaverling, of Peru, Nebraska, are looking after the trade in their territory in a manner that leaves little chance for the getting of much business by the Mail Order Houses. In a letter recently received from this firm they give as their plan of action the following:

Complying with your request of a few days since, I herewith enclose you the copies of a few of the advertisements we have been issuing recently in our campaign against the catalogue house. You will observe that we have not been backward in referring in plain terms to names, catalogues, etc. We have met with some criticism from our friends in doing this, for the reason that they think that in so doing we are bringing into too much prominence the concerns we are opposing, resulting to their own good.

We know that some people advocate the policy of never mentioning these competitors, but we are as free to talk of them to our customers when the occasion offers as they are to mention us. In doing this we show that we art not "whipped into silence" by the thought of the catalogue and its prices. This has a winning effect on the customer.

In the advertisements referred to we have made it a point to be as plain and honest as we know how to be. We have found them to be attractive and effective, bringing many inquiries, with a goodly percentage of sales resulting.

Our policy has been to print our prices along with the prices of same or similar articles found in the catalogue, with the freight added. We have not left it for the customer to figure out how much the freight will be. That would not pay. We do that ourselves, and then are prepared to stand back of our figures.

We always make it a point, when a customer comes into our store inquiring for a certain article, and then quoting us a catalogue price, to get the catalogue (we always keep the current number of the catalogue of several leading concerns on our desk), have him select the article, at the same time volunteering to get it for him at the price named, saving him at least the cost of remittance, providing he will wait patiently until its arrival. In the meantime, we use every effort to sell him the article we have on hand. If a saw, we point out the reputaion and the quality of a Disston over an inferior one quoted, or if another article, we follow the plan of talking quality. However, if he will not buy what we have, we take his money, forward it for him with the order to his catalogue house. We send the order to these places only when we cannot secure the same article, or with his consent as good a one, from our regular jobbers.

Now, what is the result of the above operation. To some it may not be apparent. However, it has been beneficial to us in two ways. First, we have probably prevented him from ordering other articles in order to make up a shipment; second, we have succeeded in convincing him that we sell any brand of goods as cheaply as the people who claim to control its entire sale, thus creating in the purchaser's mind as to the claims of the mail order concerns. At the most, we have been out only a few cents for remittance, which will probably make us dollars within the year.

In the following we reprint the text of two recent advertisements of this concern; these ads. were well displayed as they appeared in the local paper, each of them occupying eight inches double column. There is a ring of honesty about them that, connected with the prices quoted, should certainly bring results of the satisfactory kind:

MORE PRICES.

	S. R. & Co. Price.	Our Price
35c201 cross cut saw, 5½ ft.	$0.83	$0.80
Same 6 ft.	.90	.90
35c206 " " " 5 ft.	1.50	1.50
Same 5½ ft.	1.65	1.60
35c226 one man " 4 ft.	2.05	2.00
Same 5 ft.	2.53	2.50
Fulton saw 35c304, 26 in. hand	1.25	1.50
Fulton " " 28 in. "	1.43	1.40
Fulton saw 35c305, 28 in. rip	1.45	1.40
Fulton " " 30 in. "	1.66	1.65

DO YOU WANT A FULTON SAW?

If so come in and we will get you one and save you some money, at least the cost of remittance. CAN WE DO IT? Well, you bet. Last week we took up a whole page of the Pointer in telling you about our furniture department and how we could save you money over Sears Roebuck & Co. or any other mail order house. That article made us money, but there are a few people who thought we could not say as much for our Hardware department. WE CAN. FOR INSTANCE take page 43 of the catalogue. They give you a long distance spiel about "trust goods" meaning Disston goods (which by the way they no longer can supply by reason of broken contracts) telling the merits of their inferior goods—Fulton Saws, etc.

DOBBS & WEAVERLING.

Lack of space prevents the reproduction of a full page story from this concern, that recently appeared in *The Peru Pointer.* Part of the page is devoted to a comparison of the prices on a long list of goods the remainder being given up to a red hot arraignment of Catalogue House goods and methods; the following is one of the illustrations given:

For instance a man came into our store sometime ago. He wanted a certain well known saw. He also wanted a horse clipper. We had to sell the saw to him at a loss in order to meet the catalogue price. He also kindly allowed us the full catalogue price of $8.75 for the clippers, and here is the way the deal looked to us when completed:

Catalogue Price		Our regular price	
Saw	$1.35	Saw	$2.25
Clippers	8.75	Clippers	5.00
Total	$10.10	Total	$7.25

What he offered

Saw	$1.50
Clippers	8.75
Total	$10.25

We lost 90 cents on the saw, because he had seen the catalogue, but he offered $2.85 too much for the clippers because he had seen the catalogue.

This incident proves what? It proves that the catalogue seeks to deceive its readers by "cutting the life" out of the prices of the goods that are well known and have an established price, and then charging an extortionate price for goods which the public knows practically nothing of.

GASOLINE STOVES

In their latest catalogue, our Chicago friends, SEARS, ROEBUCK & COMPANY quote some prices on gasoline stoves. We never heard of the make they handle. These goods are an unknown quantity, having neither father nor mother. Here are some prices:

CATALOGUE PRICES.	OUR PRICES.
No. 22C540 2-burner stove $3.13. With freight added ..... $3.46.	2-burner "Quickmeal" a stove with a record. $3.50
No. 22C541 3-burner stove $4.25. With freight added $4.75	3-burner "Quickmeal" Nothing better is made $4.75
No. 22C544 3-burner stove with step attachment. $7.00. With freight added ..... $7.75.	3-burner "Quickmeal" with step attachment. $7.75

The reputation of "Quickmeal" goods is an enviable one and has been rightfully earned. They are absolutely the best at any price and we recommend them as such. Don't send your money to some mail order house that does not and cannot furnish such goods. They claim to sell cheaper but do they? Well, we think not. Compare the prices above and you will buy of

DOBBS & WEAVERLING.

E. M. Austin, Litchfield, Ill., is another Hardware dealer who does not seem to be worrying any about Catalogue House competition. In a recent letter he writes "There's always something

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doing at Austin's. We advertise in the principal papers throughout Central Illinois which results in almost daily shipments to twenty surrounding towns." Every month Mr. Austin issues a circular usually 18 by 22 inches in size; about 4,000 of these are printed for house to house distribution and for posting. The goods shown in each circular are carefully selected with the idea of bringing to the front goods likely to find the most demand; a liberal supply of cuts are used—good ones—and prices are published in profusion. Litchfield is evidently blessed with at least one printer who knows his business for the style used on the Austin circulars is of the best. A great deal of matter is contained in each circular, but it is so displayed as to be read with ease.

* * * * * *

The *Herald* of Mt. Jewett, Pa., recently printed an editorial on the Catalogue House Question, which after reviewing the upgrowth of these houses and their methods of doing business, closes with the following:

The remaining point to be determined was, how the catalogue houses succeeded in securing the great volume of business, which by their own admissions, had turned, $6,000,000, profit to the coffers of a single concern within the period of one year.

The catalogue houses employed no traveling representatives, but this saving was much more than offset by the expense incurred in putting out millions of catalogues, which in the aggregate cost beyond what would be required to maintain a small army of traveling men, nor did they enjoy the advantage of personal acquaintance with their patrons, yet, here was the undisputed fact that millions of money was flowing to them each year, to their enrichment, and the manifest injury of the purchaser.

It required but the slightset investigation to make absolutely certain that printer's ink was their sole reliance, and at that, through one of the poorest of mediums—the cheaply printed, homely catalogue.

Wise merchants have been prompt to take advantage of this enlightenment, and to-day the live country paper is assisting the local merchant to refute and confound the claims of these "get-rich-quick" concerns, and retain to each respective community the proportion of the world's wealth where it belongs—where it has been earned."

* * * * * *

Jed Scarboro says some mighty good things when he gets to talking about advertising; among the "Ginger-isms" emanating from him are the following:

More things are damned by hot air than by faint praise.

Bunch your efforts. Strike early, often and everlastingly but be sure that you are striking every lick, in the same spot. Sheet lightning is showy, but it never sets barns on fire. It is the compact, concentrated brand that shatters things in its path.

The only way to hold old business is to hustle for new business. People like to do business with a growing house. Lack of growth suggests dry rot, stagnation. The only sure way to make things come your way is to go after them early and often.

If your advertising hasn't force enough to make people think as you want them to think, it is because your belief in your business is not as strong as that which you are trying to inspire in others. There is a certain ring to earnestness and honesty which cannot be counterfeited. Strong talk without a sound backing of fact in time, has a flat "plunk" to it like a plugged watermelon.

People, most generally, buy the things that have reputation back of them. Good advertising helps to make a good reputation for anything that is rightfully entitled to it.

AMERICAN WORKMEN.

In a recent address at Leeds, Mr. John Moseley, head of the Moseley Industrial Commission of Great Britain, composed of twenty-three English gentlemen who visited the United States last year to learn of the industrial methods of this country, said:

"America is forging ahead as a manufacturing country by leaps and bounds. Few who have not seen for themselves realize this fact. Americans have leaped, in a generation, from an agricultural community into the first place as manufacturers. America possesses, within herself, all the soils, climes and products that go to make a great nation. She has always realized what a boon education is, and many of her successes must be attributed to that.

"We in England manufactured for the world, and in our blind ignorance imagined that because we were the sole manufacturers the rest of the world was unable to manufacture. Now we are having a rude awakening. America, by means of an enlightened people, has brought science to bear upon industrial problems and has forced herself into the front rank. America realizes that merit meets with its reward, and metes out to the men the same treatment we do to our dumb animals. If one wants to get the best out of a horse, he has to stable it well. The same rule applies to human beings. If one wants to get the best out of a workman, he must treat the latter with consideration, pay him well and give him due reward for his labor.

"In America suggestions are welcomed, and when a workman has anything to say he is not snubbed. It is an inspiration to cross the Atlantic and see what progress is doing for the betterment of humanity. If we are to do good and prosper in the future, with our enormous possibilities we must take a leaf out of America's book."

THE SAN FRANCISCO TRADE.

On top of the office desks of San Francisco's publicity men of the retail Hardware and jobbers a copy of the June 10 issue of HARDWARE was the all around sight the writer met with this seventeenth of the month while on his rounds for trade news, and a goodly number of expressions were heard regarding the papers' extra finish touch, and its interesting write-up of the Virginia Hot Springs Conventions of the American Hardware Manufacturers' Association and the Southern Hardware Jobbers. Regarding things of special interest to the Pacific Coast, one said:

"Continue to report the situation still brilliant; that crop prespects as a rule are firm and prices for almost all farm and orchard staples high. The export trade of this port is making a most excellent showing. During May, last month, the exports were $5,075,000, against $5,758,000 in April and $2,706,000 in May, 1904. Most of this good business is with China and Japan. For the first eleven months of the current fiscal year the exports from San Francisco were $58,868,000, against $44,955,000 during the corresponding period in 1904. This Pacific Coast exhibit of general exports this year from San Francisco makes 1905 the record breaker. But our city is making great strides in other directions. Building operations are simply immense. New sky-scraping office buildings are rising on all sides, while vast areas of dwellings are going up, both here and across the bay. The eye is startled by the vastness of these operations and the question at once arises, 'where are all the people to occupy these buildings coming from?' The answer will probably be found in the reduced railroad passenger rates, which are bringing into California and San Francisco homeseekers by the thousands. Certainly the Pacific Coast cannot complain of dullness in any direction."

President Bennett of the State Retail Dealers' Hardware Association returned a few days ago from a month's sojourn in Southern California, feeling much better than when he started on the trip. Of course he had heard before his departure a report that had passed current hereabout to the effect that organization fellowship within the Southern Retail Hardware and Implement Association was anything but delightful, all owing to price-cutting on the part of some of the associations members, a case quite similar to that which two years ago very much disturbed the spirit of comradeship within the San Francisco Retail Hardware Association. The better state of feeling that accompanies State President Bennett on his homeward trip was owing to the fact that before leaving Los Angeles he saw the Southern California Association troubles nicely adjusted.

INDUSTRIAL PRESS ASSOCIATION.

SCIENCE IN FARMING.

To the Agricultural Department is largely due the credit of making of the American farmer a scientific agriculturist. Science is revolutionizing farming in the United States. There are 9,000,000 acres of heretofore worthless alkali soil in the West which will soon have been converted into a fertile domain valued at $600,000,000. The application of science is entitled to the credit. Science has discovered that beans, peas and alfalfa will grow in the wornout soils of the country and, besides being in themselves profitable, will so enrich the soil with nitrogen that other crops may afterward be raised. Wornout soils are being given new life through the application of scientific cultivation. Science is teaching the farmer how to combat disease of the soil and of live stock. It is teaching him how to adapt crop to soil. It is relegating the old-fashioned farmer, where he has not the intelligence and enterprise to keep up with the procession. Science is getting him out of the rut which his forefathers followed when the land was new. There are still farmers who sow and reap, feed their cattle and allow their farm implements to stand out in the open weather from Fall to Spring, in the same old way, but this class is growing smaller. Science—the Agricultural Department, agricultural colleges and the farm institute—has taught the farmer differently. There are some who are too shiftless and too careless to take advantage of the teaching, but they will soon be out of the way, and the sons who succeed will join the procession of progressive farmers, will adopt scientific methods and assist in bringing American agriculture up to the ideal standard.

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If vanity were a deadly disease, every undertaker would buy fast horses.

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HELPING THE DEALER.

Very effective work in interesting the conuumer in their machines is being done by the H. F. Brammer Manufacturing Co., Davenport, Iowa. Advertisements of their "O. K." Washing Machines are appearing in the following publications.



No More Wash Day Backaches.

The **OK** gets your clothes clean without rubbing them to pieces. Scientific construction enables the O.K. to do your work quicker and better than any other machine on the market. Being the only Rotary Washer with revolving steel ball gearing, it operates so easy that

An Eight Year Old Child Can Run It

while you're hanging up the clothes. There is no escape of steam from the O. K. Washer, therefore, no resulting sickness. Thousands in use. We urge that you see the O. K. at your local dealer's store.

	Circulation.
American Agriculturist	100,365
New England Homestead	41,185
Orange Judd Farmer	71,735
Farm and Home	365,808
National Stockman and Farmer	55,000
Ohio Farmer	100,000
Michigan Farmer	53,000
Farm Life	127,404
Home and Farm	104,072



Wash Hour, Not Wash Day

Look forward to getting your clothes dirty because with an O. K. Rotary Steel Ball Gearing Washer it's easy and a pleasure to get them clean in an hour's time. Our O. K. means satisfaction. We guarantee it and then stand behind our guarantee.

The **OK** **Cleans Without Rubbing the Clothes to Pieces.**

The only Rotary Washer with revolving steel ball gearing. Inside of the tub corrugated like a washboard. The wheel turns right or left, pin wheel or dasher reverses automatically, turning clothes back and forth through the hot soap suds. It does away with the wash day backaches. Go to your dealer's store and ask to see it.

All of this advertising refers the reader to the local Hardware store, it should materially increase each dealer's business in these machines. As a further help to the Hardwareman this firm furnishes dealers with electrotyped ads and cuts of the "O. K." machine. Two of these ads are shown herewith; they are attractive in design and strong in argument and will prove of much assistance to those dealers who will run them in their local papers.

* * *

North Brothers Manufacturing Co., of Philadelphia, Pa., have for years made it their practice to supply retail dealers, free of charge, with electrotyped ads for use in local papers, circulars, etc. We illustrate herewith a few of the ads describing their "Twin Freezers." The design work is especially appropriate and the text right to the point. At this time of the year every Hardwareman who handles the "Twin Freezers" should be using these ads in their home papers.



American Twin Freezer

Is fitted with

four scrapers.

Two are at work all the time, which insures constant freezing. And likewise accounts for the uniform smoothness of the different desserts made in the two sections of the partitioned can.

It's the only freezer that makes

2 flavors-1 freezing

See the freezer at



American Twin Freezer

is the only one with a

partitioned can.

This partition extends above the top of the can, pressing the lid tightly, thus preventing one dessert tasting of the other by reason of contents of one section getting into the other.

It is the only freezer that makes

2 flavors 1 freezing

See the freezer at



American Twin Freezer

—the only freezer in which

two different frozen desserts

can be made at the

same time

Any two flavors of ice cream, an ice and an ice cream, a sherbet and a custard, etc.

No tiresome crank to turn, either, simply rock a lever to and fro.

See the freezer at



American Twin Freezer

is a brand new invention. Saves bother and work.

No crank to turn.

Sit comfortably in a chair, and, while reading a book,

rock a lever to and fro

Even the smallest child can operate it.

It's the only freezer that makes

2 flavors 1 freezing

See the freezer at

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OUR BRITISH LETTER.

(From Our Special Correspondent.)

London, June 13, 1905.

MR. CARNEGIE SURRENDERS THE PRESIDENCY.

The annual conference of the Iron and Steel Institute was recently held in London. During the last two years American industries have been kept very prominently before the Institute, in consequence of the presidential chair having been occupied by Mr. Andrew Carnegie, that eminently successful and prosperous American iron master, who, although always proud of being born a Scotchman, ever retains his strong love for the land in which he lived for so many years, and in which he built up so colossal a fortune. In vacating the presidential chair Mr. Carnegie spoke of the common fellowship between the English speaking races, and expressed a fond hope that the United States of America and Great Britain, would, in the future, be brought into still closer connection. The new president of the Institute, Mr. R. A. Hadfield, of Sheffield, in accepting the position, and thanking the Institute for the honor done him, referred to the opportunities for research in the United States, and raised the question whether the young men of Great Britain were given the same opportunities afforded to their fellow students in the United States. Mr. Andrew Carnegie, who has done so much to promote scientific research, at the meeting of the Institute, handed the new president a further substantial cheque towards the research fund.

ENDEAVORING TO SECURE A SHARE OF THE GAS STOVE TRADE.

There were several reasons which tended to prevent British ironmongers from holding their own in the gas stove trade, when the sale of gas cookers and gas stoves as first introduced. For many years the development of the industry was carried out by the enterprise and energy of the gas stove manufacturers, many of whom, in conjunction with the more enterprising ironmongers among their agents, held demonstrations showing the advantages of cooking by gas, over the older forms of open ranges and close-fire kitcheners. The gas companies soon realized that by an extended use of gas cookers the increase in the consumption of coal gas would be enormous and would consequently increase the dividends of their shareholders. It was found impossible to create a popular demand for gas cookers and gas heating stoves, in consequence of their initial cost. Many persons would gladly have availed themselves of the advantages of cooking by gas had the stoves been procurable at lower rates, and they would more readily have taken up the use of gas heating stoves had the cost been less. Ironmongers could not see their way to sell stoves on any deferred payment system, consequently the gas companies were forced into the business, and in many instances additional share capital has been created in order to supply gas consumers with the necessary stoves; the companies find it a profitable investment to buy stoves and sell them on hire purchase agreements, and also at almost nominal rates of hire. The introduction of these systems whereby the householder could obtain the use of gas cookers and heating stoves at nominal rates completely drove the retail ironmonger off the field. Still further, he gradually lost a considerable amount of his trade in gas fittings, many of the powerful gas companies taking up that branch of the business also; consequently, the ironmongers' workshop was robbed of much of its legitimate business. And during the last few years the consumption of gas fittings and materials in ironmongers' workshops has gradually become less and less. Quite recently a movement has been commenced by which it is hoped the retail ironmongers in Great Britain may recover some portion of their lost trade. Already there are several groups of ironmongers working in conjunction with local gas companies, under arrangements whereby satisfactory commissions upon sales of stoves and introductions for the hiring of gas cookers are being paid. The Ironmongers' Federated Association have recently had the question of further development in this scheme of cooperative trading brought under their notice; the latest outcome of which is a meeting of the representatives of the Croydon Gas Company (this company supplies an important suburban district of the Metropolis) and the members of the Croydon Ironmongers' Association. The result of the negotiations has not yet been made known but it is confidently hoped that some workable scheme, which will materially benefit the local ironmongers, will result.

IN WHAT WAY WILL ASSISTANTS' ASSOCIATIONS AFFECT EMPLOYERS?

Is a question which just now is being considered very carefully by many British ironmongers. The movement which began in Liverpool a year or so ago appears likely to be followed in other towns and there is every probability that before long ironmongers' assistants' associations, in many of the principal towns in England, will be formed. It is not anticipated that they will remain friendly organizations, through which members of one trade may meet together on one common platform to discuss the matters connected with the business in which they are engaged, and by mutual discussions become better acquainted with the different phases of the Hardware industry. The discussion of matters of trade interest will widen their knowledge and lead them to understand better the difficulties under which their employers carry on their business affairs. Careful enquiry among the ironmongers in Liverpool, who have had an excellent opportunity of testing the probabilities of the working of assistants' associations, show that the majority of the broad minded employers feel that the formation of associations will not only improve the assistants themselves, but will tend to benefit those by whom they are employed. The wider the knowledge the better the assistant will be worth his salt. It is quite possible that some of the more advanced may take the opportunity of using an association platform in order to agitate for higher wages, but it is not anticipated that any evil results will be felt. There is no doubt that in the retail ironmongery trade, where comparatively few assistants are employed in one establishment, individual selection will always be retained, and a different level of remuneration must exist in different establishments, all of which are carried on under varying conditions. The prospects of greater developments in the formation of assistants' associations are looked forward to with pleasure both by employees and employers.

PRICE MAINTENANCE INCREASING.

The policy of price maintenance is taking deep root in this country. Its growth—in the Hardware trade—has been slow but steady. There are now many specialties, which British Hardwaremen can safely handle, knowing full well that they run no risk of being undersold by other tradesmen. The advantages of price maintenance, not only among proprietry articles, but also among goods of every day sale, is now fully appreciated by retailers, and to a certain extent customers recognize that there is some satisfaction in purchasing price maintained articles, as they are not troubled by competitive prices, there being one standard price, below which it is impossible to procure these price maintained goods. The incandescent gas trade has offered many inducements to price cutters, so many mantles and burners of inferior makes being constantly launched upon this market by continental makers. The Welsbach Company have long maintained their prices, and other manufacturers of known repute have been enabled to dictate the prices below which their goods may not be sold. The general secretary of the Ironmongers' Federated Association has been able to achieve another price maintenance success in arranging with George Bray &Co., Ltd., for the price maintenance of their incandescent gas burners. The general excellence of all this firm's productions, and the high stand they take in the Hardware trade, will, doubtless, cause English Hardwaremen to do their utmost to support this step, knowing they will be able with confidence to recommend Bray's price maintained burners. The principal English lawn mower makers have long agreed to fixed prices, and this week Thomas Green & Son, Ltd., of Leeds, consented to sell their machines, in future, subject to an intimation upon their invoices to the effect that no machine shall be sold retail at a greater discount than 15 per cent. off list prices. These friendly schemes between makers and retailers make the traders "lives worth living," and help them to bear the strain which the competition of large household stores and catalogue-houses puts upon them. Speaking of lawn mowers reminds me that the catalogue of the Coldwell Lawn Mower Company, who have a branch depot in London, has been very well received in this country. It is an artistic production, and does great credit to American lithography and art printing. The artistic panel which this enterprising firm have also recently published and circulated among their agents, both in the United States and in Great Britain, is an exceptionally fine piece of work, and wherever displayed cannot fail to be productive of excellent results. The English branch of this firm are justly proud of their excellent machines, which are the outcome of the original invention of Thomas Coldwell, a native of Stalybridge in Lancashire.

(*Concluded on page 32.*)

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POPULAR TALKS ON LAW.

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Defence of One's House.

In our last talk we discussed Self-Defence. Akin to the right of a man to defend himself against an unlawful attack is the right to defend his home. The constitutions of twenty-seven of the States provide that one has a natural right to protect his property. "A man's house," says the old law, "is his castle, and he may take such steps as are reasonably necessary in the defence thereof against unlawful intrusion." Indeed, the law regards an assault on a man's habitation for a felonious purpose as an assault on his person or on the person of an occupant.

One is never bound to retreat from his house, and in general may even kill to prevent a forcible and unlawful entry. The exercise of the right to protect one's home must not exceed the bounds, however, of defence or protection, so that the kind of force that one may use depends somewhat on the nature of the attack and the purpose of it. Where an entry is by force and the purpose of it is to commit a felony, killing, if necessary to prevent it, is excusable, and any one in the house, even a lodger, is justified in the protection of the house by any means found necessary. One who has a reasonable fear that a felony is intended need not wait until the assailant gets within the house, but may meet the intruder on the threshold and use means fatal to the assailant if necessary to protect himself from death or great bodily injury. If the assailant, however, can be repelled otherwise, and the one assailed does not use any other means of defence, the latter is not justified in killing. If the intruder flees the person assailed is not justified in pursuing and committing an injury.

It is held that the term "house" includes a place of business or a rented room occupied as a bedroom. When one is attacked in the yard the courts hold that he should before taking life retreat into the house, if there is a reasonable opportunity so to do. Where one has peaceably entered the house the owner or occupant is not justified in using force to expel him, without first demanding or requesting that he leave; but where the entry was by force a preliminary request is not necessary before using force in ejecting the intruder. Where one or more persons assemble about a house and threaten to break in, the occupant is not justified in shooting until he gives warning.

A man was held to be justified in killing where on returning home at night he found the door fastened against him, broke it open, entered and in a fight that ensued killed the intruder. It has been held that the act of entering at a window in the night will not excuse the use of a deadly weapon without first warning the intrduer to desist. Where a house is occupied in violation of law, as for gambling purposes, the occupant, or owner, cannot justify force used in putting out a person from a gambling room for disorderly behavior.

Decisions are pretty well agreed that a man cannot defend his real property, other than his dwelling, to the extent of taking life; but in a Michigan case a building thirty-six feet away from the dwelling, in which the owner's servants slept, was declared to be a part of the dwelling. As to personal property, one may not take life in defending his rights, save where the effort is to deprive him of his property by a forcible felony such as robbery or burglary.

SPREAD OF THE AUTOMOBILE INDUSTRY.

(From Consulaire Verslagen en Berichten, Amsterdam, April 13, 1905.)

According to a statement by the administration of direct taxes, the number of automobiles in France in 1903 was 19,886, or, in round numbers, 20,000. This is a marked increase over the preceding year. In 1899, when the first census of these vehicles was held, their number was 1,438; in 1900 it was 2,354, in 1901 5,286, in 1902 11,000, and in 1903 19,886. The greatest number in any department is 4,510, in the Department of Seine. As automobiles are an article of export and of great utility to the less wealthy class, it is hoped that a drop in price will popularize their use.

One incident of the industry is the decrease in the number of horses. From 1903 to 1904 the number of horses in Paris dropped from 91,016 to 90,147, a difference of 869. In 1901 there were 133,892, making a difference of 43,000 as compared with 1904. At Lyons the same thing was observed, although there the underground railway may have contributed. The 20,000 vehicles represent a value of about 200,000,000 francs.

During the first two months of 1904 automobiles to the value of 2,012,000 francs were imported, as compared with 640,000 and 512,000 francs for the same periods in 1902 and 1903. Although there has been an increase in the imports, still it bears no comparison with the exports, which for the same two months were 42,836,000 francs in 1904, 31,455,000 francs in 1903, and 17,941,000 francs in 1902.

HARDWARE PATENTS.

The following list of Patents, Trade Marks and Designs of interest to the Hardware trade are furnished by Davis & Davis, Solicitors of American and Foreign Patents, Washington, D. C., and St. Paul Building, New York City.

PATENTS EXPIRED MAY 29, 1905.

383,449. STEP LADDER. J. Eiben, Oconomowoc, Wis
383,516. TACK OR NAIL HOLDER. W. H. DePuy, New York, N. Y.
383,544. PIPE WRENCH. J. Rose, Franklin, Mass.
383,638. LOCK. G. B. M. Foust, Pittsburg, Pa.
383,643. DOOR CHECK. A. Johnson, Camillus, N. Y.
383,683. WASHING MACHINE. J. H. Allen, Keyser, W. Va.
383,829. LAWN MOWER. J. V. Rowlett, Richmond, Ind.
383,831. EXTRACTOR FOR COFFEE POTS. J. C. Slaughter, St. Louis, Mo.
383,833. FOLDING COOP OR CRATE. T. J. Stille and O. Q. Stille, St. Louis, Mo.

PATENTS EXPIRED JUNE 5, 1905.

383,855. TONGS. A. Biber, Des Moines, Iowa.
383,896. LAWN MOWER. J. W. McClellan, Middletown, Ohio.
383,927. LAWN MOWER. F. M. Waters, Springfield, Ohio.
384,003. WEATHER STRIP. J. Thompson and J. A. Stephens, St. Joseph, Mo.
384,043. SCREW DRIVER ATTACHMENT. L. Kiblinger, Jackson, Ia.
384,102. SPRING HINGE. G. W. Warner, Freeport, Ill.
384,103. SPRING HINGE. G. W. Warner, Freeport, Ill.
384,108. LOCK. E. S. Winchester, Boston, Mass.

PATENTS ISSUED JUNE 6, 1905.

791,513. BUCKSAW FRAME. S. Toles, Galt, Canada.
791,516. WASHBOARD. B. F. Tyler, Coshocton, Ohio.
791,541. HAND CLOTHES SPRINKLER FOR LAUNDRY USES. C. Danforth, Oberlin, Ohio.
791,597. WASHING MACHINE. M. C. Wilkin, Decatur, Ill.
791,599. COMBINATION TOOL. J. A. Abolt, Eldon, Iowa.
791,619. COAL HOD ATTACHMENT. T. A. Girardot, Coldwater, Ohio.
791,644. WRENCH. H. A. Paquette, Fairmount Heights, Md.
791,658. VEGETABLE CUTTER. B. C. Steffens, Milwaukee, Wis.
791,669. SAFETY LOCK. J. S. Brandon, Cheyenne, Wyo.
791,756. WASHING MACHINE. J. H. Dorval, Wildrice, N. D.
791,809. MONKEY WRENCH. T. Olson, Pittsburgh, Pa.
791,814. WRENCH. W. M. Pitzer, San Francisco, Cal.
791,881. SAD IRON. J. Cook, Paterson, N. J.
791,917. COMBINATION TOOL. E. D. C. Koeth, Doerun, Mo.

PATENTS EXPIRED JUNE 12, 1905.

384,234. LANTERN. J. Charleson, Brooklyn, N. Y.
384,238. BOLT. C. Diebolt, Canton, Ohio.
384,311. WASHING MACHINE. J. H. Doub and F. Robbins, Walnut, Kan.
384,411. COFFEE STRAINER OR FILTER. T. Babin, Houma, La.
384,487. IRONING MACHINE. T. S. Wiles, Albany, N. Y.
384,553. SASH FASTENER. R. C. Elliott, Prairie Creek, Ind.

PATENTS ISSUED JUNE 12, 1905.

792,603. DOOR FASTENING. R. C. Catron, Westfield, Ill.
792,150. SHOE POLISHING STAND. W. M. Morton, Kansas City, Mo.
792,202. CHIMNEY CAP. E. C. Dean, Economy, Pa.
792,213. WRENCH. S. B. House, Chatsworth, Cal.
792,244. DOOR LOCK. B. E. Westlin, Arlington, N. J.
792,374. PLIERS. W. C. Wolford, Confluence, Pa.
792,436. LADDER. E. A. Meacham, Riverside, Cal.
792,480. COMBINATION TOOL. J. D. Wages, Atlanta, Ga.
792,487. WRENCH. J. W. Woodard, Allendale, S. C.
792,560. WRENCH. W. H. F. Tenny, Syracuse, N. Y.

PATENTS EXPIRED JUNE 19, 1905.

384,607. SASH HOLDER. I. Brokaw, Litchfield, Ill.
384,634. HEEL FOR BOOTS OR SHOES. C. H. Martin, Bridgeport, Conn.
384,739. CAN OPENER. J. Blakeslee, Story City, Iowa.
384,743. WRENCH. B. T. Bryan, Evansville, Wis.
384,879. HOE. S. H. T. Tilghman, Worcester County, Md.

PATENTS ISSUED JUNE 20, 1905.

792,595. SASH FASTENER. C. L. Holland, Boston, Mass.
792,679. SCREW DRIVER OR SIMILAR TOOL. J. Swan, Seymour, Conn.
792,678. FIRE POT FOR COOKING STOVES. C. M. Stroud, Hastings, and A. J. Murdock, Minneapolis, Minn.
792,719. TOOL HANDLE. H. E. E. Molkenthin, Coeur d'Alene, Idaho.
792,802. PLATE SHEARS. C. Swan, Corry, Pa.
792,814. WINDOW SASH. G. Burkhart, National Military Home, Ohio.

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EXPOSITION AT MILAN ATTRACTING ATTENTION.

To Be Held in 1906 and to Be Made of International Importance—Italian Chamber of Commerce Working for Its Success.

The Italian Chamber of Commerce in this city is working zealously to attract the interest of the American industrial world to the Exposition at Milan in 1906. It is the intention of the directors of the exhibit to make it one of international importance and no labor or expense will be spared to this end.

Following as it does the great French and American fairs, the reputation of Italy as a collector of art and scientific treasures is at stake. The king has taken a personal interest in the affair and all the energy and patriotism of the Italian people will be bent to make the Milan Exposition rank both high in importance and interest and broad in scope.

It was the original intention to hold the exhibit this year as a fitting celebration of the inauguration of the Simplon tunnel, but as the completion of this great work has been delayed, the date of the exposition has likewise been deferred to 1906.

The fair which will be held in the town park at Milan will open in April and close in November and the world is asked to compete. The sections embrace "Carriage by Land and Water," "Aeronautics," "Providential Institutions" and "Decorative Arts." The "Fine Arts" section is to be altogether national.

TO HAVE DECIDED CHARACTER.

In formulating programmes for the exhibition and in inviting the inventors, industrial manufacturers and artists of the whole world to take part it is intended each branch shall have a decided character. The undertaking is intended to exhibit the most prominent features of modern art, to reveal the multifarious progress of industry and to put in evidence the various attitudes of the various people.

The products to be exhibited are to be selected according to their technical perfection and originality, both with respect to the artistic excellence and to the applications of science.

"Such ends could not be reached," says the executive committee, "if the ordinary production of goods, invading the show rooms of the forthcoming exhibition, transformed them into overloaded stores."

They have therefore so framed the rules as to govern the differences between the distributing commissions and individual exhibitors.

Italy is going to show that her arts and industries are proceeding with a firm and rapid step in the way of progress, enlivened as they are by a powerful spirit and led by an experienced and vigilant sense of modern life. In the competition of all civilized nations she has the right to claim a conspicuous place, owing to the excellence of her artists, the knowledge of her men of science, the culture of her manufacturers, and the geniality of all her children.

SPECIAL APPEAL MADE.

A special appeal is made to all shipbuilders and manufacturers of nautical machinery and appliances to take part and the committee expresses the hope that it may induce the Italian nation to take a deep interest in the solution of the important maritime problems and diffuse among the inland portion of the population an elevated and broad conception of the navy.

Besides the exhibit of means of communication and transport by land and water and the artistic display of fine arts, visitors will find another sight, not less interesting and new, in the working hall for Industrial Arts. This hall will exhibit the manufactures of industrial arts in full action with their latest means of production, and in awarding prizes the jury will consider the intrinsic merit of the products and the technical merits of the system by which the products exhibited have been manufactured.

SPECIAL RULES ADOPTED.

In the organization of the different exhibits the committee has decided to establish the following rules in addition to the general rules.

Machines not furnishing a "finished or perfect product" can be admitted to the working hall only in so far as they form an integral part of any manufacturing installation. Thus for instance a dynamo or a pump by itself could not be admitted, but if he belongs to a whole, as for instance, to a cotton mill, its admission will be allowed.

New technical processes for the manufacture of various articles will be welcomed.

Hand-work will be admitted, provided it be applied to artistic productions.

Besides the exhibition of machines, apparatus, etc., a show of samples will be allowed.

As to rewards, the final judgment will be determined by the novelty of the exhibits. Special prizes, in money, regulated by special programmes, will be fixed in categories for new machines. The admission of trifling objects should be avoided, but the committee will gladly meet any exhibitor's demand, provided the exhibits are of industrial interest.

ORIGINAL WORKS ADMITTED.

In all the branches of industry to which art in its different forms can be applied, only original works will be admitted, though imitations of old styles will be excluded but elements of any style and time may figure in a show of modern decorative art, provided the artists and manufacturers succeed in transforming them, so as to meet both the aesthetic and practical test, because the individuality and originality of the products exclude the servile imitation inspired by merely commercial aims.

A committee of selection will judge, according to a special regulation, whether each product sent to the show of decorative art has an original character, and whether the artistic and industrial features are harmoniously combined in it.

The committee will open, near the modern one, a retrospective exhibition of industrial art, to illustrate, by means of well-selected models, the progressive development of artistic forms as applied to certain branches of industrial production, as, for instance, the history of the manufacture of dishes, glasses, chairs, swords, or window glass.

A unique feature of the Milan exposition will be a selection devoted to what the committee aptly calls "Providence." "The most advanced countries," it says, "are those which have given the greatest development to providential institutions and have devoted care and study to the culture of social economy.

CANNOT NEGLECT PROVIDENCE.

An exhibition which is a review and proof of all the conquests of human activity cannot neglect providence, which represents so prominent a part in the manifestations of modern life. Side by side with the marvels of science and labor a show of providence offers to the general attention the means of protection and defence by which the physical and intellectual existence of the working men is to be surrounded, insured and approved; a show of providence is intended to be a field of study and competition in the research of all guarantees that can protect both the personality of the workman and the productive energies of civil society."

"A new problem," the committee continues, "rises in the field of providence and forces itself upon the minds of economists and legislators, that of the insurance of workmen against enforced leisure. In this field Italy expects to gather from foreign institutions, and legislation the elements from which she will derive the solution of the problem, and increase, by means of further legislative expedients and of new forms of free providence the security of her workmen. This is the reason why it was thought well to ask foreign countries to compete in this special department."

FOR MARITIME EXHIBITS.

A special section will be reserved for models, plans, methods and tackle pertaining to maritime fishing, which will include fishing materials and gear, corals, sponges, pearls, mother-of-pearl agriculture, fish culture, oyster culture, preserved fish, fish oils, salt works and similar industries.

In consequence of the change of date of the exposition from 1905 to 1906 the following modified regulations have been adopted:

Applications must all be handed to the executive committee by May 31, 1905. Exhibits must be delivered within the precincts of the exhibition accompanied by certificates of admission between December 15, 1905 and February 1, 1906; excepting exhibits in the section of fine arts for which special rules are laid down. Machinery, heavy and bulky goods requiring motive power, foundations, erection or decorations must be delivered by December 1, 1905. Exhibitors whose exhibits have not been arranged by February 28, 1906, will forfeit their right to the space allotted them. The committee is entitled to remove, at the dilatory exhibitor's expense, all arrangements which shall not have been finished in the allotted time.

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THE AMERICAN LAVA COMPANY, Chattanooga, Pa., have mailed us one of their private mailing cards, 11x7 inches, advertising their "Lava," of which they present a number of illustrations showing the many purposes to which it may be put. It is a material possessing strength, hardness and splendid insulating properties, which is unaffected by heat or acids and is worked cheaply and accurately. It is sawed, turned, milled, drilled, threaded and otherwise machined into any shape with accuracy and uniformity. If you use Lava, they can make inducements in quality and price, if given a chance to quote. If you don't use Lava write now for free samples.

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RECENT TRADE PUBLICATIONS.

GEORGE W. PITKIN CO., Chicago, Ill., have sent us a copy of their latest Paint Catalogue, No. 54. It is neat and attractive in design and is provided with a small brass chain and ring in the upper left hand corner by which it may be hung and kept handy for ready reference. They include in this catalogue all of the products made by them, illustrating the labeled packages in most instances, in order to give the trade and their customers generally a correct idea of the manner and style in which their goods are put up. All jobbing goods have been purposely omitted in this catalogue, as they have endeavored to restrict it to a size that will permit the ready finding of any article. Particular attention is called to the time guarantees on Pitkin's Premium Paint and Pitkin's Barn Paint which appear on each package, and are given in their catalogue. They state: "We make good our guarantee without quibbling whenever complaints are properly brought to our attention." Catalogue may be had upon request.

NORTHROP-COBURN & DODGE COMPANY, 40 Cherry Street, New York, N. Y., manufacturers of Northrop's Metal Ceilings, have sent us a copy of their handsomely illustrated catalogue, No. 8, in which they present a number of their designs, shown in appropriate combinations suitable for all classes of buildings. They will be pleased to advise you regarding the pattern best adapted for your ceilings or the cost of same, but they advise that unless you are near enough for their representative to call that you send a diagram of the room showing its size at ceiling line, mentioning its use, height and size of cornice desired. Two rooms can be furnished at a less cost than one. When these particulars are received, a blue print copy of the ceiling plan will be sent to the customer, showing the arrangement of the patterns, etc. These ceilings have all the improvements in construction and refinement of design that long experience has proven desirable. Besides ceilings, they show patterns for side walls, stair wainscot, tiling, patterns for bathrooms, etc. Their catalogue is well worth having, and may be obtained for the asking.

KLIP-KLIP COMPANY, Rochester, N. Y., have printed a series of circulars, envelope size, with which they are exploiting both the Klip-Klip and Klip-Klip, Jr. Klip-Klip, they claim, is the best combination of a nail trimmer, cleaner and file now on the market, made of solid German silver. Costs 25 cents, and they state, will last 25 years. Klip-Klip, Jr., is a complete set of manicure tools, combined in one small instrument. It is made of the finest steel, heavily nickeled and is guaranteed to give entire satisfaction. Your money back if you want it. Klip-Klip Junior costs 15 cents, and will last 15 years. Send for a set of these attractive circulars and learn more of these necessary little manicure instruments.

AMERICAN SHEET AND TIN PLATE COMPANY, Pittsburgh, Pa., have made us the recipients of two of their latest catalogues, one business and the other pictorial. The business one is a "Roofing Catalogue," in which they treat exclusively upon the metal building material manufactured by them, and thereby to better acquaint the trade with their facilities. The demand for their various formed products has grown so enormously that the necessary additions to their equipment, to properly care for the increased trade, have brought their annual capacity to approximately 100,000 tons. The information contained in this little booklet will be found useful and valuable to the trade in general. The Pictorial Catalogue is a handsome production and has been prepared with a desire to give the architect and the builder, the roofer and the property owner an idea of the many processes through which a piece of ore must pass before it becomes the base of an M. F. Terne Plate. The book is designated "From Underfoot to Overhead." They have carefully omitted statistics in this book, because they wish you to consider its reading a pastime, not a study. However, the terms used, and the descriptions given, are accurate to the letter, and photographs have been added that a clearer understanding of every process can be gained. Any one at all interested in metal will find pleasure in watching the progress of a piece of ore, while the tables and general information contained in the booklet will be of great value to the man who estimates or does the work. Their aim is to prove that "The Terne which turns the elements" is all they claim it to be. Either or both the above books will gladly be sent upon request.

FLETCHER, TERRY & COMPANY, Forestville, Conn., have issued an illustrated price list of their patented interchangeable and standard styles Glass Cutters, circle cutters, etc., in presenting which they express their belief that they offer a superior article both as to finish and durability. Their cutters are made on newly designed and specially constructed machinery, for this class of work. They claim that their method of making cutters produces a far better quality of cutters than any other makes. They call especial attention to their superior finish on holders. Their patented interchangeable device is a model of simplicity. It combines both strength and durability, yet it is sold at a price that makes it the cheapest dozen glass cutters in the market. They use only the best grade of steel, hardened uniformly, and thoroughly tested to a glass cutting edge. They have had years of experience in making glass cutters and state they feel safe in making the assertion that their cutters are equalled by few and excelled by none. Send for pamphlet.

F. D. KEES, Beatrice, Neb., are the manufacturers of Gossett's detachable suspension hinge for hanging screens and storm windows, and they have recently issued an envelope size pamphlet catalogue exploiting the same. They do away with nails, buttons, hooks or common hinges. They allow the screens to swing open at the bottom for the removal of flies—the storm windows for ventilation. The same pamphlet illustrates their Revolving and Aajustable Flower Stands and Window Flower Pot Brackets. They have also sent us a folder illustrating their corn huskers made in seven styles, all of which are deservedly popular; the latest is the Kees Korn King. This has a self-cleaning double hook placed in center of hand, held firmly in position by three straps and buckles; does not interfere with the free motion of the hand and fingers. A broad, heavy wristband supports the wrist. For detailed information regarding their products, write for circulars.

DIAMOND SAW & STAMPING WORKS, BUFFALO, N. Y., in their new and attractive envelope size catalogue, illustrate and describe their popular line of "Sterling" hack saw blades and frames. The blades are made for use on railroad and structural work, power machines, hand frames, brass founders' use, for cutting mica and slate tubing saws, for bicycle manufacturers and repair shops, etc., etc. Of the frames they illustrate nine different styles, each superior in its use. For further information, prices, etc., write to manufacturers for catalogue, which will be gladly sent.

FORT WAYNE ELECTRIC WORKS, Fort Wayne, Ind., are distributing a catalogue of "Summer Comforts." The book is in long envelope size and for fine appearance is exceptional, and must be seen to be appreciated. The cover is skyblue, with gilt and green ornamentation. The book is well printed in blue ink on heavy white coated paper, and is illustrated throughout. They state: "Progressive thinkers agree that favorable surroundings have much to do with the success of any undertaking. Work and play alike are made easier and more enjoyable by agreeable environs. Electric fan motors supply, in the heated Summer days, more real comfort to humanity than any other one modern convenience." Wood fan motors, they state, supply so much of this comfort that they are themselves known as Summer Comforts. The little book mentioned above is their exponent. Send for a copy.

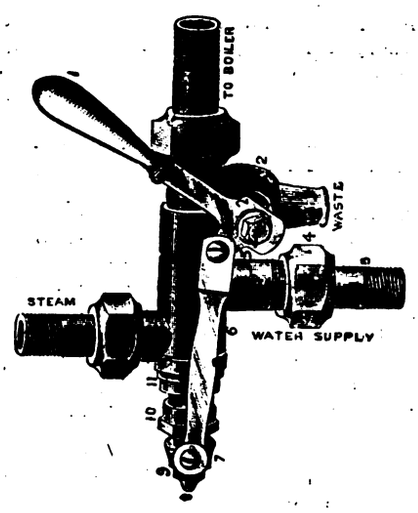
PEARSON JACK COMPANY, 64 Federal Street, Boston, Mass., manufacturers of the Pearson Car Replacing Jack, Pearson ratchet pulling jack, Pearson ratchet pulling and pushing jack, Pearson ratchet journal jack, Goodwin break beam clamp and the U. S. car pusher, in their May, 1905, catalogue, illustrate and describe the same in a very comprehensive manner. The company call especial attention to their car replacing jack, which they state at the present time is in use on 225 steam roads in the United States, and also among the leading railways and tramways of the world. It is made with socket bearing head and foot. They claim "It is a valuable addition to a wrecking equipment; a useful tool for trestle and bridge work; a handy device in shops for placing cars on center; works at an angle with same force as if working perpendicular; weight under perfect control." Capacity, 50 tons per pair; weight, 85 pounds each; length, closed, 28 inches, and hoist, 14 inches. Send for catalogue of Specialties.

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NEW GOODS AND SPECIALTIES.

EXCELSIOR BOILER FEEDER.

N. A. Watson, Erie, Pa., is engaged in manufacturing the Excelsior Boiler Feeder, of which we present an illustration and which is used for lifting water from well or creek, heating and forcing into the boiler when the engine is standing, as well as running, and no adjusting for varying steam pressure; it is operated by the use of one lever, any one can manipulate it. It is claimed to possess a number of advantages over other appliances made for similar uses, viz.: Its simplicity, its independence

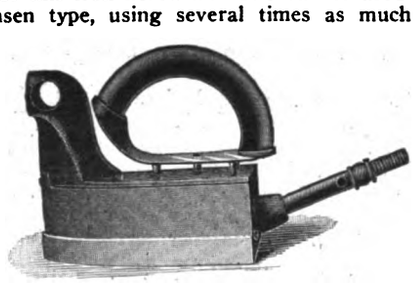


EXCELSIOR BOILER FEEDER.

of the engine; dispenses with heaters; to friction, all parts being stationary; less liable to get out of order than a pump; and, if desired, will feed water through a heater. Its simplicity of construction is remarkable, as it differs materially from other machines for a similar purpose. It has but one barrel and the most simple arrangement of tubes for lifting and forcing water that can be obtained. The user, with a common wrench, can remove the union on feed line, and at once remove the forcing tube, which is the most liable to get obstructed by dirt; he also can remove packing box on the end of machine and draw out the steam rod, when he can at once see through all parts of the machine, as they are all in line. No movable parts in its internal construction to cut or wear; no valve, no springs; tubes or jets are placed there solid on a firm seat or shoulder; but they can be moved and replaced with new ones when necessary, by the use of a common wrench and removing the union on feed line.

THE I. M. E. GAS-HEATED SAD IRON.

The Central Manufacturing Co., 196 State Street, Binghamton, N. Y., is placing upon the market through the Hardware trade an entirely new gas-heated sad iron for domestic and steam laundry use, and for either natural or artificial gas. We give an illustration of this iron herewith. The burner used is of an improved Bunsen type, using several times as much air as gas,

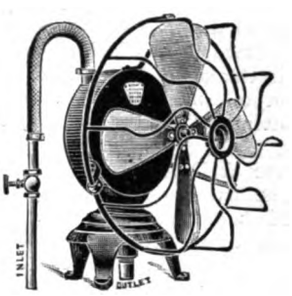


THE I. M. E. GAS-HEATED SAD IRON.

so that the expense of heating is merely nominal. The manufacturers explain that there is no escaping flame, nor is the use of the iron accompanied by any smoke, soot or smell; as the flame is entirely enclosed, the bottom of the iron is always clean and ready for use. The weight of the iron is about six pounds, and its length six and one-half inches, its width four inches. The handle is of semi-circular pattern, and never gets hot, being protected from the body of the iron by an air space. It can be made hot enough, the makers say, for ironing a wet table cloth, or cool enough for a cambric handkerchief.

THE "ARCTIC" WATER FAN.

The A. Rosenberg Company, Baltimore, Md., are the manufacturers of the Arctic Water Fan which is a 7 inch water motor with a 12 inch fan calculated to run with any pressure at normal cost to operate. Furnished complete with 12 inch (4



THE "ARCTIC" WATER FAN.

blades) brass fan and brass guard; can be attached to any spigot or water pipe; can be supplied in plain or decorated finish; weighs 12 pounds net, 22 pounds, boxed. Send for circulars of Adjustable Fans.

HUTCHIN'S ROLLER SWING.

The American Machine Co., Wilmington, Delaware, are adding to the usual Summer specialties of the Hardware trade by manufacturing Hutchin's Roller Swing, an illustration of which is given herewith. It is described as being an ornament to any lawn or porch, and, furnished as it may be, with their patented tilting canopy top, a shady place is always within reach. It is



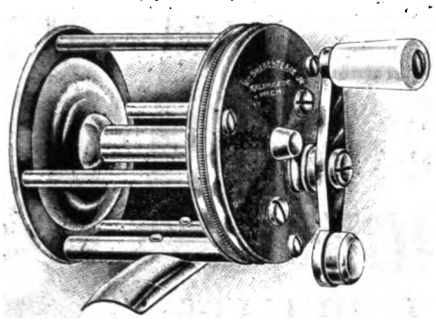
HUTCHIN'S ROLLER SWING.

strong and well made, carrying four adult passengers. It is provided with a lower platform having two steel concave tracks on each end, and on this is placed the foot platform, which is hung on four flanged wheels. The upper platform carrying the seats has on each corner a convex steel track riding upon the circumference of the flange wheel of the foot platform, giving an easy motion like the ball bearings of a bicycle. The Swing is made of hard wood and the finest of steel, handsomely finished in red and black; 33 inches wide and 8 feet long. Actual weight of swing alone, 170 pounds, and with canopy attached, 190 pounds. The illustration shows four ladies playing a game of cards, for which it is well adapted, and shows the use of the table made as an addition to the swing. This table can be attached to any of their swings. The upright posts are set in a socket. The table is fastened in any position by simply turning a thumb screw. It can be lowered for children or raised to a reasonable height. It is handsomely finished, and when not in use the table turns down between the standards and can be lifted off the sockets and put away. Write to the manufacturers and get what further information they have of this salable specialty.

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THE UNIVERSAL REEL.

William Shakespeare, Jr., Kalamazoo, Mich., is the maker of the Shakespeare Universal Reel shown in the accompanying illustration, which is a handsome quadruple mutiplying reel, built

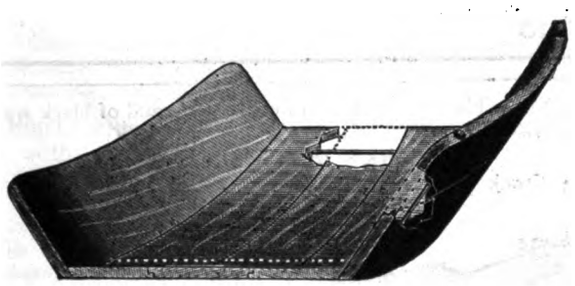


THE UNIVERSAL REEL.

like a watch, from finest steel and brass, and nicely nickel finished. Every part and piece is accurately made to a thousandth part of an inch by highly skilled watchmakers. Easily taken apart by simply removing three screws, and all parts exposed and easily cleaned. This reel is one of the strongest, yet lightest, reels made, and it spins with marvelous ease and absolute silence. They are made to be retailed at a moderate price that commands attention wherever they are introduced. For further particulars write to the manufacturers as above.

THE MAJESTIC TRAY.

The Michigan Wheelbarrow & Truck Co., Saginaw, Mich., are placing upon the market through the Hardware and Supply trade a full bolted wood wheelbarrow tray, upon which the company was allowed a patent November 29, 1904, which has usefulness as well as novelty embodied in its construction. This tray is made with the idea of overcoming the troubles which so many



THE MAJESTIC TRAY.

users of wheelbarrows complain of, in finding the front and bottom of the wheelbarrow check or split before it has been long in use. The bottom of the Majestic tray, as the above tray has been named, is made of three pieces ship-lapped; these pieces are held together with two steel rods, which pass through the bottom of each, holding the pieces firmly together. The front of the tray is made of two pieces ship-lapped and has two ¼-inch bolts extending through at each end, holding the pieces together. They are now making this tray with the bottom rods extending through the front and back boards; this keeps the front intact and exempt from any springing away from the bottom, and makes good the claim of the maker, that it is the strongest wood tray upon the market.

THE BROWNIE SPRING ICE SKATE.

The Brown Spring Ice Skate Co., Webster, Iowa, are the manufacturers of the Brownie Spring Ice Skate, which is made in

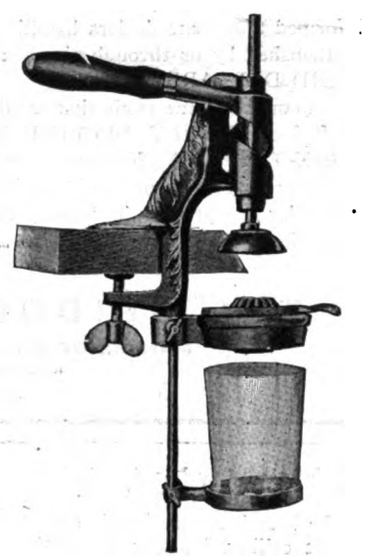


THE BROWNIE SPRING ICE SKATE.

all sizes and styles, suitable for ladies as well as gentlemen, a cut of the latter style being given herewith. This is the Screw and Heel Lock Lever Spring Skate and is made in four grades; the best with blades of welded steel finely finished; the next grade with blades of special rolled solid steel. These are the two best styles. The toe and heel clamps are simultaneously adjusted by a thumb screw lever, shown by the dotted lines and securely locked by aid of same at back of the heel. It is referred to as being a strong and durable skate for the purpose, and one that can be quickly fastened without removing the gloves from the hands. All parts can be removed and cleaned and it is fully warranted. It is claimed by the makers that the spring attachment makes skating a greater pleasure and saves strength. For fancy curves, heel and toe skating, and for fast work forward and backward, it has no equal. The spring being located at the forward part of the skate, increases or softens the action of the skater as he or she ends the stroke in accordance with the will of the skater; in making the stroke the spring will yield to forward part of foot, allowing the toe to go over with a soft and easy feeling, thus relieving the ankles and legs from the strain experienced with the old-style rigid skates.

AMERICAN LEMON SQUEEZER, No. 50.

Logan & Strobridge Iron Co., New Brighton, Pa., make another Lemon Squeezer possessing some of the characteristics of the "Premier," which we showed up last issue; it is called the American Squeezer, No. 50, and can be attached readily to



AMERICAN LEMON SQUEEZER NO. 50.

bench, table or bar. The metallic parts which come in contact with the juice are heavily coated with pure tin to prevent corrosion; has an adjustable glass holder and a handle that is heavily polished nickel or oxodized copper, and they are packed in a strong box or six in a case. This squeezer is strongly recommended by the makers especially for bars, hotels, restaurants, clubs, soda fountains and similar places.

THE BARD ADJUSTABLE BUSHING.

The Bard Adjustable Bushing, made by the Armstrong Manufacturing Company, of Bridgeport, Conn., has some new features which will recommend it at once to all users of Bushings, as well as to the trade in general. This Bushing is fitted with hardened jaws, which are moved to and from the center by means of a cam plate, and by fastening the plate with the thumb screw, the jaws are firmly held in any desired position. The adjustable jaws make a perfect center for the pipe or rod, fit closely around the same and insure the cutting of a straight thread. When necessary a crooked or drunken thread can be cut with this bushing as easily as with a ring bushing. When once attached to the die stock it can always remain there. It does away with the necessity of carrying a number of loose ring bushings, and saves the time now lost in hunting for and changing the bushing for each size of pipe. The winding of tin or paper around pipe or rod is avoided. This Adjustable Bushing can be furnished to fit the Genuine Armstrong Stocks and Dies No. 1, No. 2, No. 2½ and No. 3.

DETROIT RIFLE No. 11.

The Detroit Rifle Company, 12-18 West Atwater Street, Detroit, Mich., are calling the attention of the Hardware and Sporting Goods trade to their new Rifle No. 11, which for simplicity, conciseness and strength as a medium weight firearm, is quite complete. The barrel, 22 inches in length, is made of special steel

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JAP-A-LAC

REGISTERED TRADE MARK

"WEARS LIKE IRON"

IMPORTANT NOTICE TO ALL DEALERS

The List Prices of Jap-a-Lac Must be Maintained at all Times

We are informed that some dealers handling JAP-A-LAC have been so unmindful of their profit that they have cut the retail prices as established by us through six years of constant advertising and at an expenditure of more than TWO HUNDRED THOUSAND DOLLARS.

We wish to announce to the trade that we do not sanction any cutting of the list prices and

WE SHALL POSITIVELY DECLINE TO SELL JAP-A-LAC TO ANY DEALER WHO DOES NOT AT ALL TIMES MAINTAIN THE PRINTED LIST PRICES ON ALL SALES TO THE CONSUMER.

We shall be very glad to be promptly advised of any case where JAP-A-LAC is sold or advertised to be sold to consumers at less than the regular list prices. The co-operation of all the dealers and jobbers is earnestly requested that full protection may be afforded to dealers who are entitled to and shall receive every assistance from us to reap all the benefit of our extensive advertising.

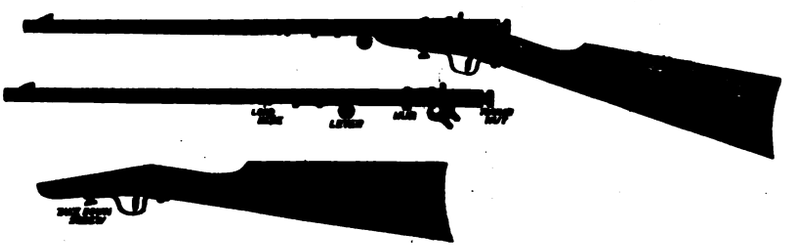
THE GLIDDEN VARNISH COMPANY,

MAKERS OF HIGH-GRADE VARNISHES FOR ALL PURPOSES

ADDRESS: 641 WILLIAMSON BUILDING,

CLEVELAND, OHIO

of superior quality, is accurately bored and rifled. Has the lever action, with positive and rapid shell ejector. The cartridge cannot be fired until the breech mechanism is closed and locked. It it chambered for .22 caliber, long or short, rim-fire cartridges.

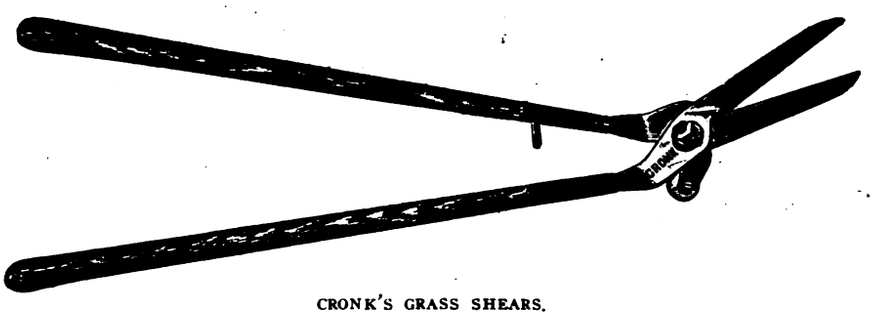


DETROIT RIFLE NO. 11.

Either black or smokeless powder can be used. Smokeless powder will not foul the barrel as quickly as black powder, and the rifle will retain its accuracy after repeated firing. It has a knife-blade front sight with adjustable rear peep sight. The take down principle is very simple and convenient; merely turn the take down screw of hub, when the barrel can be separated from stock, making a package easily carried; to put together, this action is reversed. All metal work on the Detroit Rifle No. 11 is finished Rifle blue, the stock is 19 inches long and of black walnut finely finished.

CRONK'S GRASS SHEARS.

The Cronk & Carrier Manufacturing Co., Elmira, N. Y., are introducing to the Hardware trade a new Grass Shear which is a desirable addition to the tools and appliances of the up-to-date gardener, and is destined to meet with an extensive sale, for trimming around fences and paths. We present an illustration



CRONK'S GRASS SHEARS.

of it. The blades are made of high quality tempered steel, and the shears are provided with a roller to guide it and assist its use. Further particulars can be had by addressing the manufacturers as above.

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REVIEW OF THE MARKETS.

WIRE NAILS: The Wire Nail market is on the average reported in good condition, with the usual rumors of slight concessions to large buyers by small mills. The larger mills find the stocks yet in Jobbers' hands have an influence on direct orders, but prices are held firmly. Quotations are as follows: f.o.b. Pittsburgh, 60 days or 2 per cent. discount for cash in ten days:

Carload lots to jobbers.....$1.80
Carload lots to retailers..... 1.85

New York.—A satisfactory demand has been felt by the Jobbers of late, especially from outside points that get their supplies in this city, consequently the market continues in firm condition, quotations being as follows: Single carload, $1.99. Small lots from store, $2.05.

CUT NAILS: No extraordinary business is reported in the Cut Nail market, which is confined to positive requirements. Quotations are as follows:

Carload lots $1.80
Less than carload lots to jobbers..... 1.85
Less than carload lots to retailers..... 1.95

f.o.b. Pittsburgh. Iron Cut Nails for delivery at Pittsburgh, Buffalo and all points west of these cities 10 cents advance per keg on Steel Cut Nails.

New York.—The local business continues unchanged and business only moderate. New York quotations are as follows:

Carload on dock.....$1.94
Less than carloads on dock..... 1.99
Small lots from store.....$2.00 to 2.05

BARB WIRE: The market is unchanged. Mill orders are by no means large, most of the Jobbers having a fair stock for the end of the season. Quotations are as follows: f.o.b. Pittsburgh, 60 days or 2 per cent. discount for cash in 10 days:

	Painted.	Galv.
Jobbers, carload lots	$1.95	$2.25
Retailers, carload lots	2.00	2.30
Retailers, less than carload lots	2.10	2.40

SMOOTH FENCE WIRE: A moderate demand is the prevailing state of the market. Quotations are as follows: f.o.b. Pittsburgh, 60 days or 2 per cent. discount for cash in 10 days:

Jobbers, carload lots.....$1.65
Retailers, carload lots..... 1.70

The above prices are for base numbers, 6 to 9. The other numbers of Plain and Galvanized Wire take the usual advances.

AXES: A meeting of the Axe Association was held in this city recently, when the announced advance of 25 cents, to go into effect July 1st, was confirmed, which will make the price of Single Bit Axes, base weights, $6.75 per dozen, and Double Bit Axes, $8.75 per dozen. It is also intimated that a further advance of 25 cents is likely to be made October 1st.

BINDER TWINE: General market quotations f.o.b. Eastern factories, may be given as follows:

White Sisal (500 feet to the pound)..... 9½ @ 9¾
Standard (500 feet to the pound)..... 9½ @ 9¾
Standard Manila (550 feet to the pound)..10½ @ 10¾
Manila (600 feet to the pound).....11½ @ 11¾
Pure Manila (650 feet to the pound).....13 @ 13¼
Less than carload lots quarter of a cent extra.

ROPE: The following prices may be said to represent the market:

	Cents per pound.
Pure Manila, 7-16 and larger	12¼ to 12½
Pure Sisal, 7-16 and larger	10
No. 2 Sisal, 7-16 and larger	8¼

Less ¼ cent to the large trade.

LINSEED OIL: The following quotations are announced on "City" Raw Oil by the Dean Linseed Oil Co.:

In lots of less than 5 barrels.....51 cents per gallon.
In lots of 5 barrels or more.....50 cents per gallon.

The "American" brand for respective quantities, 1 cent per gallon less.

The five-barrel price applies only to deliveries of that quantity at one time.

Boiled Linseed Oil, 2 cents per gallon higher than Raw.
Calcutta Oil.....60 cents per gallon.

THE PHILADELPHIA TRADE.

The proverb says "It is the unexpected that happens" but it is not always so in business and so we are by no means surprised when the latter part of June finds trade tapering off and salesmen leaving the road for a brief holiday. The vacation season is now approaching—many of the younger clerks are already away and history will probably repeat itself in finding trade quiet from now until the middle of July. This, however, does not give any ground for complaint, as it is simply in the usual course and trade for the six months as a whole has been quite satisfactory and in some cases more so than for the same period of last year, while there seems to be no reason why a good volume of trade should not be expected in the Fall. The crop prospects are most encouraging and there does not appear to be any untoward financial clouds on the horizon, and after vacations have been enjoyed dealers will probably return to their work with fresh vim and increased hopeful energy. It is pleasant to acknowledge that collections are now showing some improvement. Country trade is beginning to realize money on the sale of Spring products and are now disposed to pay their bills and make new purchases to replenish their stocks. On the whole the present condition may be described as more than satisfactory while the prospects for the future are hopeful.

BIDDLE HARDWARE CO.

THE CLEVELAND TRADE.

June is showing an improvement in trade. A wet May makes good hay and in this section it is the important crop. Collections are improving with orders. Those who think our good times are over are mistaken. We may travel in the valley sometimes, but we shall soon strike an up grade, when the business highway will follow the ridge out of 1905. The present outlook makes this a fair guess. The country is not nearly used up yet, and its youth carries in it hope and expectation that we have not yet reached high noon. The tendency to settle down and accept the common place after gray hairs begin inclines us to the feeling that the country has passed its bloom, but the young blood and brains keep perpetual youth in the nation, and nothing but moral decay makes it old. We are at the beginning of a world career. Our politicians are to become statesmen. Our millionaires, billionaires, and we are to control the political, financial and moral destiny of the planet. The great trust is yet to come in the combination of nations, and we are to be its promoter, and it will guarantee the giving and getting of justice among men and nations. Notwithstanding this outlook, we are just now made to blush by the shameful assumption that American citizens are incapable of self-government. It is an impeachment of Republic Government. While there is not a single example in England, where street railroads have been taken under municipal control that has not proved a public benefit, bringing lower fares, better service and higher wages to employees, we are being told it will be disastrous in America, on account of the difference in the form of government. Perhaps we should change ours for one that would make us more competent. The only argument offered against the municipal control of public utilities in this country is the incompetence of the people to manage their own business, and this has been the stock argument against every attempt to increase popular government, and will be to the end of time. Those that "hold the bag" for corporations may believe this, but the people do not. The fight to get and maintain popular government is not yet over.

THE LOCKWOOD-TAYLOR HARDWARE CO.,
C. B. Lockwood, President.

THE PITTSBURGH TRADE.

Trade during the first half of June has shown some improvement over May. There appears to be more "tone" to the buying, retailers taking better quantities. For some mysterious reason the early Spring trade this year was not up to expectations, the goods were not absorbed readily by consumers, consequently retailers bought in small quantities. This condition appears to be passing, and we look for a steadily increasing trade for the rest of the year. Early closing on Saturday begins June 17th and extends until September 15th. The trade will please be informed that during this time orders should be in hand early Saturday morning to be shipped that day. LOGAN-GREGG HARDWARE CO.

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THE CHICAGO TRADE.

A month ago, when our teamsters' strike was giving the most trouble, we very much feared that it was going to interfere with our sales to a considerable extent. We are pleased to state, however, that in comparison with figures for May of one year ago that we can show figures in favor of the month just past, and the strike at this time seems to be gradually wearing itself away. The cool and wet weather has somewhat retarded the sales of Window Screens, Screen Doors and Ice Cream Freezers until we were favored with the more seasonable weather of the past week. Since then we find that all Spring and Summer goods are going out in large uqantities. There seems to be more building going on, both in the city and suburbs, as well as with our country trade. There is a good demand for Mechanics' Tools and Builders' Hardware. Prices are keeping along about the same as six weeks ago, with the exception of a slight shading in articles used in building. Collections are very good indeed, money seems to be plenty, with prospects for a good Summer's business unusually fine.

Wells & Nellegar Company.

THE COLUMBUS TRADE.

It hasn't been very long since we were continually hearing complaints about the cold, wet weather, but we are not hearing any kick of that kind now. On the contrary, it is "Gosh, ain't it hot!! Did you ever see such hot weather?" It is the same old thing, namely, you can't have the weather to suit every one. The fact is, the weather is ideal just now, good and hot and plenty of rain. Everything is doing full time, growing twenty-four hours a day. Trade is brisk and the hurry season is now on in full force. Every one wants quick shipments, especially on harvesting tools. The demand for lawn mowers and screen goods still continues. We had a boat launching in our city last week. The boat is not as large as some of the ocean line of steamers. As near as we know, she draws about two feet of water and no doubt some beer. Just now she can be hauled a distance of about a mile (the Scioto has lots of water in it just now.) Later on, we presume the Paul Jones (her name) will be stationary. There is no use talking, our river is great (for mud), but when you talk about steam and electric railroads, we are strictly in it and don't have to take a back seat for any body. River navigation is too slow any way. It may satisfy some cities, but not a hustling city like Columbus. If flying machines will be quicker than steam or electricity, you may be assured Columbus will fly. Everything looks encouraging for a good year. Prices are pretty firm on most lines and some goods are higher. We hope nothing will happen to interfere with what now seems to be a prosperous year.

The Smith Bros. Hardware Co.

THE DAVENPORT TRADE.

In the place of our usual trade letter, we send you herewith a tabulated list of changes of the prices of Nails, Barb Wire, Plain Wire and Polished Fence Staples, from December 23, 1898, to February 2, 1905, inclusive. Any of your readers can easily figure that the present prices of these goods are considerably below normal, as shown in this table of changes. These changes have been carefully noted by our Mr. Neuhaus and we think will be of interest to buyers of this line of goods.

Sickels, Preston & Nutting Co.

PRICES ON NAILS, BARB WIRE, PLAIN WIRE AND STAPLES, F. O. B. PITTSBURGH, FROM DECEMBER 23, 1898, TO FEBRUARY 2, 1905, INCLUSIVE.

	1898 Dec. 23	1898 Dec. 28	1899 Jan. 4	1899 Jan. 7	1899 Feb. 2	1899 Feb. 20	1899 Feb. 24	1899 Feb. 25	1899 Mch. 11
Nails	115	125	125	135	140	145	150	175	190
Painted Barb Wire	125	135	135	145	150	155	160	185	200
Gal. Barb Wire	155	165	170	180	185	195	200	225	240
Plain Wire	95	100	100	110	115	120	125	150	165
Polish Staples	110	115	115	125	145	150	155	180	195

	1899 Apr. 15	1899 June 15	1899 July 15	1899 Sept 1	1899 Sept 11	1899 Oct. 27	1899 Dec. 30	1900 Apr. 21	1900 May 30
Nails	210	235	250	265	280	295	320	220	220
Painted Barb Wire	220	245	260	310	325	340	365	265	250
Gal. Barb Wire	270	295	310	325	340	355	380	280	280
Plain Wire	195	220	235	250	265	280	305	205	215
Polished Staples	220	245	260	275	290	305	330	230	240

	1900 July 7	1900 Jan. 3	1900 Mar. 5	1902 Jan. 16	1902 Jan. 30	1902 Oct. 1	1903 Jan. 1	1903 Feb. 20	1903 Dec. 30
Nails	215	225	190	195	200	180	190	200	180
Painted Barb Wire	245	255	245	255	255	215	225	235	215
Gal. Barb Wire	275	285	275	285	285	245	255	265	245
Plain Wire	210	220	190	190	195	170	180	190	170
Polished Staples	235	245	205	210	215	195	205	215	195

	1904 Jan. 9	1904 Mar. 7	1904 Aug. 16	1904 Mar. 16	1904 Dec. 8	1905 Feb. 2
Nails	185	190	160	170	175	180
Painted Barb Wire	215	220	175	185	190	195
Gal. Barb Wire	240	245	205	215	220	225
Plain Wire	175	180	145	155	160	165
Polished Staples	200	205	170	180	185	190

THE NEW ORLEANS TRADE.

(Special Correspondence, New Orleans, June 17.)

For the past month trade has been pursuing the even tenor of its way, so far as domestic business is concerned, the general volume running about even with what was current at the same time in the year previous. The features of the month have been the efforts made by some of the local Hardware houses to develop the West Florida trade, and by others to upbuild the Brownsville trade to Texas and the upper Mexican coast. In addition, there has been a lively squabble between the officials of the New Orleans Board of Trade, backed by several of the larger Hardware houses, and the officers of the Heavy Hardware Association relative to the management by the Board of Trade of the campaign to capture Panama contracts from the government, and to obtain a larger and a better share of the general Panama business.

The general run of Hardware business, in the between-seasons times that are now on, has been fairly even. Implements have fallen considerably behind what was expected of them, especially in view of the fact that the sales just prior to planting time were exceptionally large. Mill supplies are perhaps slower than within the twelve months. Interior fittings, general building Hardware, etc., and Builders' Hardware, is leading all else—especially in the city trade.

In the city there is a larger sale of vehicles of the better sort than for some time, and the rapid advance being made in the way of paving and improving the streets, and making them available for the use of good teams and for pleasure driving, is giving an impetus to that line.

The sections buying best are the cane belt in Louisiana, the pine lands, and the truck farming region of Mississippi and Louisiana. The cotton planters of Louisiana, and of the hill country in Mississippi are buying rather well. The crop prospects in the lowlands are poor, the bad weather having resulted in a greater decrease in acreage than was anticipated—and in a much poorer crop on the land planted than was looked for. Throughout the cotton section, it is agreed by all those who have looked into the matter, that the acreage reduction will be fully fifteen per cent. The condition of the crop, in all June 1 reports, was about 75 per cent. Reports within the ten days are to the effect that the situation has improved but little. This has kept the June buying from equalling what it would have reached under normal circumstances. However, it is generally believed that with the small crop now in sight, the prices will be such that the situation will be more than equalized, and that the purchasing power of the cotton country during the autumn will fully equal what it was last year.

DISPUTE ANENT PANAMA.

At the banquet of the Heavy Hardware Association held two weeks ago, James W. Porch, the president, and a number of others, took occasion to comment on the fact that New Orleans would have to improve its methods of handling Heavy Hardware before it could hope to gain a fair percentage of the Panama contracts. A meeting was ordered for the coming week for the purpose of seeking to ascertain just what improvements would be best. The facts of this discussion became public property, and the officials of the Board of Trade took occasion to reply with some heat that the special Panama committee which had charge of the Panama situation, was doing all that could be hoped for, and that if the trade would have a little patience the results would be forthcoming.

In the light of this controversy, the Hardware world watched with some concern the letting of the heavy and ordinary Hardware contracts in Washington after May 15-17-18. New Or-

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FILES



Nicholson
Arcade
American
Great Western
McClellan

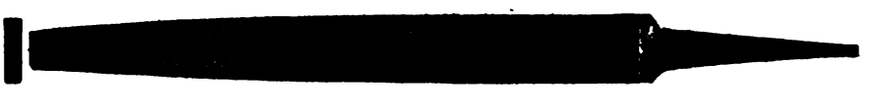
PROGRESSIVE Hardware Merchants confine their sales to these well-known Brands.

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Providence, R. I.

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leans, while getting some fairly good contracts in other lines, obtained very little in the way of Hardware. The bidders were frequently, and almost always, well toward top of the lists of bidders; but were seldom within the fortunate number at the very top. As a result, Woodward-Wight & Company obtained a contract for some wire; Stauffer-Eshleman & Co., for some nails, and so on.

In recapitulation: Woodward-Wight & Company has sold and is now having inspected for the Panama Canal Commission, 2,700 copper wire door screens.

Stauffer-Eshleman & Company is preparing to send down to the Isthmus when the occasion requires 2,000 kegs of cut nails.

Alfred Hiller & Company, Ltd., will, after June 1, begin shipping a small order of 3,000,000 brick.

Along the shores of the Gulf Coast, the Commission is looking to pick up at a reasonable cost, according to the Taft-Roosevelt "no-hold-up" manifesto, a sea-going tug.

These contracts are merely the exceptions to the general rule that New Orleans got left on the big contracts opened May 15.

W. H. Goehrs, inspector for the Panama Canal Commission, was inspecting the 2,700 copper wire screens recently. The screens are meant for the Ancon hospital, and the contract for them is by odds the largest ever given in New Orleans. The wire is of the finest copper, 18-mesh, and 31-gauge, insect-proof, mist-proof, almost damp-proof. It is calculated to withstand the effects of the tropical climate, not to rust nor corrupt, and to protect fever-stricken or otherwise ailing gringoes or greasers from all the ills of the Isthmus. The screens are three times as fine and close as the ordinary wire screens used in this more favored country.

Stauffer-Eshleman & Company is expected to get the order for 2,000 kegs of cut nails, at a cost to the government of $1.99—the lowest known opposition bid being $2.05 by another local firm. Some of these nails will probably go to make the frames to hold the 2,700 screen doors in the Ancon hospital.

It is said that the representatives of the Panama Canal Commission are now seeking for a sea-going tug. Where and how she is to be found as soon as she is wanted is not known. It is deemed probable that the officers in search will locate the vessel within the next week or ten days.

In this connection, it is said that Major H. G. Gallagher, U. S. A., purchasing agent for the Panama Canal Commission, is going to be detailed to the Philippines, and D. H. Ross, formerly with the Illinois Central, will be installed in his place in Washington. In the same connection, it is said that the reorganization in the Washington and Panama ends of the canal work, will soon extend down to the various offices scattered through the country, and that railroad experts in supply purchasing lines will soon be in charge of almost the entire work of buying for the commission.

Even more recently, Woodward-Wight & Company, A. Baldwin & Company, and several other local firms have obtained small orders from the Commission. However, the greatest surprise in the way of obtaining orders, came when St. Louis obtained $6,000 worth of orders for picks and shovels, etc.

In speaking of the matter, one of the Hardwaremen said yesterday: "There is no good purpose to be served by concealing or denying the situation. New Orleans is not getting her share of the trade. It is very well for the transportation people to say they will get the tonnage when we have the freight. It is all very well for the jobbers to say they could get the freight if the free transportation was in sight.

"There is neither the free transportation nor the freight that we should have. There are lots of other things we should have also, together with some things and persons we should not have.

"That New Orleans is not getting her share of trade is admitted.

"That something should be done is admitted.

"The special committee of the Board of Trade proposed a solution of the problem, after obtaining certain guarantees and concessions from Washington—and the proposals were emasculated, and the great business convention proposition is 'sleeping if not dead.'

"The Hardwaremen have determined to do for their own allied interests what it has been proven impossible for the united jobbers of the city, working through the Board of Trade, to either take up concertedly or accomplish after it had been taken up.

"What our steps will be, it depends on the developments of the next few days to determine. One thing is certain. Something is going to be done. We have got tired of leaving the situation in the hands of any commercial organization torn by conflicting interests.

"You remember the old saying that if you want a thing done do it yourself—if you want it left undone, give it to some one else, or to the Board of Trade."

More recently, the Hardwaremen here have been wrought to the point of anxiety by the recurrence of the question of limiting the trade between the United States and Panama, to the ships carrying the American flag. The Board of Trade, and the special Panama committee, held special meetings, and sent urgent telegrams to the President. Such a measure would mean that for a time New Orleans would be absolutely out of the running insofar as Panama business might be concerned.

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NEW BRITAIN, CONN., U. S. A.

Improved Carpenters' Tools.

SOLD BY ALL HARDWARE DEALERS.

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THE INLAND EMPIRE IMPLEMENT AND HARDWARE DEALERS' ASSOCIATION.

The first semi-annual convention of the Inland Empire Implement and Hardware Dealers' Association, organized in February last, was held in Spokane, Wash., on the 7th and 8th inst. The sessions were held in the Moorish Room of the Hotel Spokane. There was a very gratifying attendance, as 85 members were present. The meeting proved a pronounced success, and promises well for the future of the association. The Board of Directors held a meeting on the 7th to study the preliminaries by which the work of the convention would be facilitated.

The convention was called to order Wednesday afternoon by C. L. Butterfield, of Moscow, Idaho, president, who delivered an address.

Secretary E. W. Evenson, of Spokane, followed with a report, in which the work of the association since its organization was reviewed. The purport of his report was as follows:

The membership had doubled and the financial condition was of the best, all bills being paid and there being a nice balance in the treasury. Membership had been solicited by mail from every eligible dealer in the territory embraced by the association. He spoke of the advisability of affiliation with the National Retail Hardware Association and recommended that steps be taken in that direction.

In doing so he called attention to the magnificent work being done through the National Association in an effort to control the catalogue house problem. He said that dealers in the Inland Empire were not very generally aware of the magnitude of the business done by catalogue houses in their territory. He showed that one town alone had sent about $23,000 to large Eastern catalogue houses during 1904. These figures were obtained from a friendly postmaster, who, at the solicitation of the secretary, had kept track of the money order business in this line during 1904. It averaged $75 for every business day in the year ending April 1, 1905.

He also called attention to the fact that some dealers who were not members of the association were trying to make capital out of the fact that they were not members, by statements to their trade that the association was in the nature of a trust, and was organized to boost prices. Also that the association was trying to force such dealers into joining through pressure brought by jobbers and manufacturers. Hence, it was that such dealers posed as martyrs before the buying public, and were trying to get business through such influences.

To cover such cases the secretary recommended the adoption of the following amendment to the by-laws: "No rules, regulations or by-laws shall be adopted in any manner stifling competition, restraining trade or pooling profits." The secretary also moved the adoption of an amendment which shall admit traveling men and traveling freight solicitors to honorary membership at $2 per year. These amendments were adopted.

E. E. Plough, of Wilbur, Wash., then delivered a poem entitled "The Implement Man," which was graphic in its delineation of the many troubles that beset that class of dealers.

At the Wednesday evening session D. F. Anderson, of Rosalia, Wash., read a paper entitled "A Business and a Profit, and How They Are Related."

Mr. Anderson's paper was followed by a general discussion of the subject, after which A. J. Porter, secretary of the Western Lumberman's Association, addressed the meeting on

MUTUAL FIRE INSURANCE.

Mr. Porter presented facts and figures, which indicated that when the profit was taken out of insurance it didn't cost much. The remainder of the evening session was taken up with a discussion of this topic, many of the members expressing themselves in favor of forming a company, and quite a number putting themselves on record as willing to insure with it.

INSURANCE COMMITTEE'S REPORT.

Mutual insurance was again taken up on Thursday morning. W. P. Lucas, Davenport, Wash., of the Insurance Committee, read an exhaustive report, showing that Mutual Fire Insurance associations, correctly organized, and rightly safeguarded, were capable of protecting the insured, and at the same time effecting a great saving over board rates. This saving would prove an inducement in getting new members and holding the old ones and making the organization stronger. The committee recommendned the formation of the Inland Empire Implement and Hardware Dealers' Mutual Fire Insurance Association under the laws of Washington, to be strictly a mutual company confined to members of the association. Policies to run for one year, and to be limited to $3,000 for any one risk, and not to exceed one risk in each block. The plan outlined was that where two or more risks were taken in one block the proposed company should reinsure the risks in excess of $3,000 in an Eastern mutual company, and that no member shall be liable for an amount in excess of his annual premium. The report went into all the details, the plan of organization, such as rates, meetings of policyholders, election of trustees and officers, filling vacancies, duties of officers, assessments, dividends, reserve funds, etc.

After a little discussion the report was unanimously adopted, and Mr. Lucas moved that the chair appoint a committee of five to take charge of the affairs of the proposed company and complete its organization. This motion prevailed, and the president appointed the following Committee on Insurance: W. P. Lucas, chairman; J. R. Stevenson, A. B. Salmon, F. H. Hilliard and E. W. Evenson.

The matter of joining the National Retail Hardware Association then came up for discussion, and it was unanimously decided to affiliate with the National Association. The dues of $1 a year are to be collected by a special assessment of $1 from each member.

J. H. Berge, of Davenport, Wash., who was to have read a paper on "The Man Up the Street," was unable to be present at the meeting, and sent a humorous letter to the secretary, which was read and thoroughly enjoyed.

THE BANQUET.

The convention formally adjourned at noon Thursday. In the evening an elaborate banquet was very much enjoyed, at which about 175 persons sat dawn. F. H. Mason, of Holley, Mason, Marks Hardware Company, acted as toastmaster. The speakers and their topics were as follows: "Our Successful Association," by President C. L. Butterfield; "Maintaining Prices," by E. M. Brannick, Studebaker Bros. Manufacturing Company, Portland, Ore.; "The Power of the Press and the Power of the Association," by T. M. Shearman, of the *Implement and Vehicle Record*, San Francisco; "The Age Limit," by George A. Davis, of the Pacific Steel & Wire Company; "What I Know About Gas Engines," F. H. Shaw, of Shaw-Wells Company; "The Inter-Pacific Northwest, or What Is Known as The Inland Empire," by State Senator Reiter, of Davenport; "Pictures of the Inland Empire," by I. C. Hattabaugh, of Grangeville, Idaho; "Some Beauties of the Long Distance Telephone," by J. D. Chickering, of Holley, Mason, Marks Hardware Company. The banquet closed with a selection by the Elks' Quartette.

A CONTINUOUS PERFORMANCE.

F. E. Meyers & Bro., Ashland, Ohio, have recently purchased two lots adjoining their principal three-story machine shop department of their factory, on which they expect to build an additional machine shop 60 by 300 feet. This addition had been decided upon within a few days, and is remote from the foundry addition 75 by 200 feet, now in process of construction. They report an excellent trade and prospects justifying the large additions that have been required on short notice.

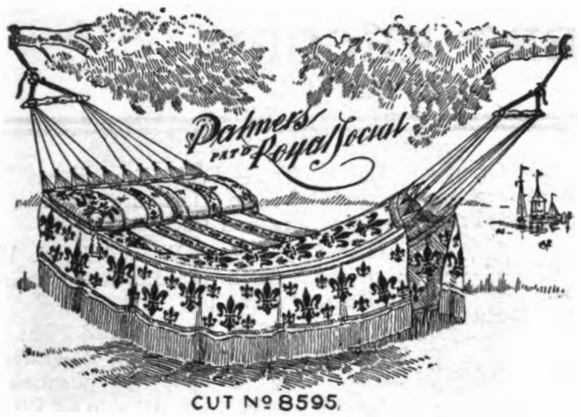
OUR BRITISH LETTER.

(*Concluded from page 22.*)

BUILDING TRADES' EXHIBITIONS.

Building Trades' Exhibitions are becoming popular and manufacturers of improved building materials and builders' ironmongery are aware that many builders, architects and others interested in the manufacture and consumption of building materials gladly avail themselves of the opportunity which building trades' exhibitions offer, in order that they may see, examine and compare the different productions which present day inventive genius launches upon the market. For some years past an annual Building Trades' Exhibition has been held in the Agricultural Hall, London, with considerable success; the tendency now appears to be to carry these exhibitions beyond the confines of the metropolitan area, and to hold them in different provincial centres. The promoters of the London Exhibition have just arranged to hold a similar exhibition in Glasgow in the Spring of next year, and it will, doubtless, afford traders and others, in Scotland and the North of Ireland, a splendid chance of becoming familiar with the latest developments in builders' ironmongery. American Hardware plays an important part among the sundry stands of builders' cabinet ironmongery at such exhibitions, and, doubtless, the American manufacturers of goods specially suitable for the requirements of this country, will not be slow to see they are well represented on that occasion. Ironmongers are not particularly keen about building trades' exhibitions, at the same time they fully recognize that consumers and customers too, may, by their appreciation of new goods, help to increase their use, and so, indirectly benefit the ironmongers' trade in Builders' Hardware. The tendency of the present day inclines towards the use of Hardware of improved designs; and artistic lock furniture, cabinet brass foundry, and even sash window fittings are becoming very popular; and among these are many specialties of American make.

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CUT Nº 8595

HAMMOCKS

Arawana Utopia Solitaire and Reposo

Hammock Supports,
Hammock Awnings,
Hammock Trapeze Bars,
Hammock Mosquito Bars,
Awning Mosquito Bars.

The most complete line of Hammock Accessories on the market.

SEND FOR 1905 CATALOG IN COLORS.

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Mosquito Nettings, Mosquito Bed Canopies, Canopy Supports and Fixtures, Crinoline Dress Linings, Window Screen and Piano Cloth, etc.

HIGHEST HONORS at Louisiana Purchase Exposition. GRAND PRIZE, GOLD MEDAL, THREE SILVER MEDALS AND ONE BRONZE MEDAL.

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CUT Nº 9795

TRADE NOTES.

Cincinnati, Ohio.—The American Tool Works Company has appointed the Van Dyck-Churchill Company, of New York and Philadelphia, as its representatives for New York State and Eastern Pennsylvania. The Western Pennsylvania and Pittsburgh territory will be looked after by Somers, Fitler & Todd, of Pittsburgh.

Hamilton, Ont.—The Canadian Shovel Company will erect a new factory building, the structure to cost $15,000. It will be located at the foot of Henry Street, and will be a one-story structure 200x80 feet in size.

Lagoda, Ind.—The Anderson twin-rake factory has been sold to the American Fork and Hoe Company, of Cleveland, Ohio, but it will continue to be operated here for at least a year. G. W. Anderson will remain as manager.

New York, N. Y.—The American Whip Export Co., of No. 54 Warren Street, which devotes itself exclusively to the export trade in marketing the product of the American Whip Co., is about to close up its local store and cease to carry a stock of goods at the above address. Offices have been taken at No. 14 Church Street, where export interests will be looked after as in the past.

Windsor, Ont.—William Moore and Robert Nelson have succeeded to the Hardware business of James Nelson & Brother in Windsor, and on May 13th, they opened their new store.

Poland, S. D.—D. P. Fargo & Son have been succeeded in the furniture and Hardware business by Fargo & Davidson.

Robinson, Kan.—Glenn & Furse have purchased the Hardware and furniture business of J. M. Walters.

Severance, Kan.—S. P. Taylor has sold his Hardware business to Canine & Gregg.

So. St. Joseph, Mo.—F. B. Lacy has sold his Hardware and plumbing business on Illinois Avenue to P. L. and C. D. Bristol and W. B. Howe, who will continue the business under the firm name of Bristol Brothers & Howe. Mr. Howe will be active manager of the business.

Shenendoah, Iowa.—E. T. Kaster has sold his Hardware store to W. R. Ryerson.

So. St. Joseph, Mo.—J. D. Fullbright exchanged his Hardware store to E. L. Osgood for a farm near Lebanon.

St. Joseph, Mo.—Arrangements are being made by the Parrish-Erickson Hardware Company to establish a branch house in South St. Joseph. J. A. Feffer has lately acquiried a half interest in the company.

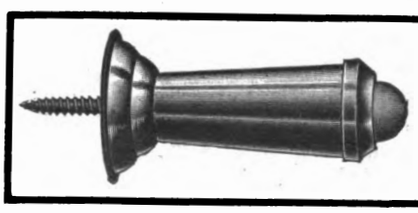
Toledo, Ohio.—The Heavy Hardware Co. will erect a four-story building on Huron Street, just south of Monroe Street. The structure will be brick and steel with a warehouse style of construction. The cost will be about $25,000. The Heavy Hardware Company will vacate its Summit Street location in September.

Vancouver, B. C.—The British Columbia Wire & Nail Co., Limited, has just purchased 20 nail machines to make ½ to 6-inch nails; also a drawing bench. The firm also bought a machine shop outfit and a staple machine. It has just concluded the purchase of waterfront property in Vancouver, which also has railroad facilities, and is now erecting large buildings for its shops. Its capacity for nails will range from 10 to 20 tons a day.

La Crosse, Wis.—The Summit Stove Co., of Geneva, N. Y., is completing preparations to establish a stove factory in this city. A large number of hands will be employed.

Littleton, N. H.—The Marston rake factory has been acquired by a new firm known as Flanders & Everest, who will continue the manufacture of the same line of goods as their predecessors.

ELEVATORS & DUMB WAITERS
We make a specialty of manufacturing them. Also appliances for same.
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The Champion Metallic Base Knobs NEVER BREAK
(TRADE MARK)
Can be screwed into hardwood without injury. Ingeniously constructed rubber button easily replaced. Made in either Steel, Brass or Bronze and all Finishes to match other hardware. Manufactured only by
THE CHAMPION SAFETY LOCK CO., Geneva, O.

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HARDWARE DEALERS' RECORD.

Hardware dealers, the country over, are requested to contribute to this page. News of new stores, changes, improvements, etc., will be gladly received, and promptly published.

New Stores, Incorporations, Etc.

Abilene, Tex.—The Boone-Mueller Hardware Company has been incorporated with a capital stock of $10,000. Incorporators are E. H. Boone, John Mueller and C. H. McDaniel.

Akron, Ohio.—The Akron Hardware Supply Co., $25,000 capital stock, has been incorporated by Charles T. Inman, H. J. Smith, George J. Stubbs, H. J. Nickerson, Jr., Roy G. Russell.

Bartlett, Tex.—The Wilson Hardware Co. will engage in the Hardware and furniture business about August 1st.

Beaumont, Tex.—The Chambers Hardware Company has been incorporated with a capital stock of $30,000. Incorporators, C. R. Chambers, G. C. Kennedy, C. H. Chambers and H. T. Fuller.

Columbus, Ga.—The Bush-Phillips Hardware Company has been incorporated.

Covington, Ky.—The Mersman Hardware Co. has been incorporated with a capital stock of $50,000. The company will carry shelf Hardware, stoves, agricultural implements, paints, sporting goods, etc., at wholesale and retail.

Craig, Neb.—C. O. Hale has opened a new Hardware store.

Fergus Falls, Minn.—Frankoviz Hardware Company has been incorporated; capital $50,000; incorporators, M. Frankoviz, J. V. Matthews, Herbert Webber, Alof T. Sherping, N. F. Field, J. P. Vandersluis and James A. Brown, Minneapolis.

Fort Collins, Col.—Barkley-Bouton & Crain Hardware Company has been incorporated; capital, $20,000; Charles L. Bouton, L. D. Crain, Davis Barkley, Fort Collins, incorporators.

Guilford, Me.—The business of Page, Spearing & Co., Hardware, furniture and plumbing, has been incorporated as Page, Spearing & Co., Incorporated. The officers are: President and treasurer, F. H. Spearing; secretary, H. W. Davis, and manager, C. M. Drew.

Little Rock, Ark.—Gowdy & Galloway Company has been incorporated; capital $10,000, to do a general Hardware and plumbing material business. The officers are D. F. S. Galloway, president; John Gowdy, vice-president; C. L. Jones, secretary; Moorhead Wright, treasurer.

Matador, Tex.—The Matador Hardware Co. has been incorporated with a capital stock of $6,000.

McKeesport, Pa.—J. Steve Ryan has opened a new Hardware store on Walnut Street and Tenth Avenue. Mr. Ryan is thoroughly acquainted with all branches of the Hardware line, having received his early experience in the business in the extensive stores of his father, the late Maj. James F. Ryan, who was the pioneer dealer in this line of trade in this city.

Nashua, Neb.—J. T. Williams has opened a new Hardware store.

Newark, N. J.—Macknet & Doremus Co. has been incorporated, wholesale and retail Hardware; capital stock, $200,000; incorporators, Charles S. Webbe, East Orange; Stephen W. Gordon and Richard Doremus, Newark; registered office, 796-798 Broad Street.

Oswatomie, Kan.—The Laing Hardware Co. has opened up a new store.

Parkersburg, Iowa.—Frank Beck has opened a new Hardware store.

Parsons, Kan.—L. J. Allen will engage in the Hardware business.

Pontotoc, I. T.—Wilson & Bennett will engage in the Hardware business.

Sacramento, Cal.—A new Hardware firm, known as the Placer Hardware Company, has opened up business in this city.

Schenectady, N. Y.—On May 8th, a new Hardware store was opened, in the Edison Hotel Building. The store has been refitted and stocked with a new and complete line of first class Hardware by Stuart G. Spier & Son.

St. Cloud, Minn.—The Powell Hardware Co. has been incorporated with $25,000 capital stock.

St. George, S. C.—The St. George Hardware Company has been incorporated; capitalized at $3,000. The incorporators are: H. W. Nichols of Charleston, J. A. Hiers and S. J. and I. S. Hutto of St. George.

Wheeling, W. Va.—Louis Heiner has opened a new Hardware store at 1301-3 Market Street which is one of the largest in the State. The fixtures in the store are modern, and the entire three floors of the building are used, the upper floors to store heavy Hardware and builders' supplies. Mr. Heiner recently withdrew from the Heiner Hardware Company, of which he was the senior member. He has been engaged in the business for a number of years and is thoroughly familiar with it in all its branches.

Winnipeg, Man.—A new Hardware store has been opened on the corner of Portage and Sherbrooke Streets by Lennox & Butt. They will carry shelf Hardware, Builders' and Carpenters' supplies, house furnishings, etc.

Changes.

Burwell, Neb.—A. A. Graber has sold his Hardware and furniture business to T. H. Doran.

Central City, Neb.—Ross, Dye & Cowgill have succeeded to the Hardware business of Ross Bros.

Clitherall, Minn.—K. H. Robbin has bought the Hardware, stove, paint and sporting goods stock of H. Halverson.

Fair Play, Mo.—Brown & Adams have been succeeded in the Hardware business by T. W. Brown.

Frederick, Okla.—Carr & Pritcher have succeeded to the Hardware and implement business of Carr Bros.

Friendship, N. Y.—The Gould-Carter Company, Hardware dealers, have dissolved partnership. The business will be conducted by V. Perry Carter and Roy Carter, with W. C. Gould as manager.

Gravity, Iowa.—George N. Oxley has purchased the Hardware business of J. F. Chiles.

Harvard, Neb.—Hill & Tucker have sold their Hardware and furniture business to Quigle & Mitchellmore.

Hylton, Tex.—W. E. Duncan has been succeeded in the Hardware business by Duncan Bros. and Cave.

Iowa City, Ia.—G. W. and L. H. Hess have succeeded to the Hardware business of Hess & Company.

Knoxville, Tenn.—J. B. Ransdell has sold his Hardware business to R. R. Foster of Crystal City, Ky. It is the intention of Mr. Foster and his associates to greatly enlarge the business and later to enter the wholesale field.

Le Mars, Iowa.—The Moore Hardware Co. has changed its name to the Hansen Hardware Co.

Pesotum, Ill.—T. R. Ludwig has taken possession of the Hardware store which he recently purchased from J. L. Barthel.

Pocahontas, Ark.—Williams Bros. have been succeeded in the Hardware and furniture business by L. E. Williams.

Potomac, Ill.—A. B. Duncan has sold his Hardware stock to Emil and Frank Leonard.

San Sabe, Tex.—Longley & Martin have succeeded to the Hardware business of I. W. Longley.

Skidmore, Mo.—J. M. French & Company have sold their Hardware and furniture business to G. A. Wolf.

St. Charles, Iowa.—Collins & Sloan have succeeded to the Hardware and implement business of Cooley & Collins.

Storm Lake, Iowa.—Charles Werner has purchased the Hardware business of E. Mattress & Son.

Stroud, Okla.—H. H. Burling has purchased the business of the Stroud Hardware Co.

Tiega, Tex.—J. J. Smith has sold his business to the Harris Hardware Co.

Wenatchee, Wash.—Perkins & Homer have sold their business to the Scheble Bros. Hardware Co.

Sulphur, I. T.—The Couch Hardware Co. has sold its business to the Chickasha Hardware Co.

West Point, Neb.—The partnership of Nieburg & Stoltzmann, Hardware dealers, has been dissolved by mutual consent. Mr. Stoltzmann retires, his interest having been purchased by his partner, G. L. Nieburg.

West Warren, Mass.—William Clark has sold his Hardware and general store on Main Street to William H. Snow of Athol.

Wayland, Mo.—B. and W. Grate have sold their Hardware business to E. W. McCoy.

Wheeling, W. Va.—The J. L. Kimmins Hardware store was sold to M. N. Cecil, who will continue the business at the old stand. The business will be expanded. Mr. Cecil is well known among a large circle of business associates. Mr. Kimmins retires on account of ill health. He has been engaged in the Hardware and lumber business here for the past seven years.

Wilmot, S. D.—A. V. Beldon has sold his Hardware and harness business to A. G. Lewis.

South Bend, Ind.—M. P. Runyan disposed of his Hardware and furniture business at 110 and 112 West Colfax Avenue, to J. A. Moore, of Bloomington, Ill., who at once took charge of the stock.

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ASK FOR "AGENCY"



The Comfort Swing Chair

The Comfort Swing Chair combines the comfortable features of ordinary porch chairs, hammocks and swings. Occupies but little space and can be moved about at will. The frame work is made of steel. The back and seat of fancy colored canvas. Retail selling price **$3.50** f. o. b. Chicago.

Our advertisements in popular magazines this year during May, June and July will occupy large space commanding the attention of nearly 7,000,000 readers monthly. This advertising creates the demand. We sell through the trade exclusively so far as possible. Write for "agency proposition."

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Manufacturers
425 South Canal St., Chicago

COMFORT SWING CHAIR

AMERICA
ALARM



A Guaranteed Clock at the Lowest Price.

The Western Clock Mfg. Co.,
La Salle, Ill.
Sole Manufacturers of the "America" Alarm

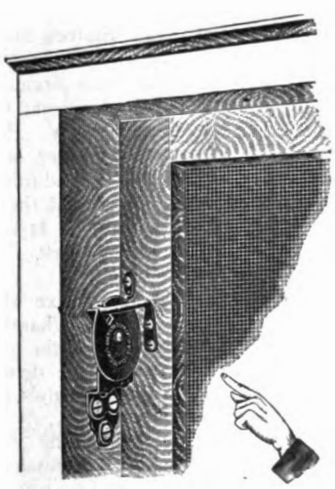
NEW YORK
51 Maiden Lane

CHICAGO
151 Wabash Ave.

American Door Catch

FOR

Fly Season



Goes on the inside of door and can be locked.

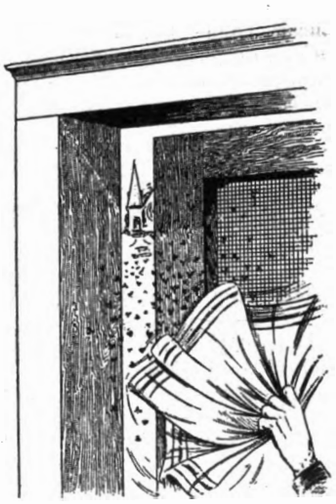
Retails 15c.

THE BEST CATCH ON EARTH, AND AT THE RIGHT PRICE.

Sold by all Leading Jobbers.

Drop a postal for sample catch, mailed free. Attach it to a door and note result.

A mounted wood model free with first order of 3 dozen.



Holds any door, right or left, flush or lapping; inside or outside; on cupboard doors, right or left side, on top or underneath shelf.

It keeps the dust out, keeps the flies away, stops rattling, prevents warping, and keeps the door closed.

Each catch packed complete with cardboard templet, screws, staple and hook for locking is sealed in a strong envelope; no extra parts needed on the American. When you buy an envelope you get it all.

One dozen envelopes in a neat, strong carton, swing back cover, and two-color display cards.

MANUFACTURED BY

AMERICAN HARDWARE MFG. CO.,
OTTAWA. ILLINOIS.

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HARDWARE MANUFACTURERS' RECORD.

Hardware manufacturers, the country over, are requested to contribute to this page. News of new factories or companies, changes, improvements, etc., will be gladly received, and promptly published.

New Incorporations, Etc.

Benton Harbor, Mich.—The Taylor-Sasgen Company has been incorporated. The company is capitalized at $20,000 for the purpose of making and selling various agricultural implements. The stockholders are John L. Taylor, M. J. Sasgen and Thos. M. Kennedy.

Boston, Mass.—The United Machine Tool Company has been incorporated; capital, $50,000; president, Thomas P. Riley; treasurer, Frank H. Carruthers.

Bridgeport, Conn.—The business of Harvey Hubbell, manufacturer of machinery and tools, brass and iron machine screws and electrical specialties, has been incorporated under Connecticut laws with a capital stock of $100,000. The name of the corporation does not change the style, Harvey Hubbell.

Buffalo, N. Y.—The Buffalo Specialty Co. has been incorporated. Capital stock, $500,000. Incorporators are Oliver J. Cabana, Jr., E. T. Brown, Martin J. Cabana, E. G. Mansfied and Isabella J. Cabana.

Chadwicks, N. Y.—Pearl Toggle Company has been incorporated to manufacture machinery, tools, etc.; capital, $1,500. Incorporators: Edward W. Daniels, Sauquoit, Oneida County, N. Y.; George W. Smith, Chadwicks, Oneida County, N. Y.; Alfred Alexander, Utica, N. Y.

Chicago, Ill.—Cabinet Account File Co. has been incorporated; capital, $10,000; incorporators, Osborn E. Quinton, William H. Fehrenkamp, Max Rathberger.

Cincinnati, Ohio.—The Bayless Stove & Range Company has been incorporated by D. B. Bayless, M. W. Allen, F. L. Garrison, N. S. Bayless, N. J. Utter; capital $50,000. Follows the last galley

Columbus, Ohio.—The Baldwin Forging & Tool Company has been incorporated; capital stock, $100,000. Frank M. Baldwin, John E. Pilcher, Emmett M. Wickham, M. Black and William N. Darby, incorporators.

Columbus, Ohio.—The Buckeye Pump & Manufacturing Company is a new concern which has recently started business, and is composed of D. H. Fobes and J. C. Howard, manufactures an automatic water lift pump, the inevntion of Mr. Howard. The factory of the company is 36-42 West Lafayette Street and the offices are in the Outlook Building.

Columbus, Ohio.—The Conneaut Shovel Company has been incorporated by Charles Patt, M. G. Spaulding, J. W. KauKonen, G. M. Brown and W. E. Masters. Capital $25,000.

Danville, Pa.—The Danville Shovel and Manufacturing Co. has been incorporated. Capital stock, $200,000, to assume ownership of the Danville Bessemer plant. The men at present in the company are as follows: I. X. Grier, W. J. Baldy, D. M. Curry, C. G. Van Alen, G. R. Van Alen, E. G. Van Alen, W. B. Waples, W. G. Pursel, John H. Goeser, C. P. Hancock, Richard Jenkins, W. L. McClure, Elias Maier and Strawbridge Van Alen.

Evansville, Ind.—Advance Stove Works has been incorporated; capital $100,000. Directors, George Dauble, Marcus S. Sountag, William Boetticher, Christ Kanzler and John A. Koch.

Fremont, Ohio.—A new Fremont concern is putting on the market a tension shear, the invention of Joe Fisher. The concern is known as the Modern Cutlery Co.

Fremont, Ohio.—The Bradford Razor Strop Co. has been incorporated by George H. Potter, C. G. Fitzgibbon, H. E. Crandall, J. Russell Case, and W. R. Case. The concern will manufacture razor strops, dog collars, and leather novelties of various kinds.

Hamilton, Ont.—The Canadian Shovel & Tool Company, limited, has been incorporated. The incorporators are John Chas. McCarthy and George Berry McCarthy, of New York; Charles Henry Holton, of Easton, Pa., Frederick Skelton, of Waynesburg, Pa., and William Arthur Holton, of this city. The capital is $150,000.

Jersey City, N. J.—The Independent Pneumatic Tool Company, capital $500,000, has been incorporated,

Kankakee, Ill.—The James Kemp Manufacturing Co. has been incorporated. The object of the company is to manufacture the Kemp hay press. The incorporators are James Kemp, M. B. Haslett and J. H. Merrill. The capital stock is $55,000.

Leominster, Mass.—The Combined Tool Company has been incorporated; capital, $25,000; president, E. F. Underhill; treasurer, Ben A. Hapgood.

Minneapolis, Minn.—The Lever Cream Separator Company, $800,000 capital stock, has been incorporated by Frank C. McMullen, Robert M. Works and M. J. Mulcahy.

Newark, N. J.—Wm. J. Aschenbach's Sons' Harness Co. has been incorporated to deal in harness, harness trimmings, saddlery, Hardware and acquire the business of Wm. J. Aschenbach & Sons; capital, $100,000. Incorporators: Oscar J. A. Aschenbach, Jesse B. Aschenbach, Chas. F. Modder, Newark.

New York, N. Y.—Bell Specialty Company has been incorporated, agricultural implements; capital, $10,000. Directors, G. B. Bell, Jamaica; H. S. Stone, New York; G. F. Hall, Jersey City, N. J.

New York, N. Y.—By the formation of the Ingersoll-Rand Company, incorporated in New Jersey with a capital stock of $10,000,000, equally divided between preferred and common shares, thirty years of competition in the pneumatic tool trade are ended. The new combination, which represents a large part of the manufacture in this country of pneumatic, steam and electric quarrying and tunneling machinery, has as its basis the Ingersoll-Sergeant Drill Company and the Rand Drill Company.

New York, N. Y.—Chicago Clothes Dryer Works has been incorporated; capital, $100,000; directors, Oscar M. Shannon and Jesse M. Shannon, of New Rochelle, and Julius Judelson, of Bronxville.

Paterson, N. J.—Manning, Maxwell & Moore has been incorporated; registered office, 152 Market Street; capital stock, $5,000,000. Incorporators, John G. Griggs, Cobly M. Chester, Jr., and Donald Holmes. The company is to manufacture and deal in machinery, tools, machine shop and foundry equipment and railway supplies.

Randleman, N. C.—John Ward and other parties will build a wheelbarrow factory.

San Antonio, Tex.—American Keyless Lock Company has been incorporated; capital stock, $50,000; purpose, to manufacture and sell locks and Hardware. Incorporators, O. Katzenberger, Adolph Driess, Otto Kochler, E. H. Elmendorf and R. L. Ball.

San Diego, Cal.—Miller & Patterson has been incorporated. The directors are James E. Miller, Beulah E. Miller, E. H. Wright, W. F. Christopher and F. W. Stearns, all of this city. The corporation is capitalized at $15,000. The principal purpose for which it has been formed is to manufacture and deal in leather, harness, Hardware, vehicles, etc.

St. Louis, Mo.—The Ebbing Manufacturing Company has been incorporated by Wm. F. Ebbing, M. J. Clark, A. F. Eickmeyer. To manufacture wooden and steel wheels, steel castings, wooden ladders and steel tracks; capital stock, full paid, $20,000.

St. Louis, Mo.—Woodhouse Hardware Manufacturing Company has been incorporated; capital, $10,000, all paid. Incorporators: Samuel D. Woodhouse, Theodore E. Crecelius, William Kenyon, Abram C. Laggar and George H. Williams.

St. Paul, Minn.—A new refrigerator factory, employing at the start 25 skilled workmen, has been established at 339-341-343 E. Seventh Street, by the Seeger Syphon Refrigerator Co. The firm is composed of John A. Seeger and A. G. Gallasch.

Utica, N. Y.—Eureka Mower Company has been incorporated; capital, $100,000 and directors: G. B. Davison, A. E. Cole, A. H. Munson, Utica.

Warren, Pa.—The Penn Shovel Manufacturing Company, successors to the Penn Shovel Company, Warren, have organized by electing Arthur Walton, president; Geo. L. Fordyce, vice-president; S. W. Park, secretary; William Brown, treasurer, while Junius Dana and C. F. Clapp are additional directors. The company authorized the increase of capital from $10,000 to $150,000 of which $50,000 is preferred stock. The works will be operated at once.

New York, N. Y.—The Kelly Axe Manufacturing Co., formerly of 82 Chambers Street, has been compelled to obtain other quarters, owing to the prospective demolition of that building. The company's new office is in 23 Warren Street.

Pittsburgh, Pa.—Directors of the Flannery Bolt Co. have voted to increase the capital stock from $200,000 to $300,000.

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There's Profit In It

If you wish quick returns on the money invested—
If you would sell ammunition that requires no pushing—
If you would give customers ammunition of superior quality at the price charged for the inferior kind—

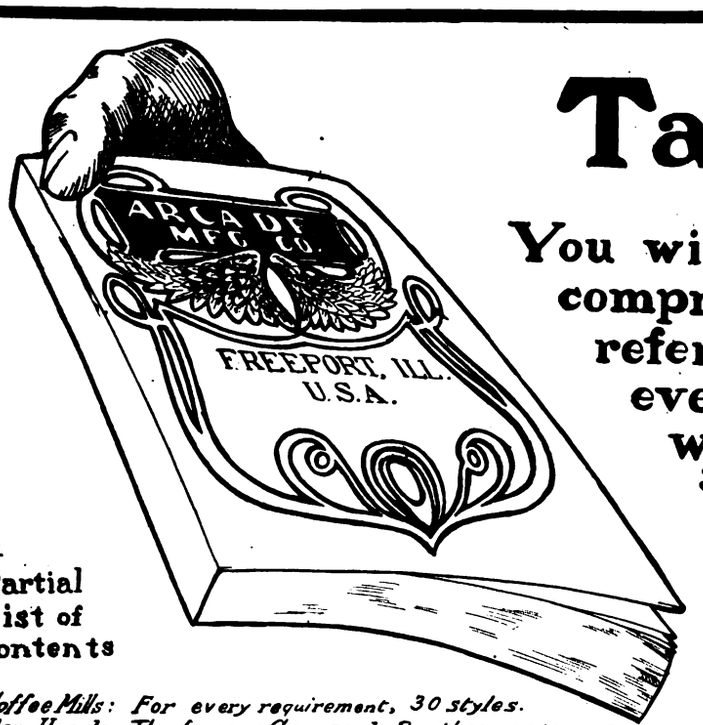
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PETER'S LOADED SHELLS
AND CARTRIDGES

They have proved themselves in the severest tests at the traps and in the game fields to be the most satisfactory brand—
Sell a proved ammunition and increase your trade. Don't push an unreliable brand and drive customers to your competitors.

The Most Advertised **PETERS CARTRIDGE CO.** The Best Known

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HARDWARE



Take It

You will find it the most comprehensive, compact reference catalog you ever received.

Within its 200 pages over 375 different styles and patterns of Arcade Goods are tersely described and fully illustrated – and every one of these articles is of interest to the Hardware Dealer.

ARCADE GOODS give consumers exceptional service at moderate prices and assure dealers quick sales and good profits.

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FREEPORT, ILL.

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Spice Cabinets, Knife and Salt Boxes. Horse Tooth Files.
Lemon Squeezers. Ice Picks and Shaves.
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Steak Pounders and Mincing Knives. Nut Crackers.
Cake Turners: All steel or wood handles. Spring Hinges.
Hand and Foot Power Grinders. Wire Stretchers.
Stove Pipe Dampers. Lid Lifters and Pokers.
Metal Toys of every description.

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BICYCLE AND SPORTING GOODS RECORD.

Bicycle manufacturers and dealers, the country over, are requested to contribute to this page. News of new stores, changes, improvements, etc., will be gladly received, and promptly published.

New Stores, Incorporations, Etc.

Boston, Mass.—Motor Amusement Co. has been incorporated to manufacture amusement devices; capital, $40,000. President, W. L. Baker, Old South Building; treasurer and clerk, F. G. Tilton, Tremont Building, Boston.

Boston, Mass.—United Attraction Company has been incorporated; amusement business; capital, $25,000. President and treasurer, J. T. Benson, No. 4 Farragut Avenue, Somerville; clerk, J. W. Murdock, No. 27 School Street, Boston.

Denver, Col.—Elitch-Long Amusement Company has been incorporated by Mary Elitch-Long, Thomas D. Long, Edward Houck, incorporators; capital stock, $10,000.

Jersey City, N. J.—Dixie Manufacturing Company has been incorporated to manufacture sporting goods, etc.; capital, $75,000. Incorporators, Henry D. Gould, John O. Bollen, George Blum, all of Jersey City, N. J.

Pittsfield, Mass.—Central Automobile Co. has been incorporated; capital, $15,000; to manufacture automobiles. President, Franklin Weston; treasurer, L. A. Merchant; clerk, E. H. Kennedy, Pittsfield, Mass.

San Jose, Cal.—The Ostenberg Manufacturing Company has been incorporated. The directors appointed for the first year are Allie T. Wooster, Wantoma, Wis.; J. L. Mosher, San Jose; John A. Austenberg, San Jose; M. B. Sears, San Jose; A. W. Craig, San Jose. The corporation is formed to deal in gas and other engines and motors, to manufacture agricultural and other tools and implements.

Springfield, Ohio.—The Tennaut Auto-Tire Company has been incorporated by Irwin Tennaut, James Norman, H. A. Toulmin, Ira W. Wallace, Elwood Allen and Luther Neer. Capital stock $100,000.

Washington, D. C.—The Eureka Sight Finder Company has been incorporated to manufacture and sell gun sight finders and firearm attachments generally. The capital stock is $5,000, and the incorporators are J. Murray Burrell, Howard S. Wilkins, Joseph S. Atkins, George Henderson, William W. Cookson, Charles R. Luce, James E. Bell, Joseph Schoenagle and Geo. Robert Raby.

Changes.

Fort Worth, Texas.—The Wm. Henry & R. E. Bell Hardware Company have placed in stock a complete line of the famous Peters shells and ammunition, which are used so extensively by gun clubs and shooting galleries. Their order for shells and ammunition was so placed that the most particular trap or field shooter can secure any desired shell and special loads.

Sterling, Ill.—E. C. Bassett, proprietor of the Bassett bob sled factory, has completed the work of installing new machinery in his plant, and has now increased the capacity of the plant about 500 per cent. During the past two months Mr. Bassett has installed machinery in his plant at a cost of $2,000, and with the aid of the new labor saving machinery, and without hiring additional mechanics, he is able to do a vast amount of work, greatly increasing the capacity of the plant.

Westfield, Mass.—That part of the Hartford plant of the Pope Manufacturing Co. which is now used for the manufacture of bicycles is to be given over in future to the making of automobiles, and the making of bicycles will be immediately transferred to the company's bicycle plant at Westfield, where a part of that branch of the business is now carried on. The sales department of the bicycle business will remain in Hartford, so that the office force will not be affected by the change.

Miscellaneous.

In no country in the world is standardization in sizes of manufacturers given so much attention as in Great Britain. In the bicycle trade the appreciation of the advantages of uniformity is so great that a proposition for standardization not only in sizes, but in nomenclature, has been favorably received. At a recent meeting of the Automobile and Cycle Engineers' Institute, Charles Wheeler, chief engineer of the bicycle department of the British Post Office, read a paper advocating a uniform system of naming the various parts of a bicycle to enable bicycle users to communicate to manufacturers, etc. Mr. Wheeler endeavored to tabulate a workable system. His proposition will be considered in detail by a committee.

TRADE NOTES.

Jacksonville, Fla.—A transaction has recently been consummated by which the Council Tool Company of Wannanish, N. C., was bought out by a company in which Jacksonville capital is largely interested. The new company is capitalized at $100,000, and its officers are: H. E. Pritchett, president; P. L. Sutherland, vice-president; A. D. Covington, secretary; J. P. Council, of Wannanish, N. C., treasurer and general manager. It affords employment to several hundred men engaged in the manufacture of turpentine hacks, pullers, dippers and other naval stores specialties.

Jamestown, N. Y.—As soon as the weather conditions are favorable for such an undertaking William Hjorth & Son will commence the erection of a new factory building. The concern manufactures the Hjorth patent wrench, and will probably include other specialties.

Milwaukee, Wis.—J. P. Lindemann Sons & Co., Hardware manufacturers, have purchased a factory in Wauwatosa, occupying a site 1,400 by 400 feet. The price is said to have been $14,000. The plant will be rebuilt for the new owners.

Webster City, Iowa.—The National Hatchet Company has been incorporated, and will manufacture a patent tool which can be put to many and various uses. The officers of the organization are: E. E. Valentine, president; W. A. Norton, vice-president; G. A. Smith, secretary; H. R. Dodge, treasurer; J. R. Morris, manager. The company is capitalized at $50,000. The tool they will manufacture can be used as a hatchet, hammer, wire cutter, leather punch, nail puller, screw driver and has detachable jaws upon it. With a change of jaws the tool adds the following to its many uses: A hoof trimmer, pruning knife, bailing applier, stock marker, pipe wrench and some others.

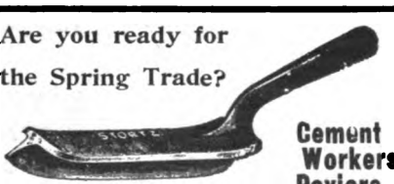
Philadelphia, Pa.—The Penn Hardware Company announces that on and after October 1 it will be located at 4½ North Fifth Street, with samples and stock of Builders' Hardware. Frank West will be in charge.



Tackle Blocks for every purpose. 65 years' experience

Boston & Lockport Block Co., Boston, Mass.

Are you ready for the Spring Trade?



Cement Jointer.

Complete Line

Write for Catalogue.

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Low Prices.

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Manufacturers

210-212 Vine St. Phila., Pa.

The Bullard

Automatic Wrench

The best combination Pipe, Monkey and Ratchet Wrench. Has no flaws, or faults. Strongest where other wrenches are weakest. Does quicker and better work than similar wrenches. Sells quicker, too.



Handiest for all

Un-Get-At-Able Places

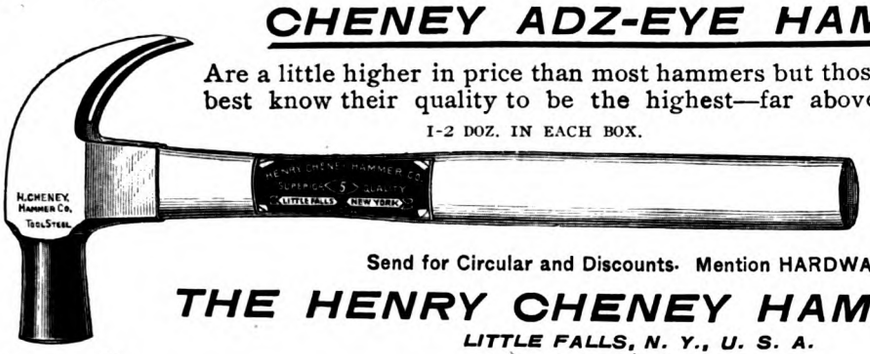
Get our "Wrench Book." It tells a convincing tale.

Bullard Automatic Wrench Co.

257 W. Exchange St., Providence, R. I.

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Are a little higher in price than most hammers but those who demand the best know their quality to be the highest—far above the price asked.

1-2 DOZ. IN EACH BOX.

Made of "Crucible Cast Steel." Fully Warranted.

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LITTLE FALLS, N. Y., U. S. A.



AMERICAN AUTOMATIC LIGHTING SYSTEMS

have resolved the shadow of doubt into dollars of profit for thousands of merchants.

This machine gives a powerful light that brightens every corner of the store.

Its cheerful brilliancy attracts customers and tempts them to look over the store display.

The American System is the *only* one that works *Automatically*. It requires no hand attention. It will not smoke, smell, flicker nor buzz.

It makes money by attracting customers and saves money by its economical consumption of fuel.

Mail us plan and dimensions of your store and we will forward you an estimate of the number of lights and cost of lighting it properly.

AMERICAN GAS MACHINE CO.

ALBERT LEA, MINN.



DEALERS

Throw your line among fishermen and you'll get a **strike**—with a rush for the goods—if it's the general line of

Pflueger's Fine Fishing Tackle

made only by the

ENTERPRISE MFG. CO.

Twenty-five years' experience, combined with the largest manufacturing facilities in this country, enable us to produce a superior line of fishing tackle that fishermen insist on having.

Hooks, Flies, Trolls, Spinners, Phantoms, Reels, Furnished Lines, everything in fishing tackle, packed for effective display—best selling line you can carry.

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The ENTERPRISE MFG. CO.

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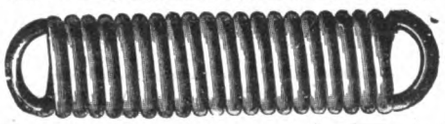
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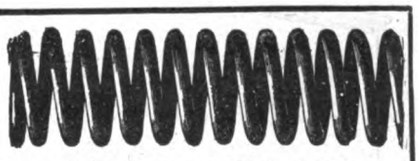


Your letters, documents or memoranda until you wish to release them. It can be used over and over. A single movement fastens. **Sample Package Free.**
Box of 100, 15 cents.
CUSHMAN & DENISON MFG. CO.
40-2 West 23rd Street, N. Y.

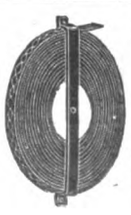
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These Springs are all **oil tempered** and are made of an extra quality of wire drawn specially for our own use, of the same grade of stock as we use for the Springs that we put in our Spring Scales





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BOX CORNER FASTENERS, SEALS, ETC.
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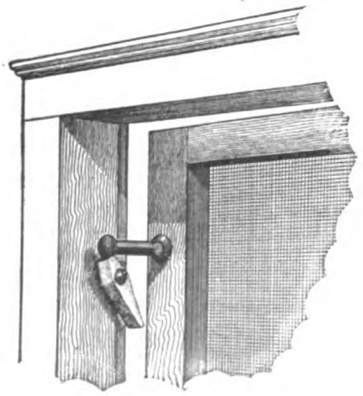
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WIRE CLOTH
WIRE GOODS
Artistic Metal Works.
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24 Duane St.,
New York City.
General Hardware
Agent for Atlantic Screw Works.
Wood Screws of Every Description.
Agent for Maynard's Socket Shovels.

Improved Quick and Easy Rising Steam, Electric and Hand Power
ELEVATORS
Send for Circulars.
Kimball Bros. Co.,
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KIMBALL ELEVATOR CO., 120 Cedar St., New York.
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Dime Screen Door Check



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Hardwaremen's Exchange

Notices of **HELP WANTED** *or* **SITUATIONS WANTED** *will be inserted in this column, for subscribers, free of charge. Should not exceed four lines. Notices of* **SIDE LINE OFFERED, SIDE LINE WANTED** *and* **ALL OTHER NOTICES,** *two cents per word. No ad. received less than three lines.*

Hardware Salesmen Wanted.

SPECIALTY SALESMEN to sell splendid specialty—a cherry seeder; best and also the cheapest on the market; model can be carried in vest pocket; easy to sell; liberal commission; good money for the right parties; write to-day for particulars. E. L. Arnott, Greenfield, Ohio.

Wanted.

HAMBBURG IMPORT FIRM keeping traveling men on the road all over the European continent throughout the whole year wants connection with American Manufacturers or Commission houses which bring upon the market novelties in household goods and Hardware. At the same time this firm recommends itself as buyer of European products of industry. Banking references given and wanted. Please apply sub. H. L. 1657-g to Advertising Agency, Rudolf Mosse, Hamburg, Germany.

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A TRAVELING SALESMAN. Now employed; 15 years successful; experience in selling Hardware specialties to jobbers; would consider desirable change in similar capacity. Address, "Salary," care Hardware Publishing Co., New York City.

Business Opportunities.

BUSINESS OPPORTUNITIES.—Any one desiring to go into the Hardware business can learn of one of the best openings in a New England town of 30,000 by writing to the address below. Only those meaning business need answer. Address. William Hicks, care "HARDWARE."

Side Line Offered.

SALESMAN to carry a good side line that will pay traveling expenses. Sells to house furnishing, general, and hardware stores. Pocket model free. Season now on. Novelty Mfg. Co., Ottawa, Ill.

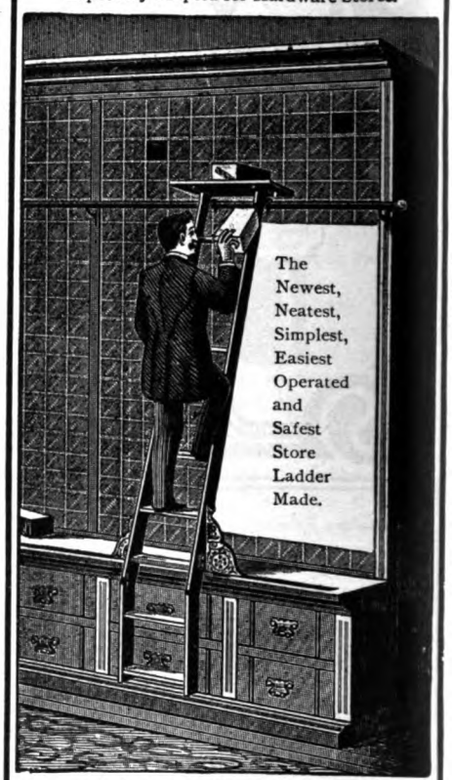
For Sale.

FOR SALE. Our Hardware, Tin and Plumbing business opened May 1st. Town 7 months old, 1200 people, growing rapidly. Climate of the best. $3,000 cash includes building 24 by 60. Good opening for any one. Address Box 127, Twin Falls, Idaho.



GOOD AGENTS WANTED TO SELL

The BICYCLE STEP LADDER.
Especially adapted for Hardware Stores.



Ask about the new **noiseless** track.
Highest award World's Fair.
WRITE US.
THE BICYCLE STEP LADDER CO.,
65 Randolph St., CHICAGO, ILL.

THE SCHWERDTLE STAMP CO.,
STENCILS-BURNING BRANDS
STEEL STAMPS & DIES
SEALS-MACH. PLATES-CHECKS
BRIDGEPORT, CONN.

THE SCHWERDTLE STAMP CO.,
Stencils, Burning Brands, Steel Stamps and Dies, Seals, Machinery Plates, Checks.
BRIDGEPORT, CONN.

Polygon Conductor Pipes Won't Burst.

The twist in the corrugation checks the sudden fall of ice and water, thus protecting the joints. It stands hard knocks because it is corrugated. Again, it is much handsomer than plain pipe. Made in copper and galvanized iron.

Catalogue and information free.
Address Dept. H,
THE
American Steel Roofing Co.
Middletown, O.

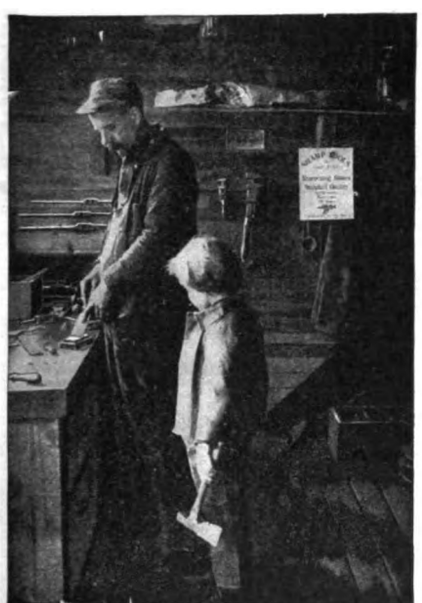
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THE PIKE M'F'G CO.
PIKE, N. H.
U.S.A.

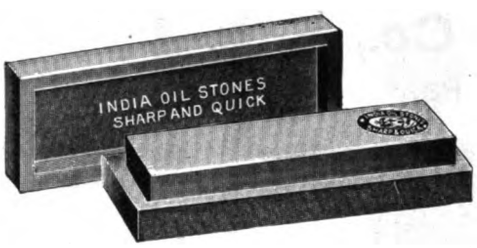
Exclusive Selling Agents For

INDIA OILSTONES

Made by NORTON EMERY WHEEL Co., Worcester, Mass.



Used Every Working Day







Hardest

Sharpest

Quickest

Found in the Tool Chests of all First-Class Workmen



Made in 54 Different Shapes and Coarse, Medium and Fine Grits.

SPECIAL FEATURES

Stones even and clear grained throughout.

Remarkable cutting qualities.

Great strength of material.

Adaptability to all required shapes.

Beauty of form and surface.

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GALVANIZED NAILS

Keystone Brand

The only properly galvanized Nails on the market

We guarantee our nails to be galvanized by the Hot Process with pure Spelter (zinc) and cooled by a patented method without submerging in water, therefore the nails are not made brittle and the strength is not affected.

Absolutely Smooth
Every Nail Perfect

We have the largest plant in the United States producing galvanized nails, our capacity being 300 kegs per day.

Prompt Shipments
Lowest Prices

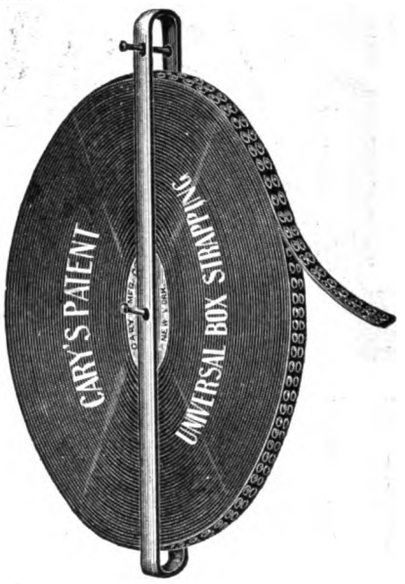
Write for samples and prices

Made only by

Keystone Nail Co., Inc.
Philadelphia, Pa.

CARY'S UNIVERSAL BOX STRAP

A continuous Metal Strap with a series of raised bosses along edges to strengthen it and to protect nail-heads.



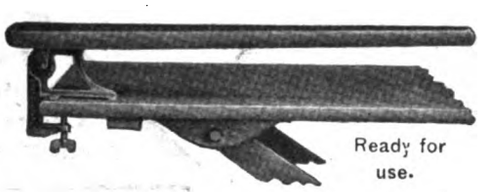
Put up in coils 300 feet each.
Patent Metal Reel Frame with each coil.
Straps made in four widths: ½, ⅝, ¾ and 1 inch.
Patented in all countries.

CARY MFG. CO,
19 & 21 Roosevelt Street, New York.
Cable Address: CARLEIO

AUXILIARY IRONING BOARD



Turned back out of way.



Ready for use.

A Money Maker

USED THE YEAR 'ROUND - USED THE WORLD 'ROUND

A most substantial and satisfactory auxiliary to table or regular ironing board for ironing sleeves, shirt waists, etc. The turn-back feature is its great convenience. None other has it. Always in place. Never in the way.
It is not a cheaply-constructed article, but one built for every-day use and for universal satisfaction.

We have further information we will be glad to give you.
Better write for it.

W. H. GLENNY AND COMPANY, SPECIALTY MFG. DEPT.

ROCHESTER, N. Y., U. S. A.

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PRICES CURRENT

The prices in this Prices Current are intended for the Hardware trade only, and for such quantities as are usually purchased by retail dealers. They are carefully revised and represent quotations at which purchases can be made. Very small quantities, and broken packages, frequently make higher prices necessary.

Subscribers are requested to notify us of any discrepancies, as we desire to make this department of our paper worthy of their constant attention.

The list prices, from which discounts are given, will always be furnished the dealer upon request, by the manufacturer quoted.

Ammunition

CAPS—PERCUSSION—

Eley's E. B.....60c
G. D.....per M 34@35c
F. I.....per M 40@45c
G. E.....per M 50@52c
Musket.....per M 62@63c

PRIMERS—

Berdan Primers $2.00 per M.....20&5%
B.L. Caps (Sturtevant Shells) $2.00 per M.....20%
All other Primers per M. $1.52 to $1.60.

CARTRIDGES—

Blank Cartridges:
32 C. F., $5.50.....10&5%
38 C. F., $7.00.....10&5%
22 cal., Rim, $1.50.....10&5%
32 cal., Rim, $2.75.....10&5%
B. B. Caps, Can. Ball, swgd.....$1.90
B. B. Caps, Round Ball.....$1.49
Cent. Fire.....25%
Target and Sporting Rifle.....15&5%
Primed Shells and Bullets.....15&10%
Rim Fire Sporting.....50%
Rim Fire Military.....15&5%

SHELLS, EMPTY—

Brass Shells:
First quality, all gauges.....60&5%
Climax, Club, Rival, 10 and 12 gge..65&5%
Paper Shells:
Acme, Ideal, Leader, New Rapid, Magic, 10, 12, 16 and 20 gauge.....25&5%
Blue Rival, New Climax, Challenge, Monarch, Defiance, New Victor, Repeater, Yellow Rival, 10, 12, 13 and 20 gauge.....20%
Climax, Union, League, New Rival, 10 and 12 gauge.....25%
Climax, Union, League, New Rival, 14, 16 and 20 gauge ($7.50 list).....520.
Expert, Metal lined, and Pigeon, 10, 12, 16 and 20 gauge.....33⅓&5%

SHELLS, LOADED—

Black Powder.....40%
Smokeless Powder, medium grade....40&5%
Smokeless Powder, high grade....40&10&10

SHOT—

Drop, up to B 25 lb bag.....$1.65
Drop, B and larger, per 25 lb bag.....1.90
Buck, 25 lb bag.....1.90
Chilled, 25 lb bag.....1.90
Dust Shot, 22 lb bag.....2.25

GUN WADS—℔ 1000—

B. E., 11 up.....$ 60
B. E., 9 and 10.....70
B. E., 8.....80
B. E., 7.....80
P. E., 11 up.....1.00 } 15%
P. E., 9 and 10.....1.25
P. E., 8.....1.50
P. E., 7.....1.50
Ely's B. E., 11 and larger.....$1.70@$175
Ely's P. E., 12 to 20.....$.00@$1.25

Animal Pokes

Iowa Farming Tools. ℔ doz.
Hawkeye.....$3.25
Western.....4.00

Anti-Rattlers

Fernald, Quick Shift, ℔ doz. pair, net..$2.00
Burton's, ℔ doz. pair, Nos. 2 and 5.....50c
Per doz. pair, No. 1.....75c
Per doz. pair, No. 4.....1.00
Kohler's: ℔ Gro.
Daisy, No. 4.....Net. $5.00
Perfect, No. 2.....Net. 7.20
Bolt Holder, No. 1.....Net. 9.00

Anvils

American "Horse-Shoe".....9½c
Arm and Hammer.....8½@8¾c
Eagle Anvils, ℔ lb, net.....7½@8c
Peter Wright's.....10½c
Trenton.....9 to 9½c
Columbian, all steel, ℔ lb, net.....9c

ANVIL AND VISE COMBINED—

Millers Falls (with drill).....$18.00, 15&10%

Augers and Auger Bits

Boring Machine Shells.....70%
Com. Auger Bits.....75@75&10%
Forstner Pat. Bits.....25%
Ford Auger Bit Co:
Auger Bits. } 40@40&5%
Car Bits. }
Machine Bits. }
C. E. Jennings & Co.:
D'ble Spur pattern car, No. 30..40&7½&10%
Nobles Double Spur, No. 32.....55&10%
No. 10, Extension Lip.....25&10%
Car Bits, No. 10.....25&10%
Car Bits, No. 30.....40&7½&10%
Ring Augers.....60&5&10%
Jennings' Pattern.....60&10@70%
Snell's Auger and Car Bits.....60%
Extra.....60%
No. 1.....60&10%
Russell Jennings' Augers and Bits.....25&10&2½%

HOLLOW AUGERS—

Ames.....25&10%
Bonney's Adjustable.....$9.00&10.00
Hibbard's Adjustable.....Net prices
Ives.....25&10%
Millers Falls, Goodell.....15&7½&10%
Universal, each $4.50.....25%

EXPANSIVE BITS—

C. E. Jennings & Co.....33⅓&10%
Clark's small, $18.....55&10%
Clark's large, $26.....55&10%
Ives' Model, ℔ doz. $60.....50%

DOUBLE CUT GIMLET BITS—

Common, net.....$3.00@$3.25
German Pattern, net.....$4.50@4.75
Mayhew's Diamond ℔ doz. $1.25.....40%
C. E. Jennings & Co.....45&10%
Ladds.....60&10%
Mayhew's.....40&10%
Snell's Bell Hangers.....60%&5%

TWIST DRILLS—

Bit Stock.....60&10@60, 10&10
Taper and Straight Shank...60&10@60, 10&5

SHIP AUGERS AND BITS—

Ford Auger Bit Co.....40%
L'Hommedieu's.....15&10%
Snell's.....40%
Watrous'.....35&5&10%

Awl and Auger Handles.

See Handles

Awls

Per Gro.
Handled Brad.....$2.75@3.00
Handled Scratched.....$3.50@4.00
Patent Peg.....$31@34c
Sewing, Com.....88@$1.00
Shouldered Peg.....65@70c
Shouldered Brad.....50%
Socket Scratch ℔ doz.....$1.00
Stanley Rule and Level Handled Brad.....45%

Awl and Tool Sets

Aiken's Awls and Tools:
No. 10, ℔ doz. $7.50; No. 20, ℔ Doz. $10.....60%
Brad Sets:
No. 42, $10.50; No. 43, $12.50.....70%
Fray's Adj. Tool Hdls, Nos. 1, $12; 2, $18; 3, $12; 4, $9; 5, $7.....50%
Ice Awls.....55%
Miller's Falls Adj. Tool Holders:
Nos. 1, $12; 2, $12; 4, $12; 5, $18.....15&10%
C. E. Jennings & Co's. Adj. Tool Hdls..33⅓%
Rollis Hdw. Co., Adj. Tool Holders, No. 1, $18.....30%

Axes

First quality, best brands.....$6.50@9.75
Ice, Bradley's.....30%
Bradley's wide bit, net.....$10.50
Long Island, net.....$9.25

HATCHETS—

Hunt's, Underhill's, Blood's or Plumb's:
Shingling, etc.....33⅓&5
Broad and Bbl.....33⅓%
Boy's Axes.....33⅓&5
D Simmons & Co.:
Broad. }
Shingling and claw. } 50&5%
Lath, Hunters', etc. }
Picks and Mattocks.....50%
Peck Edge Tool Co.:
Hatchets, shingling, etc.....33⅓&5
Broad and Bb'l.....33⅓
Boy's Axes and Hatchets.....33⅓&5

Axle Grease

Dixon's "Everlasting" Graphite:
1 lb cans (36 in case).....15 ea.
2 " " " " .....25 "
10 " firkins (6 in case).....$1.20 "
25 " " .....2.75 "
50 " kegs.....5.00 "
100 " " .....9.00 "
200 " half bbls. } 8½lb
375-400 lb " } 8½lb

Balances, Spring

Chatillon's:
Light, class A.....40&10%
Circular Balances, class C.....50%
Ice Balances, class B.....50%
Straight Balances, Class A1 and A2...40%
Class D, E, F.....30%
Class G.....20%

Balances, Sash

Caldwell's.....50%
Pullman's.....50&10@60

Beef Shavers

Enterprise:
Japanned, each, $8.00.....25@30%
Tinned, each, $10.50.....25@30%

Bells

HAND—

Hand Bells, polished brass.....60@60&10%
Pure bell metal.....60%
Silver chime.....33⅓@35%
White metal.....60%

DOOR—

Trip, Gem.....50&10%
Gong, Abbe's.....45%
Gong, Yankee.....55%
New Departure:
Rotary.....50&10%
Push.....50%

"AT THE TOP OF THE HEAP FOR 25 YEARS"

IF
YOU KNOW
OUR
"GEM" SPRING HINGE
YOU KNOW
A WINNER

If you don't know the Gem Spring Hinge drop us a postal and we will make you acquainted with its points of excellence through the medium of our Builders Hardware Catalog No. 12.



"GEM"

The Columbian Hardware Co.

Manufacturers

Cleveland, Ohio, U. S. A.

CHICAGO OFFICE, 27 LAKE ST.

NEW YORK OFFICE, 14 WARREN ST.

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COW—
Common wrought....75%@75&10%
Kentucky....70@70&10%
Kentucky, Sargent's list....70%
Texas Star....50%
Western, Sargent's list....70@70&10%

Bellows
Blacksmiths'....65&10@70%
Hand....25&10%
Moulders'....25&10%

Belting Rubber
Boston Belting Co:
"Boston"....50%
"Imperial," seamless stitched....45%
Niagara....60%
New Jersey Car Spring & Rubber Co:
Extra Para....40&10%
Reliable....50&10%
Staple....60&10%

Bench Stops
Morrill's No. 1, $10.00 per doz.; No. 2, $12.50....50%
Seymour Smith & Sons....25&10%
Miller's Falls....15&10%
Weston's....40

Binder Twine
	Per Pound
Sisal	10c
Standard	10c
Standard Manila	11c
Manila	12c
Pure Manila	13c

Bit Holders.
Angular....45%
Extension:
Barber's, ₱ doz. $15.00....45@50%
Ives' ₱ doz. $20.00....60&10%

Blind Adjusters
Columbian....33⅓%
Domestic, ₱ doz. $3.00....33⅓%
Excelsior, ₱ doz. $10.00....50&10&2%
North's....10%
Zimmerman's....50%

Blind Fastenings and Tenons
Security Gravity, ₱ gr....$9.00
Zimmerman's....50%

Blocks, Tackle
Eddy's....50&10@60%
Hartz' Steel....40&10₱50&5%
Iron Strapped, Japanned Sheaves...70&10%
Iron Strapped, Lig Vitae Sheaves....60%
Rope Strapped, Japanned Sheaves...65&10%
L. V. Sheaves....40%
Lanes:
Junior, Self Sustaining....30%
Pat. Automatic....30%
Perfect Safety....30%
Stowell, Novelty Block....50&10%

Bolts
DOOR AND SHUTTER—
Cast Iron Barrel, Square, &c....60&10%
Cast Iron Chain....60&10%
Cast Iron Shutter Bolts....60&10%
Ives' Patent Door Bolts....60%
Wrought Barrel....80@80&10%
Wrought Barrel Bolts, Griffin's....75&10%
Wrought Square....70@70&10%
Wrt Shutter, St'nrd list...50&10%@50&10&5%
Wrought Spring, Sargent's....70&10@75%

CARRIAGE, MACHINE, &C.—
Common carriage (cut thread), ⅝x6 and smaller....75&2½%
Larger and longer....70%
Phila, Eagle, $8.00 list May 24, '99. ..80&10%
Bolt ends, list Feb. 14, '95....70&5%
Bolt ends, with C and T nuts....65&10%
Machine, ⅜x4 and smaller....75&5%
Machine, larger and longer....70&5%

TIRE—
American Screw Co:
Bay State, plain, list Dec. 28, '99....72½%
Bay State, fluted....72½%
Eagle Phila....82½%
Norway, Phila....80%
Common....72½@72½&10%
Norway, Phila....80%
Portchester, Norway....80%
Phila....80%

STOVE AND PLOW—
Plow....70&10@70&10&5%
Stove....80%@80&10%

MISCELLANEOUS—
Sink....80%

Bone Mills
Enterprise....25@30%
Stearns....40%

Borers, Tap
Enterprise....20@25%
Each	$1.25,	$1.65,	$2.50
Nos.	1	2	3

C. E. Jennings & Co.:
No. 6....30&10%
No. 10....25&10%
Common ring....20&10%
Ives....25&10%

Boring Machines
WITHOUT AUGERS—
	Upright.	Angular.
Jennings'		35&5&10%
Miller's Falls	$7.50,	15&10%
Snell's, Rice's Pat	$2.50,	$2.75

Ajax....40%
Phillips....$4.00 net

Bow Pins
Hotchkiss....60&10%

Boxes, Mail
Heller's....40&5%

Box Hooks
Humason & Beckley's....60&10&10%

Box Openers
Humason's....₱ doz. net $5.00
Bemis & Call's....65%

Box Scrapers
Bradley's....20%

Box Strapping
Cary Mfg. Co's., in case lots:
"Universal"....20&10&10&10
Standard Metal Strap Co's.:
Eclipse....20&10&10&5%

Braces
Barbers'....50&10&10@60&10%
Barbers' Ratchet....60@60&10%
Common Ball American....60@60&10%
Ives':
Barbers'....60&5%
Barbers' Ratchet....60@60&10%
New Haven Novelty....70%
New Haven Ratchet....60&10%
Spofford....60&5%
C. E. Jennings & Co.:
No. 108@114⅛....50&5&10%
No. 208⅛@214⅛....50&5&10%
Lancaster Mach. & Knife Works....50%
Gen. Spofford's....60%

Brackets
Griffin's Folding....70&10%
Griffin's Pressed Steel....80%
Bradley's Patent, full cases....80&10&10%
Bradley's, in broken cases....80&10%

Bracket Saw Frames
Miller's Falls Co....25&10%

Bracket Sets
Miller's Falls Co....33⅓&10%

Bright Wire Goods
Standard list, June 24, 1905....90&10&10@90&10&10%&5%

Bull Rings
Humason, Beckley & Co's....80%
Rea's 2¼ in. net, ₱ doz....$1.50
Sargent's....80%
Seymour Smith & Sons....60%

Bull Punches
Humason & Beckley's, ₱ doz. net....$3.05

Butchers' Cleavers
Bradley's....40%
Foster Bros., flat heads....30%
Foster Bros., round heads....30%
Lancaster Mach. & Knife Works....33⅓40%
L. & I. J. White....30%
Plumb's....33⅓%

Butcher Knives
See Knives.

Butchers' Saw Blades
Miller's Falls Co., Star....15@15&10%
C. E. Jennings & Co....30&10%

Butter and Cheese Triers
Ordinary Black Handle....25%
Humason & Beckley's....40%

Butt and Rabbet Gauges
Stanley's....25&10%

Butts
BRASS—
Wrought Brass, list September, 1896....30%

CAST IRON—
Fast Joint, broad....40&10@50%
Fast Joint, narrow....40&10@50%
Loose Jo'nt....70&5@75%
Loose Joint, Japanned....70&5@75%
Loose Joint, Jap. with Acorns....70&5@75%
Loose Pin....70&5@75%
Mayer's Hinges....70&5@75%
Parliament Butts....70&5@75%

WROUGHT STEEL—
Table and back flaps....75%
Narrow and broad....75%
Inside Blind....75%
Loose Pin....75%
Loose Pin, Ball and Steeple Tip....85%
Japanned, Ball Tip Butts....79&10%
Bronzed Wrt. Nar. and Inside Blind Butts....55&10%
} Ex 10%@10&10%

Calipers
Bemis & Call:
Wing....60%
Double....65%
Inside and outside....65%
Straight leg....65%
Call's Pattern, inside....55%

Can Openers
American....₱ gross, $1.75@$2.00
Goodell's Acme....₱ gross, 6.00
Hopper's....₱ gross, 15.00
No. 5, iron handle....₱ gross, $2.00@2.25
Phœnix....40%
Sardine Scissors....75&10%
Sardine Scissors, forged steel..₱ doz., $4.50
Sprague, Nos. 1, $2.00; 2, 2.25; 3, 2.50..75&10%
Universal, ₱ doz....50%

Cartridges
See Ammunition.

Casters
Bed....70@70&10%
French or Philadelphia Iron wheel....75%
Plate....60@60&10%
Payson's Furniture....70&1&10%
Payson's Truck....70&10%
Standard, Ball Bearing....45%

Cattle Leaders
Humason, Beckley & Co's....70%
Sargent's....70&10%
Welton's....70&10%

Chain
American Coil, Straight Link:
Inch	₱ 100 Lbs.
3-16	$7.50
¼	5.35
5-16	4.40
⅜	3.70
7-16	3.55
½	3.45
9-16	3.40
⅝	3.35
¾	3.30
⅞	3.25
1 to 1¼	3.25

Covert Manufacturing Co., Breast chain, Halter chain, Heel chain, Rein chain, Stallion chain....35&5%

Galvanized Pump chain, ₱ lb....5@5½c
Ger. coil, list July 24, '97...60&10@60&10&10%
Ger. Halter chain, list July 24, '97..60&10&10%
Jack chain, Iron....60&10@60&10&5%
Jack chain, Brass....60&10@60&10&10%
Oneida Wire Dog chains....45@50&5%
Trace Wagon and Fancy Chains:
New list....60@60&10%
Bridgeport Trace chains....65%
Stake chains....65%
Heel chains....80%

COW TIES—
American....45@50%
Niagara....45&5@50&10&5%
Covert Mfg. Co.:
Cotton....45%
Hemp....45%
Jute....50%
Sisal....80&10%

Chain Guards
Aluminum S. & N. Co....50%

Carpet Stretchers
Montross' "Excelsior," ₱ doz., $6.00....20%
Bullard's....33⅓%
Cast iron, Steel points, ₱ doz....80%
Sockets, ₱ doz....$1.75@$2.00

Carpet Sweepers
	₱ Doz.
Bissell's Cyco Bearing:	
"Parlor Queen"	$30.00
"Elite"	29.00
"Boudoir"	27.00
"American Queen"	27.00
"Ideal"	25.00
"Gold Medal"	24.00
"Premier"	24.00
"Superior"	24.00
"Prize"	24.00
"Welcome"	24.00
"Grand Rapids," nickel	24.00
"Grand Rapids," Japan	22.00
"Standard," nickel	22.00
"Standard," Japan	20.00
"Crown Jewel," nickel	21.00
"Crown Jewel," Japan	19.00
"Crystal"	36.00
"Grand," length of case, 17 inches	36.00
"Club," length of case, 24 inches	54.00
"Hall," length of case, 28 inches	60.00
"Junior," nickel, length of case 12¼ inches	22.00
"Junior," Japan, length of case 12¼ inches	20.00
"Misses"	9.00
Sterling Carpet Sweepers:	
Model A, Nickel trimmings	25.00
" B, Japd. "	21.00
" Nickel "	23.00
" C, " "	21.00
" D, Japd. "	19.50

Carpet and Rug Beaters
	₱ Doz.	₱ Gro.
No. 12, Wire, Tinned	$0.85	$ 9.50
" 11, Wire, Coppered	1.10	12.00
" 11, Wire, Tinned	1.20	13.50
" 10, Wire, Glavanized	1.50	18.00

Cherry Stoners
Enterprise....25@30
Goodell's Family, net ₱ doz....$5.00
Rollman's, net., ₱ doz....6.00

Chisels
SOCKET FRAMING & FIRMER—
Standard Makes....70&10@75%
L. & I. J. White....30@30&5%
C. E. Jennings & Co., No. 70....25&10%
Jennings & Griffin Mfg. Co....65&2&10%

TANGED & MISCELLANEOUS—
W. & S. Butchers'....$4.75@5&5.00to£
C. E. Jennings & Co....25&10%
Jennings & Griffin Mfg. Co.:
Tanged Chisels....25&10%
Tanged Gouges....25&10%
Tanged Firmers....40%&10%
Tanged Gouges....40%
L. & I. J. White....25&5%

COLD CHISELS—
Good quality, ₱ lb....13&16c
Snell's best C. S....50&10%
Cronk's....50%

Cleaners, Sidewalk
	₱ Doz.
Challenge Shank	$3.25
Star Shank	3.25
Star Socket	4.00

Clippers
HORSE—
Chicago Flexible Shaft Co's.:
	Each.
Lightning eBlt Clipping Mach.	$15.00 15%
New '98, Chicago	8.75 15%
1902 Chicago	10.75 15%
Twentieth Century	5.00 20%

Cocks, Brass
Hardware List:
Compression, Plain bibbs, Globe, Kerosene, Racking, &c., Cocks....70&10@75%

Coffee Mills
Box and Side....50&10@60%
Enterprise Mfg. Co....25@30%
Lane Bros. Co....30%

Compasses, Dividers, &c
Athol Calipers and Dividers....40%
Bemis & Call Co's.:
Compasses....50%
Dividers....65%
Compasses, Calipers, Dividers...75@75&10%
Stevens' "Ideal"....25&10%
Stevens' "Leader"....25&10%

Coopers' Tools
Bradley's:
Hoop Drivers....25%
Rivet Sets....20%
Cold Chisels....20&5%
Punches....15%
Vises....15%
Inshaves....20%
Barton's....20%@20&5%
L. & I. J. White....20%@20&5
Sandusky Tool Co....25&10&30&10%

Corkscrews
Detroit Cork Screw Co....33⅓%
Humason & Beckley Mfg. Co....50&10%
Samson, ₱ doz....$10.00

Corn Hooks
	₱ Doz.
Kretsinger Cut-Easy	net $3.00

Corn Knives and Cutters
Bradley's....net
Wadsworth's....net $1.50

Countersinks
Mayhew's Diamond....40@45%
Smith's....25%
Snell's....40%
Wheeler's Patent....50%

Cow Ties
See Chain.

Crayons
Sargent's List....20%
Dixon's:	₱ Gro.
Eclipse....7 in., $3.75; 9 in.,	$4.25
Emerald	5.00
Oriole	5.0
Rainbow	3.12
Solid	7.50
Tailors, black, $5.62; red and blue	9.00

Curry Combs
Kohler's....40%
The Metal Stamping Co....40%
Southington Cutlery Co's....25&10%

Cutlery
Foster's Pocket....30%

Diggers
See Post Hole, etc.

Dividers
See Compasses, Dividers, etc.

Dog Collars
Walter B. Stevens & Son:
Brass....40%
Embossed Gilt....30&10%
Leather....40%
Union Hd'wre Co., new list....50@50&10%

Door Checks
Bardsley's....40%
Columbia....50&10%
Eclipse....60&10%
Home....50&10%
Pullman's Screen, ₱ doz. net....$4.50

Door Holders
Empire....50%

Door Springs
Columbian Steel....20%
" Faultless....50%
Gem (Coil), list Oct. '95....20%
Pullman, Perfect....20%
Pullman Coil....20%
Star (Coil), list Oct. '95....30%
Torrey's Rod, 30 in., ₱ doz. net....$1.25
" " 48 in., " " " 3.50
Victor, Coil....50&10&10%
Chicago Coil Springs....40&10%
Reliance Coil Springs....40&10%

Drain Cleaners
Iwan's Adjustable....55%
Iwan's Stationary....45%

Drawer Pulls
Drawer Pulls, Griffin Mfg. Co., list..75&10%
Sargent's list....60

Drawing Knives
Standard Makes....70&10@75%
Adjustable Handle....25@25&10%
Bradley's....40&5%
Jennings & Griffin....65&2&10%
Watrous....16⅔&10%
L. & I. J. White....20&5@25%

Drills and Drill Stocks
Automatic Boring Tools, Goodell's....40&5@40&10%
Blacksmiths'....60%
Breast, Goodell's....25@30%
Breast, Miller's Falls, each $3.00....15&10%
Stearns' bench....30%
Hand, Goodell's....80&10%
Whitney's Hand Drill, No. 1, $10.00, Adjustable, No. 10, $12.00....33⅓%

TWIST DRILLS—
See Augers and Bits.

Egg Beaters
Holt-Lyon Co.:	₱ Doz.	₱ Gro.
No. 5 Japanned, Dasher flared	$0.85	$9.50
No. A, Japanned, 6 doz, $5.60	1.15	13.00
No. 1, Tinned	1.40	16.80
No. B, Japanned, hotel size.	1.85	22.00
No. 6, Japanned, Dasher flared	1.65	19.20
No. 2, Tinned, hotel size	2.00	24.00

Taplin Mfg. Co.:	₱ Gro.
No. 60 Improved Dover	$ 6.00
No. 75 Improved Dover	6.50
No. 100 Improved Dover	7.00
No. 102 Improved Dover, Tinned	8.50
No. 150 Improved Dover, Hotel	15.00
No. 152 Improved Dover, Hotel T'd	17.00
No. 200 Improved Dover, Tumbler	8.5
No. 202 Imp'd Dover, Tumbler T'd	9.50
No. 300 Imp'd Dover Mammoth ₱ doz	2.00

Escutcheons
Wood....25%

Farriers' Knives
	₱ Doz.
'Challenge"	$3.00
Popes	3.00
Wilkinson's, net	3.00
Wostenholm's	3.25

Faucets
Iron Petroleum....70@70&10%
John Sommer's "Peerless," Tin Key....40%
"Boss," Tin Key....50%
"Victor," Metal Key....50&10
"Duplex," Metal Key....60%
"I. X. L.," Corked Lined....50%
"Reliable," Cork Lined....50&10%
"O. K." Cork Lined....50%
"Chicago," Cork Lined....60%
"Perfection," Cedar....40%
"No Brand," Cedar....50%

SELF MEASURING—
Enterprise ₱ doz. $36.00....40&10%
Lane's....$40.10&2%

Files
DOMESTIC—
New list, Nov. 1, 1899:
American....75&10@75&10&10%
Arcade....75&10@75&10&10%
J. Barton Smith....75&10@75&10&10%
Disston's....75%
Disston's Superfine....50%

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Eagle .....75&10@75&10&10%
Great Western.....75&10@75&10&10%
Kearney & Foot.....75&10@75&10&10%
McClellan .....75&10@75&10&10%
Nicholson .....70&10@75&5%
Nicholson's X. F. Files.....40@40&10%
Royal .....80@80&10%

IMPORTED—
Stub's.....Stub's list, 30@33⅓

Filters

Acorn.....50%
Fulper's Natural Stone.....$3.50@$18.50
Subject to trade discount.

Fish Hooks

Am. Fish Hook Co. list.....60@60&10%
Kirby & Limerick, low list (50c. base)...10%

Fishing Tackle

	₱ Doz.
Bishop's,	
Level Winding Jeweled Reel	$78.00
Level Winding Steel Pivot Reel	66.00
Auto Even Spooler	30.00
Gun Cleaner	4.20
Lightening Fish Scaler	3.00
Fish Hook Shield	3.00

Fish Scalers

Covert's Saddlery Works:
Great American.....60&20%

Fruit, Wine & Jelly Presses

Enterprise .....20@25%

Fry Pans

Standard list.....70&10%

No.	0	1	2	3	4
₱ doz	$3.00	$3.75	$4.25	$4.75	$5.25
No.		5	6	7	8
₱ doz		$6.00	$7.00	$8.00	$9.00

Gauges

Bemis & Call's Steel.....50%
Clapboard.....25&10%
Disston's Mortise.....70%
Marking Mortise, etc.....60%
Stanley's.....35%
Starrett's Surface, Center and Scratch.....25&10%
Wire, Morses.....25%
Wire, P. S. & W., low list.....30@30&10%

Gimlets

"Diamond" Gimlets, ₱ gro.....$4.00@$4.25
Double Cut.....40&10@50%
Metal Head.....50&10%
Wood Head.....50%

Gimlet Bits

See Augers and Bits.

Globe and Racking Cocks

See Faucets.

Glue

Le Pages Liquid.....25&25&10%
Mystic 40%
Martins.....40&10%

Glue Pots

See Hollow Ware.

Graters

Enterprise .....25@30%

Graphite, Lubricating

Dixon's Pure Flake:
632— 1 lb. cans.....20c. ea
633— 5 lb. screw top tin cans.....85c. ea
634— 10 lb. screw top tin cans....$1.60 ea
644— 25 lb. boxes.....15c. lb
645— 50 lb. boxes.....14½c. lb
646—100 lb. kegs.....14c. lb
647—350 lb. barrels.....12c. lb

Grindstone Fixtures

Cronk's.....50%
Forest City.....30@30&10%
Sargent's Patent.....60&10&10%
Stowells Extra Heavy.....50&10&10%
Stowells Light.....60&10%

Gunpowder

See Ammunition.

Gun Wads

See Ammunition.

Hafts

Brittons, ₱ doz.....$6.50

Halters

Covert Mfg. Co.:
Jute Rope Halters.....50%
Sisal Rope.....30&10%
Web Halters.....35&5%

Hammers

HANDLED HAMMERS—
Cheney's:
Adze Eye and Plain.....40&10&10%
Blacksmiths and Riveting.....50&10%
Machinists and Engineers.....60&5%

Magnetic tack, Nos.	1	2	3
	$1.25	$1.50	$1.75

40&10@40&10&10%
Maydole's.....33⅓&5@40&10%
Sargent's new list.....40%
Fayette R. Plumb:
Plumb, A. E. Nail.....33⅓&7½%
Engineers and B. S. Hand.....50&12½%
Quaker City Hammers.....40&5%
Riveting and Tinners'.....40&2½%

HEAVY HAMMERS & SLEDGES—
Under 3 lb 50c lb.....80&10@85%
3 to 5 lb 40c lb.....80&10@85%
Over 5 lb 30c lb.....85%
Wilkinson's Smiths.....9½c@10c ₱ lb

Hammock Ropes

Covert Mfg. Co.:
Jute .....40&5%
Sisal 20%

Hand Cultivators

Ulrich Mfg. Co.:
Osborne's, ₱ doz.....$15.00

Handles

WOOD—
Auger, assorted, ₱ gro.....$2.75@3.00
Auger, large, ₱ gro.....3.25@3.50
Auger, Ives' Pat., No. 1.....60&10%
No. 2 to 32⅛.....40%
Axe, Pick, etc.....50&10@60%
Bliss Mfg. Co.:
Chisel, Brad Awl, File, Auger, Soldering Iron } 25@33⅓
Brad Awl, ₱ gro.....$1.75@$2.00
Chisel, Worcester, leather capped, ₱ doz. net.....$1.50
File, assorted, ₱ gro.....$1.40@$1.50
Firmer, Chisel, Apple, assorted, ₱ gro.....$2.25@$2.75
Hammer, Hatchet.....50%
Hoe, Rake and Fork.....45@50

Rollis Hdw. Co. Hafts, $9.00.....40&10%
"Simplicity" File Hdls, ₱ gro....$ .90&1.50
Saw and Plane.....40&10@50%
Shovel and Spade, Wood D Handle.....40%
Shovel and Spade, Long Handles..40&5@50%

CROSS-CUT SAW HANDLES—
Atkins.....40&5%
Champion .....45@45&10%
Disston's.....50%

Hangers, Barn Door

Old Pattern.....60&10%
New England.....66⅔@70
Chicago Spring Butt Co.:
Fraction.....25%
Oscillating.....25%
Big Twin.....25%
Lane's:
Covered.....60&2%
Hinge Pattern, net.....$6.08 ₱ doz.
Standard.....60&5%
Special, No. 25.....$3.50
" " 30.....3.90
" " 40.....5.00
" " 20.....6.25
Track for same, ₱ 100 ft. net.....3.75
Cronk's:
Nos. 1, 1½, 2 and 3.....60&10%
Nos. 11, 12.....70%
Nos. 22, 21½, 22.....60%
Nos. 32, 50.....60&20%
No. 44.....60%
McKinney's, "None Better", No. 2, $18; No. 1 Special, $15, ₱ doz. pr..60&10%
Myers' Stay-on.....60&5%
Wilcox's New Century.....50&10&10%

Hangers, Garment

Pullman's.....₱ gro. net $9.00

Hangers, Parlor Door, Etc

Lane's:
Standard.....net $3.20
Ball Bearing..... " 4.15
No. 105..... " 3.85
New Model..... " 2.25
New Champion..... " 2.85

Hardware Shelving

OAK CABINETS—
J. D. Warren Mfg. Co.:
No. B 438, 40 drawers, no partitions, run. ft., $3.60; net each.....$30.00
No. 1656, 58 drawers, no partitions, run. ft., $4.38; net each..... 36.47
No. 1658, 84 drawers, no partitions, run. ft., $6.52; net each..... 54.28

OAK BASES—
No. 1700, open base with center shelf, run. ft., $1.85; net each..... 15.40
No. 1702, open base with center shelf, run. ft., $2.25; net each..... 18.75
No. 1703, with two adjustable center shelves, run. ft., $2.75; net each.... 22.92

NAIL BIN BASES—
No. 1782, 12 spaces, 150 lbs. each, run. ft., $2.71; net each..... 22.57
No. 1770, 8 nail spaces and 4 open shelf spaces above, run. ft., $3.10; net each..... 25.84
No. 1772, 8 nail spaces and 6 assorted oak drawers above nail bins, run. ft., $3.68; net each..... 30.68

Hasps and Staples

Cronk's.....50%
McKinney's "Perfect", $1.10 ₱ doz.....50%
Wrought .....90@90&10%
Wrought, Stanley.....80%
Wrought, Griffin.....80%

Hatchets

See Axes.

Hay Tools

F. E. Myers & Bro.:

Myers Unloader, double steel track	$7.00
Myers Unloader, wood track	7.00
Comb. Car, Double steel T	7.00
Comb. Car, wood track	7.00
Rev. Car, Double steel track	7.00
Rev. Car, wood track	7.00
Myers Unloader, cable	7.00
Myers Unloader, single rail	7.00
Sure Grip Sling Car, steel or wood track	12.02
Dbl. Rail steel track, complete, ₱ ft.	.20
Single Rail steel track, complete, ₱ ft	.20
D. H. Fork steel, regular, each	1.60
Nellis Fork, each	3.00
Double Grapple Fork, each	7.00
Sprouts, Shear Fork, each	1.50
Walker Fork, each	2.50
Common 6 in. wood sheave pulley, Fig. 433, ₱ doz.	3.20
Faultless steel frame K. P. pulley, Fig. 435, ₱ doz.	4.00
Faultless Steel Frame, 6 in. plain pulley, Fig. 485, ₱ doz.	3.50
Malleable Frame K. P. pulleys, Fig. 676, ₱ doz.	4.60
Reed Wood Frame pulley with hook, Fig. 434, ₱ doz.	4.00
Steel Frame pulley with iron sheave, Fig. 565, ₱ doz.	3.50
Floor pulley, wood sheave, Fig. 486, ₱ doz.	4.50
Hanging Hooks for double steel track, ₱ doz.	1.40
Hanging Hooks for single steel track, ₱ doz.	1.40
Hanging Hooks for wood track, 10 in., ₱ doz.	1.00
16 in., ₱ doz.	1.30
Floor Hooks, ¾ in., ₱ doz.	1.40
Malleable Rafter brackets, ₱ doz.	.70
Wrought Rafter brackets, ₱ doz.	.70
Rope Hitch, ₱ doz.	3.20

Discount on above 50%

Hay and Straw Knives

Auburn Hay, com. and spear point..40&10%
Iwan's Hay, sickle edge, ₱ doz., net...$9.50
Iwan's Hay, imp. serrated, ₱ doz., net.10.00
Kohler's Hay, sickle edge, ₱ doz., net.10.00
Auburn Straw.....40&10%
Weymouth, pat.....65&5%
Wadsworth's.....40&5%

Hedge Trimmers

Wadsworth's:
No. 1, ₱ doz., net.....$8.00
No. 2, ₱ doz., net..... 6.00

Hinges

WROUGHT IRON HINGES—

Screw Hook and Strap	6 to 12 in., ₱ lb	3¼c
	14 to 20 in., ₱ lb	3c
	22 to 36 in., ₱ lb	2¾c

STRAP AND T HINGES—
New list, Dec. 20, 1904:
Light Strap Hinges.....70%
Heavy Strap Hinges.....75&5%
Light T Hinges.....65%
Heavy T Hinges.....60%
Extra Heavy T Hinges.....70&10%
Hinge Hasps.....50%
Corrugated Heavy Strap.....70&5%
Corrugated Ex. Heavy T.....70&10%
} Extra 10%



PACKING

Appearances count with your customers. Razor strops left hanging on racks or in open cases to collect dust leave a poor impression with your trade.

GIBFORD'S RED-E-FOR USE RAZOR STROPS

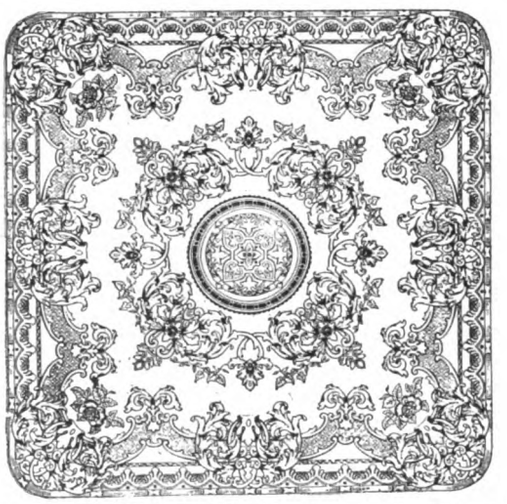
are packed in handsome boxes which, beside protecting them from dirt and grit, give a distinctive character to your cutlery counters and convey the idea of the quality of your goods to your customers. RED-E-FOR USE razor strops are right in price as well as in quality. Order a sample dozen from your Jobber and you will make 12 satisfied purchasers.

Write for our descriptive catalog. It's filled with information you need in selling razor strops.

Gibford Mfg. Co.

Adrian, Mich.

STOVE BOARDS



Zinc, Embossed. Paper Lined.
Tin Embossed or Crystalized,
Wood Lined or Paper Lined.

Manufactured By

Cooper & McKee,

113 to 121 Lorimer Street, Brooklyn, New York.

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SPRING HINGES—

Bommer Brothers:
Bommer Spring Hinges....40%
Bommer B. B. Floor Hinges....40%
Bardsley's Patent Checking....15%
Chicago Spring Butt Co.:
Chicago Spring Butts....25%
Triple End Spring Butts....50%
Chicago Ball Bearing Floor Hinge....50%
Garden City Fire Engine House Hinge..25%
Chicago Saloon Door Hinge....25%
Columbian:
Steel Hinges....60%
Floor Hinges....60%
American....30&5%
Gem....30%
Oxford....30&5%
Acme, Steel....35%
" Brass....25%
Niles Mfg. Co....30%

GATE HINGES—

Clark's, Nos. 1, 2, 3....50&10@60&10%
N. E., ₱ doz., $7.80....60%
N. E., Reversible, ₱ doz., $5.60....60%
N. Y. State, ₱ doz., $4.80....60%
Western, ₱ doz., $4.20....60%

BLIND HINGES—

Parker....70&10@70&10&10%
Sargent's, Nos. 1, 3, 5, 11, 13....75%
W. H. Co's., No. 2 Mortise Gravity....60%
Stanley's Steel Gravity Blind Hinges with Screws, $1.30 ₱ doz. sets....30&10%

Hitching Cords

Covert Mfg. Co....45&2%
Covert Mfg. Co....
Hitchers Stall....35%

Hollow Ware

ENAMELED—

Lalance & Grosjean Mfg. Co. list Nov. 1, '01:
Agate Nickel Steel Ware....50&20%
Pearl Agate Ware....50&20%
Blue and White Ware....60&15%
All White Ware....50&20%
Regal Steel Ware....60&10%
Peerless Ware....70&10%
Granite Ware, list Jan. 1, 1894, revised Jan. 2, 1896....40&10%
Iron Clad:
Peppered Ware, high list....70%
Mottled Ware, high list....75%

STOVE HOLLOW WARE—

Blacklock:
Ground....55@60&10%
Plain or Unground....60@65&10%
Country Ware ₱ 100 lbs. net....$2.75@$3.00
Enameled Ware....50@55&10%

WHITE ENAMELED WARE—

Maslin Kettles....70%
Tinned Boilers and Saucepans....40@45%
Enameled....50@55%

GLUE POTS—

Tinned....35%
Enameled....10%

SILVER-PLATED HOLLOW WARE—

4 mo. or 5% cash in 30 days.
Hartford Silver Plate Co....40&5%
Holmes & Edwards Silver Co....40&15&5%
Meriden Brittania Co....40&10%
Rogers & Brother....40&5%
William Rogers Mfg. Co....40&10%

Hooks

BUSH—

Jennings & Griffin's....33⅓&5%
Wadsworths....60%

CAST IRON—

Ceiling, Sargent's list....50&10@60%
Chandelier....60@65&10%
Clothes Line, Sargent's list....50&10&10%
Coat and Hat, Sargent's list....50&10@60%
Coat and Hat, Stowell's....70%
Harness, Sargent's list....50@55&10%
Lamp....60@65&10%
Picture....50&10%
Screw Hat....60&10@70%
Wardrobe....65&10@60&10&10%

WROUGHT IRON AND STEEL—

Cotton, ₱ doz....$1.25
Wrought Staples, Hooks, &c. See Wrought Goods.

MEAT—

Enterprise....40%
Humason & Beckley, new list....85&10%

WIRE—

Atlas, new list, single cases....75%
Ten case lots....75&10%
Wire Coat and Hat, Acme....60@60&10%
Wire Coat and Hat, Gem....60&10%
Wire Ceiling, Gem....60&10%

MISCELLANEOUS—

Belt....80&10%
Covert Mfg. Co.:
Safety Gate and Scuttle Hooks....35&5%
Grass, Wadsworth's....60%
Gronk's, Grass, ₱ doz....$3.00
Hooks and Eyes, Brass....60&10&10%
Hooks and Eyes, Mal. Iron....70&10%
Cotton, box and hay....60@10&10%

Horse Clippers

See Clippers.

Horse Nails

Nos.	6	7	8	9	1	
A. C.	25c	23c	22c	21c	21c	40&5%

American, all sizes, net....9¾c

Nos.	6	7	8	9	10	
Anchor and New Haven	23c	21c	20c	19c	18c	40% @ 40&5

Nos.	6	7	8	9	10	
Ausable	28c	26c	25c	24c	23c	50&10%
C. B. K.	25c	23c	22c	21c	21c	40%
Capewell	19c	18c	17c	16c	16c	10&5%
Champlain	28c	26c	25c	24c	23c	40&10@50%
Clinton Fin.	19c	17c	16c	15c	14c	50&10%
Essex	28c	26c	25c	24c	23c	40&10@50%

Lyra, all sizes, net....9¾c

Nos.	6	7	8	9	10	
Maud S.	25c	23c	22c	21c	21c	50%

Neponset, Nos. 5 to 10, ₱ lb....12c

Nos.	6	7	8	9	10	
Northwestern	25c	25c	25c	24c	23c	25@25&5%
Putnam	23c	21c	20c	19c	18c	35&5%
New Putnam	19c	18c	17c	16c	16c	10&10%
Vulcan	25c	21c	20c	19c	18c	25&10%

Western, net....8¾c

Horse Shoes

F. O. B. Pittsburgh:
Horse and mule, Iron, ₱ keg....$4.00
Steel, ₱ keg....3.75

Horse Ties

Covert Mfg. Co.:
Cotton....45%
Hemp....45%
Jute....50%
Sisal....30&10%

Hose, Rubber

Boston Belting Co.:
"Boston"....50%
Niagara....60%
N. J. Car Spring & Rubber Co.:
Extra Para....40&10%
Reliable....50&10%
Staple....60&10%
Standard....70&10%

Hose Bands

Star Hydrant....80&20%
Steam....70%

Ice Awls, Chippers &c

Copeland Ice Pick, ₱ gross....$9.00 net
Crown....net
Gem Ice Shave....net
Sargent's Ice Awls....55%
Snell's....50%
Star....net

Ice Cream Freezers

See Freezers, Ice Cream.

Ice Shredders

Enterprise,....No. 33, ₱ doz. $6.00 25@30%
No. 34, ₱ doz. 15.00 25@30%

Jack Chain

See Chain.

Jacks

See Wagon Jacks.

Jack Screws

See Screws.

Kettles

Spun brass, plain....20@25%

Knives

Kimball's:
Bread Knives, ₱ doz. $1.50....20%
Butcher Knives....25%
Shoe Knives....25%
Cronk's Chopping....33⅓
Dunlap Kitchen and Bread Knives....25%
Foster Bros., butcher, &c....30%
Table and Pocket, see Cutlery.
Wilson's Butcher Knives....net

Knives, Hay and Straw

Wadsworth....40&10%

Knife Sharpeners

Pike's:
Nat. Grit Carving Knife Hones ₱ doz....$3.00
Solid Stone Carving Knife Hones ₱ doz....$2.50
Quick Edge Pocket Knife Hones ₱ doz....$3.00
Mounted Kitchen Sandstone ₱ doz....$1.50
} 40%

Knobs

Bardsley's wood, door, shutter and base....10@15%
Base, rubber tip, 2½ in bead, ₱ gro.... $1.15@$1.25
Dor Mineral....65@70%
Door Por. Jap'd....70@75
Door Por. Nickel....$2.10@$2.20

Lanterns

C. T. Ham, Class A, B, C and D....40&10%

Latches

₱ Doz.
Cronk's barn door, net....$2.00
Lane's Barn Door....40&10%

Lawn Mowers

Champion....75&10%
Clipper Improved....50&10&10&5%
Enterprise....40&10%
Genuine Philadelphia Mowers:
Styles M, S, C, K, T....70&10%
Style A (all steel)....60&10%
Style E, low wheel....60&10%
Style E, high wheel....70&10&5%
Drexel, low list....40&10%
Gold Coins, low list....40&10%
New Departure, high wheel....70&10%
New Departure, low wheel....75%
Pennsylvania....60&10

Lawn Sprinklers

Enterprise....25&30%
Philadelphia Lawn Mower Co.:
Philadelphia Lawn Sprinkler:

Nos.	1	2	3	
Per Dozen	$12.00	$15.00	$24.00	30%

Kohler's:
Daisy, net, ₱ doz....$7.50
Mystic....6.00
Rainmaker....4.80
Dew Drop....1.20

Lawn Swings Easy

Ulrich Mfg. Co., ₱ doz....$75.00

Leads

Covert Mfg. Co.:
Cotton....45%
Hemp....45%
Jute....50%
Sisal....30&10%

Lead Pipe, Etc

₱ Lb.
Bar Lead....5¾@6c
Block Tin Pipe....37½@37½%
Lead Pipe, full lengths....5 to 5¾
Lead Pipe, tin lined....12½c
Sheet Lead, full rolls....6¾c

Lemon Squeezers

Berger Bros., ₱ doz....8 in., $1.00; 10 in., $1.40 20%
Hotchkiss, Straight Flush, ₱ doz....$9.60
Little Giant....50@50&5%
Porc. lined, Iron, ₱ doz....$1.75
Porc. lined, Wood, ₱ doz....$1.25
Wood, common, ₱ gro.... No. 0, $5.25 @$5.50; No. 1, $5.25@$6.50

Levels

C. E. Jennings & Co's.:
Hexagon....25&10%
Iron Bench, new design....25&10%
Hollis Hardware Co.:
Adj. Steel 7 in., $24.00....40%
12 in., $27.00....40%

Lifters

See Transom Lifters.

Lines

Cotton and Linen Fish....40%
Cotton Chalk, 20 feet....40&10%
Cotton Trot....20%
Samson Cot., Nos. 4, $2.90; 4¼, $2.75....20%
Silver Lake braided, ₱ gro., Nos. 0, $6.00; 1, $6.50; 2, $7.00; 3, $7.50....20%
Wire Clothes:

	18	19	20
1000 feet	$2.20	$2.00	$1.65
75 feet	1.80	1.70	1.30

Loaded Shells

See Ammunition.

Locks

DOOR LOCKS, LATCHES, &C—

Lockwood Mfg. Co....40%
R. & E. Mfg. Co....40%
Reading Hardware Co....45&20%
Sargent & Co....40&10%

CABINET—

Eagle Lock Co....33⅓
Corbin....33⅓
Yale....33⅓

PADLOCKS—

Acme bicycle and satchel, ₱ doz., $9.00..40%
Ames Sword Co....40%
Brown's brass....25%
Brown's chain....25%
Champion....40%
Eagle....40%
Slaymaker's:
General line....35&10%
Scandinavian....90%
" steel keys....50%
Smith & Egge bicycle....50%
Wrought Iron....75&10@80%
Yale Lock Co....60%

TRUNK—

Corbin's....25&10%
Eagle....40%

Machine Bolts

See Bolts.

Mail Boxes

See Boxes, Mail.

Mallets

Hickory....45@5&50%
Lignumvitæ....45@5&50%
Bliss:
Carpenters, Tinners, Box, Carvers...33⅓

Maslin Kettles

See Hollow Ware.

Mattocks

Cronk's Garden....33⅓%
Regular Goods....70&10%@75%

Meat Cutters

American....30%

Nos.	1	2	3	4	B	5
Each	$5	$7	$10	$25	$50	$60

Dixon's, ₱ doz....30&10@40%

Nos.	1	2	3	4
Each	$14	$17	$19	$30

Enterprise....25@25&7½%

Nos.	5	10	12	20	22	32
Each	$2	$3	$2.75	$6	$4.50	$6

Little Giant....33⅓@40%

Nos.	305	310	312	320	322
Each	$35	$48	$44	$72	$68

Woodruff's, ₱ doz....30&10@40%

Nos.	100	150
Each	$15	$18

Beef Shavers (Enterprise)....25@30%

Meat Jiuce Extractors

Enterprise....25&30%

Metals, Anti-Friction

	₱ Lb
Magnolia Metal Co.:	
Defender	18c
Cosmic	10c
Magnolia, Anti-Friction	25c
Mystic	15c

f. o. b. New York or Chicago.

Melting Ladles

Monroe's Pattern, ₱ doz., $4.00....40%
Sargent's....60&60&10%

Mitre Boxes

C. E. Jennings & Co....30&10%
Seavey's, ₱ doz., $30....40%
Stanley Rule and Level Co.:
Nos. 340 to 460....30%
Nos. 50 and 60....35%

Motors

COFFEE MILL—

Specialty Novelty Co., each....$5.00

Nails

WIRE AND CUT NAILS—

See Review of the Markets for Quotations.
Wire nails and brads, Papered Assn list, July, 1899....90, 80&10%

PICTURE—

Niles' Patent....40%
Porcelain head, combination list....60&10%
Porcelain head, Sargent's list....60%

Nail Nippers

"Gem," ⅛ gross lots, ₱ gross....$21.00
" less quantity, ₱ dozen....2.00

Nail Pullers

Ajax, 5 lbs., ₱ dozen, net....$7.50
Black Hawk, ₱ dozen....9.00
Cyclops....50&10%@50%
Cronk's, ₱ dozen, net....$12.00
Eureka, No. 74, ₱ doz., net....$8.50
Eureka, No. 75, ₱ doz., net....$8.00
Giant, No. 1, ₱ doz., $18.00; No. 1½, $16.50; No. 2, $15.00....30&5%
Lightning, ₱ doz., $18.00....20%
Morris No. 1, list $20.00....50%
National, ₱ doz., $24.00....10%
Pelican, ₱ doz., $ 9.00....40@40&10%
Rollis Hardware Co., No. 1, $18.00....50&10%

Nail Sets

₱ Gro
Hunters, Cup Point, knurled....$10.00
Hunters, Cup Point, plain....9.00
Octagon....4.00@4.75
Round, assorted....3.00@3.25
Square....4.00@4.25
Snell's:
Octagon, ₱ gro....$5.25
Corrugated....6.75
Knurled....6.75@7.50

Nippers

Acme....50%
Smith's cutting....50%
Todd's cutting....50%

Nut Crackers

₱ Gro
Acme, Japanned, $30.00....40%
Acme, Nickel Plated, $3.00....20%

Nuts

Cold Punched:

	Off List
Mfrs. or U. S. Standard.	
Square, plain	$4.90
Hexagon, plain	5.40
Square, C. T. & R.	5.10
Hexagon, C. T. & R.	5.80

Hot Pressed:

	Standard
Mfrs. U. S. or Nar. Guage	
Square, blank	5.40
Hexagon, blank	5.80
Square, tapped	5.40
Hexagon, tapped	5.80

Oils

Linseed, city, raw, in barrels, ₱ gal....49c
Linseed, city, boiled, in barrels, ₱ gal..51c
Out of town on spot, ₱ gal....48c
Calcutta, raw, in barrels, ₱ gal....60c
Lard, prime city, ₱ gal....56@58c
Lard, Extra, No. 1....48@49c
Lard, No. 2....38@38c

Oilers

Brass and copper....50&10
Tin or steel....65&10
Cushman & Denison's: ₱ Doz
Gem....$ .50
Leader....60
Perfect oilers....1.50
Star pocket oilers....75
"Paragon," brass....45@50%
"Paragon," zinc....60&10%
Wilmot & Hobbs Mfg. Co's. Steel anti-rust....70@70&10%
Zinc and tin....65@65&10%
American Tube & Stamping Co.:
Spring bottom cans....70@70&10%
Railroad oilers, etc....60@60&10%

Oil Stones, Etc

AXE STONES—

Pikes':
Hindostan, large axe....8c ₱ lb
" small "....10c " "
Queer Creek Axe....20c " "
} 40%

OIL STONES—

Pikes':
Lily White Washita....60c ₱ lb
Rosy Red " ....60c " "
Extra " ....50c " "
No. 1 " ....40c " "
No. 2 " ....30c " "
Lily White " round edge slips....90c " "
No. 1 Washita, round edge slips....70c " "
Washita Pen Knife pieces....70c " "
No. 1 Hard Arkansas stone 3 to 5¾ in. long....$2.80 " "
No. 1 Hard Arkansas stone 5¾ to 8 in. long....$3.50 " "
No. 1 Soft Arkansas stone 3 to 5¾ in. long....$1.50 " "
No. 1 Soft Arkansas stone 5¾ to 8 in. long....$1.70 " "
Soft Arkansas, round edge slips....$2.50 " "
Hard Arkansas, round edge slips....$4.00 " "
Hard Arkansas Pocket Knife pieces....$4.00 " "
Pikes':
} 33⅓

Washita and Arkansas stones, mounted in pol. hardwood cases, all sizes....40%
India Oilstones, all grades and sizes....33⅓%
Queer Creek Oilstones....20c ₱ lb
Chocolate Oilstones....50c " "
Regular Hindostan....8c " "
Small Hindostan....10c " "
} 40%

Packing, Steam

RUBBER—

Boston Belting Co.:
Phoenix, net ₱ lb....70c
Plumbago....50%
Pure Packing, "Excelsior"....50%
Extra....60%

MISCELLANEOUS— ₱ Lb

American Packing....8c@10c
Cotton Packing....16c@25c
Italian Packing....9¾c@12c
Jute....4½c@5c
Russian Packing....8¾c@11c

Padlocks

See Locks.

Parers

APPLE—

	₱ doz	$ 4.00
Advance		
Baldwin	" "	4.00
Bonanza Improved	each	6.50
Daisy	₱ doz	4.00
Dandy	each	7.50
Eureka Improved	"	20.00
Family Bay State	₱ doz	15.00
Improved Bay State	"	36.00
Little Star	" "	5.00
New Lightning	" "	7.00
Reading, 72	" "	3.25
Reading, 78	" "	6.25
Rocking Table	" "	6.20
Turntable, '98	" "	6.00
White Mountain	" "	5.00

POTATO— ₱ Doz

Saratoga....$7.00
White Mountain....6.00

Pencils

Dixon's: ₱ Gro
Carpenter's....$2.17@8.75
Carpenter's, blue or red lead....4.00@7.50
Office....1.87@7.50
Lumber....6.37
Colored lumber....9.00
Black artists....9.37
Colored....4.38@7.50
Assortment boxes....1.31@2.50

Percussion Caps

See Ammunition.

Picks and Mattocks

List Feb. 23, 1899....70&10&7½%

Pipe Hangers, Conductor

Iwan's, Perfection wire....50%

Planes and Plane Irons

WOOD PLANES—

Bailey (Stanley R. & L. Co.)....40%
Bench, first quality....40&10%
Bench, second quality....50&10%
C. E. Jennings & Co....50&10%
Molding....33⅓&5%

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IRON PLANES—
C. E. Jennings & Co., iron....50&10%
Sargent's....60&60&10%
Standard Tool Co....50&60&5%
Stanley Rule & Level Co.:
Bailey's....40%
Miscellaneous....35%

PLANE IRONS—
Buck Bros....30%
Butcher's....$5.00@5.25 to £
C. E. Jennings & Co....16⅔&10%
Stanley R. & L. Co....35%
L. & I. J. White....20&5@29%

Pliers and Nippers
Button....79&10@75%
Cronk & Carrier:
Pliers.
No. 1....60&10%
" 20, net....$9.00
" 40....75%
" 50....80%
" 65....40%
" 70....50%
" 80....40%
" 85....40%
Wm. Johnson's Gas Pliers....66⅔%
Smith's Side Cutting....25%

Plow Bolts
See Bolts.

Plumb Bobs
Keuffel & Esser Co....33⅓%

Plumbs and Levels
Cook's....40&10&10%
Davis':
Inclinometers....30%
Iron Levels....25&10%
Disston's....70%
Machinists'....25%

Pocket Levels
Stanley's....45%
Duplex....35%

Poachers
See Egg Poachers.

Police Goods
Tower & Lyons....25%

Polish Metal
Presoline Liquid, new list....40%
Prestoline Paste....40@40&10%
U. S. Metal Polish Paste, 8 oz boxes,
℔ doz....$ .50
℔ gross....4.00
¼ pound boxes, ℔ dozen....1.25
1 pound boxes, ℔ dozen....2.95
U. S. Liquid, 8 oz cans, ℔ dozen....1.25
℔ gross....12.00
Barkeeper's Friend Metal Polish
℔ dozen....1.75
℔ gross....18.00

Polish, Stove
Black Eagle benzine paste, 5 lb cans, ℔ lb....10c
Black Eagle, liquid, 10 oz. cans, ℔ doz....75c
Black Jack paste, ¼ lb cans, ℔ gross....9.00
Black Kid paste, 5 lb can, each....65c
Ladd's Black Beauty, ℔ gross, $10.00....50%
Joseph Dixon's, ℔ gross, $5.75....10%
Dixon's Plumbago, ℔ lb....8c
Fireside, ℔ gross....2.50
Gem, ℔ gross., $4.50....10%
Japanese, ℔ gross....3.50
Jet black, per gross....3.50
Peerless Iron enamel, 10 oz. cans ℔ doz....1.50
Wynn's:
Black silk, 5 lb. pail, each....70c
Black silk, ¼ lb. box, ℔ doz....1.00
Black silk, 5 oz box, ℔ doz....75c
Black silk, ½ pint liquid, ℔ doz....1.00

Poppers, Corn
Squ	are.	℔ Doz	℔ Gro
S	1 qt		$ 9.00
	1½ qt		11.00
	2 qt		13.50

Post Hole Diggers
Disston's Samson Digger, ℔ doz. $34....25%
Kohler's:
Little Giant....℔ doz., net $12.00
Hercules...." " 9.50
Invincible...." " 9.00
Pioneer...." " 7.20
Universal...." " 13.00
New Champion...." " 5.50
Rival...." " 7.50
Ryan's....℔ doz., $30.00....25%
Iwan's:
Split handle....net ℔ Doz $7.00
Perfection...." 8.00
Rockford Tack & Nail Co.:
Rockford brand....℔ doz., " 6.50
Atlas pattern...." " " 7.50

Post Hole Augers
Iwan's Patent improved....40&5%
Perfection....℔ doz., net $8.25
Split handle...." " 7.50
Vaughan's, 4 to 9 in....." " 6.00

Potato Hooks, Etc
Hoe Down Hooks....75&10&2%
Hop Hooks....60&10&2½%
Potato Hooks....70

Powder
See Ammunition.

Presses
See Fruit and Jelly Presses.

Primers
See Ammunition.

Pruning Hooks and Shears
Cronk's Pruning Shears, all styles....33⅓%
Disston's Combined Pruning Hook and Saw, ℔ doz., $18.00....25@25&10%
Disston's Pruning Hook, ℔ doz., $12.00....25@25&10%
Smith's:
Pruning Shears....60&10%
Rockdale Pruners....33⅓%
Standard Tree Pruners....75%
E. S. Lee & Co's. Pruning Tools....40%
P. S. & W. Co's. Shears....40%
Waters' Tree Pruners....75&10%

Pulleys
Awning....60@60&10%
Axle....50&10@60%
Brass screw....45&10%
Ceiling....50@10&60%
Clothes line, Japanned....60%
Common Sense....60%
Dumb Waiter....60@60&10%
Empire Sash Pulley....60%
Fox all steel....50%
"Grand Rapids," all steel....50%
Hay Fork, swivel eve., ℔ doz., 4 in., $3.75; 6 in., $5.00....55%
Hay Fork, Hartz, 4¼ in., ℔ doz., $6.00....50&10%
Hay Fork, 5 in., solid, $5.70....50%
Hot House....50&10@50&10&10%
Stowell's Anti-Friction, 5 in. wheel, ℔ doz., $12.00....40%
Side, Anti-Friction....60%
Shade rack....45%
Upright....50&10@50&10&10%

Pumps
Cistern, best grades....60@60&10%
Pitcher Spout, best grades....75&80%
Power Pumps, Myers'....50%
Spray Pumps, Myers....50&10%
Spray Pumps, Kohler's:
Daisy, net ℔ doz....$ 7.50
Mechanical, net ℔ doz....7.50
F. E. Myers & Bro., low list:
No. 1, Fig. 328, 3 in. Shallow Well Pump....13.00
No. 8, Fig. 328, 3¼ in. Shallow Well Pump....15.00
No. 5, Fig. 307, 3 in. Deep Well Pump....15.00
No. 6¼, Fig. 307, 3¼ in. Deep Well Pump....17.00
No. 14, Fig. 321, 3 in. Deep or Shallow Well Pump....15.00
No. 32, Fig. 522, 3 in. Deep Well Pump....17.00
No. 56, Fig. 331, 3 in. Shallow Well Pump....14.00
No. 59, Fig. 332, 3¼ in. Shallow Well Pump....17.00
No. 70, Fig. 333, 2¾ in. Deep Well Pump....15.00
No. 72, Fig. 333, 3 in. Deep Well Pump....15.00
No. 102, Fig. 448, 3 in. Lift Pump....9.00
No. 108, Fig. 448, 3¼ in. Lift Pump....11.00
No. 128, Fig. 510, 3 in. Lift Pump....7.00
No. 131, Fig. 510, 3¼ in. Lift Pump....8.50
No. 225, Fig. 389, Windmill Pump....12.50
No. 235, Fig. 408, Windmill Pump....16.00
No. 240, Fig. 406, Regulator Pump....28.00
No. 302, Fig. 477, Spray Pump, complete....11.50
No. 330, Fig. 547, Knapsack Spray Pump....10.00
Discount 50% f. o. b. Ashland.
No. 268, Fig. 513, Low Down Tank Force Pump, net....5.00
No. 320, Fig. 492, Bucket Spray Pump, net....2.00

Punches
Bemis & Call Co's.:
Cast Steel Drive....50%
Morrill's....50%
Niagara Hollow....45%
Niagara Solid....55%
Saddlers' or Drive, good....60&65%
Snells' Tinners'....40&5%

Rail
Barn Door, Light, Inches...	¼	⅜	½
℔ 100 feet	$1.40	1.95	2.60

Barn Door, "None Better" No. 1, ℔ ft....3½c
Barn Door, "None Better" No. 2, ℔ ft....4c
R. D. for N. E. Hangers:
Angular, ℔ ft., 6c....70%
Double Flange, ℔ ft., 8c....70%
Cronk's:....℔ Ft
O. N. T. style, No. 13....2½c
Double braced....3c
Lane's:
O. N. T. 1 in., ℔ 100 ft., net....$2.75
O. N. T. 1¼ in., net....3.00
O. N. T. 1½ in., net....4.00
Hinge Hanger, 1 in., ℔ 100 ft....3.50
" " 1¼ " " " " 3.96
Stowell's Wrought steel....25%
Sliding Door, Bronzed Wrought iron, ℔ ft....6½c
Sliding Door, Steel, Brass Plated, ℔ ft., 5½c
Sliding Door, Wrought brass, 1¾ in ℔ lb. 35c....25@30%
Victor Track Rail, 7c ℔ ft....60&10&2½%

Rakes, Etc
Cronk's:
Malleable....70%
New Champion....75%
Victor....80%
Anti-Clog Lawn....75%
Never Break Garden....75&10%
Queen City Lawn....40%
Kohler's:

	Net
Lawn Queen, 20	$3.45
" " 24	3.80
Jumbo Lawn, 36	5.25
Paragon (wood head)	2.75
Steel Garden, 10th	2.24
" " 12th	2.40
" " 14th	2.64
" " 16th	2.88

Rasps, Horse
Disston's....75%
New Nicholson Horse Rasp....70&10@75&5%
See also Files.

Razors
Electric....List Net
Boracic....60%
Fox....50%
J. R. Torrey Razor Co....20%
Wostenholm & Butcher, $10.00 to £....10%

Razor Hones
Belgian German and Swaty, all sizes....50%

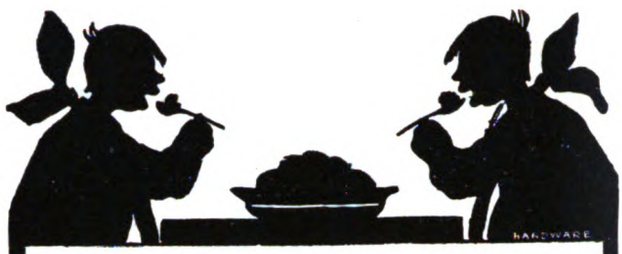
Registers and Ventilators
HOT AIR—
New list, July 1, 1906:
Black Japanned, White Japanned, Bronzed Finishes, Electro-Plated and Nickel Plated....70&10%
White Porcelain....60%
Solid Brass and Bronze Metal....50%

Revolving Chimney Tops
Iwans' Volcano....50&5%

Rifle Cleaners
Bishops':
Small Bore Rifle Cleaner, ℔ doz....$3.00

Rings
See Bull and Hog Rings.

Rivets and Burrs
COPPER—
Belt with Burrs....50&60&60%
Hose with Burrs....50&10@60%
IRON OR STEEL—
New list, Jan. 8, 1904.
Tinners....75&5%
Miscellaneous....75&5%



"The Proof of the Pudding Is the Eating"



That's exactly the case with

L & G 800 Butcher Knives

They are made of special steel carefully hammered and finely tempered.

Every Blade Warranted

We've made them ever since 1837.

Sixty Eight Years On the Market

Our Butcher Knives, like the rest of our line of

Fine Table Cutlery

have "improved with age." There's nothing like them on the market. They can't be beat in quality nor price.

Get a copy of our catalog— Make up a sample order and we feel confident you will send us many duplicate orders.

Don't delay— Write to-day.

Lamson & Goodnow Mfg. Co.
Shelburne Falls, Mass.
N. Y. Office, 45 Murray St.

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Rivet Sets
Regular list....70%

Rollers, Stay
Cronk's:

Nos.	50	55	56	60	65
₱ Dozen	$1.00	.60c	.75c	.75c	.90c

Rope
	₱ Lb
Cotton Rope:	
Best ¼ in. and larger	16¼c
Medium	14¼c
¼ in. and larger	
Common	10¼c
Jute Rope:	
A grade	6c
C grade	5½c
Manilla Pure:	
7-16 in. and larger	12c
⅜ in	12½c
¼ and 5-16	13c
Sisal, Pure:	
7-16 in. and larger	10c
⅜ in	10½c
¼ and 5-16 in	11c

Root Cutters
Lane's....25%

Rules
Athol, Steel....33⅓%
Boxwood....60&10@60&10&10%
Ivory....35&10@35&10&5%
Keuffel & Esser Co.:
Folding, wood....35&10%
" steel....33⅓&10%
Lufkin's:
steel....50&10%
Lumber....60%
Miscellaneous, Stanley's....60%

Sad Irons
DOVER ASBESTOS—
Polishing....50%
Pressing....50%
Laundry....45%
Sleeve....50%
Tourist....50%
Toy....50%
Blacklock:
Plain black in cases, ₱ 100 lbs....$2.75
Bronze finished in cases, ₱ 100 lbs....3.15
Aluminum finish, in cases, ₱ 100 lbs. 2.95
Full nickel, in cases, ₱ 100 lbs....3.75
COLD HANDLED—
Enterprise Mfg. Co. of Pa....20&5&5%

Safety Fuse
See Fuse.

Safety Lifts
Burr Mfg. Co., steel....70&10%

Sand and Emery Paper and Cloth
Baeder, Adamson & Co's. list:
Emery cloth....50&10@60%
Garnet paper....25%
Flint and emery paper....50&10@60%

Sash Balances
Caldwell Mfg. Co....50%
Pullman....50&10@60%
Victor bronze....75%
Victor steel....70%

Sash Chain
Competition....50&10%
Giant....40%
Monarch B. C. Co....70%
Pullman bronze....70%
Pullman cop steel....70&10&10%
Royal metal....65&5%
Steel B. C. Co....70&10%
Steel, copperplated....70%
Victor bronze....70%
Victor steel....75%

Sash Cord & Weight Fastener
Ives....40%

Sash Cord
Cable Laid Italian, ₱ lb....16@18c
Cable Laid Russia, ₱ lb....15c
Common India, ₱ lb....10c&10¼c
Patent Russia, ₱ lb....14c
Patent India, ₱ lb....12½@13c
Silver Lake:
A Quality, drab, ₱ lb....40c
A Quality, white, ₱ lb....35c
B Quality, drab, ₱ lb....35c
B Quality, white, ₱ lb....30c

Sash Fasteners
Imperial....$33⅓%
Sash rollers....70%
Ives casement fasteners....40%
Champion....50%
Monitor, steel....25%
Shutter sheaves....60%
Window screen sash lifts....62%

Sash Locks
Champion meeting rail....50%
Champion side....60%
Ives' patent:
Bronze and Brass....62½%
Crescent....50&10%
Iron....62½%
Window ventilating....60%
Robinson pat. ventilating sash lock....40%
Wrought bronze and brass....55%
Wrought steel....55%
Payson's signal....80%
Pullman patent ventilating....25%

Sash Weights
Ton lots at factory (Eastern)....$25.00

Sausage Stuffers or Fillers
Enterprise Mfg. Co....25@25&7½%
National Specialty Mfg. Co....30%

Saws
Atkins:
Band to 14 in. wide....20%
Band ¼ to 3-16 in. wide....50%
Butcher....40&10%
Pruning and Compass....40%
Circular....50%
Cross Cut....35&5%
Gang....50%
Hand, Panel and rip....40%
Wood....40&10%
Diamond Saw and Stamping Works:
Sterling Kitchen saws....25%
Disston's:
Circular, solid and inserted tooth....50%
Band 3 in. to 16 in. wide....60%
Band ¼ in. to 1¼ in....90%
Cross cuts....50%
Narrow cross cuts....55%
Mulay, mill and drag....50%
Framed wood saws....35%
Wood saw blades....35%
Wood saw rods....5
Hand saws, Nos. 12, 99, 9, 16, D100, D85,⅝ 120, 76, 77, 8....22⅝
Hand saws, Nos. 7, 107, 107¼, 8, 1, 0, 00, combination....30%
Compass, keyhole, pruning, dovetail, &c....25%
Butcher saws and blades....35%
C. E. Jennings & Co's.:
Butcher....30&10%
Hand Panel, rip & other saws..20&2½&10%
Peace:
Cross cuts....50%
Hand panel and rip....30%
Richardson:
Circular and mill....50%
X cuts....50%
Hand saws....30%
Star, Butcher....25%

HACK SAWS AND FRAMES—
Chatillon....30%
Diamond Saw & Stamping Works:
Sterling hack and saw blades....35%
Sterling hack saw frames....20%
Disston's:
Concave blades....25%
Keystone flex. back and mach. blades 40%
Hack saw frames....30%
Griffin's:
Complete....40&10%
Saw blades....35&5&10%
Star, saws and blades....22%

Saw Filer
Disston's D8 Clamp and Guide, $30.00 ₱ doz....30%

Saw Frames
C. E. Jennings & Co....20%
Richardson's Wood....net

Saw Sets
Atkins,
Criterion saw sets, ₱ doz....$6.00
Exclsior saw tools, " " 6.00
Disston's Monarch, Nos. 1 & 10 & Star..30%
Hart's patent lever....20%
Kohler's:
"Giant Royal," ₱ doz. net....$8.50
"Royal," ₱ doz. net....5.00
Morrill's:
Nos. 1, $15.00; 10, $15.63; 11, $15.63....50%
Cross cuts, Nos. 3 & 4, $20.63; 5, $30.00..50%
Richardson's....25%
Seymour Smith & Son, hammer, ₱ doz. $4.75
Stillman's, ₱ doz....1.00
Taintor's Positive, $18.00 ₱ doz....60%

Scales
Chatillon's:
Eureka....40%
Favorite....40%
Grocers' triple scales....50%
Family, Turnbull's....30@30&10%
Hatch:
Counter....40%
Tea....40%
Union Platform, plain....$1.80@$2.00
Striped....$2.00@$.20
Pelouze....50%

Scale Beams
Chatillon's No. 1....30%
Chatillon's No. 2....40%

Scrapers, &c
Adj. Box scrapers (S. R. & L. Co.) $6.00...45%
Box, 1 handle, ₱ doz....$2.00
Box, 2 handle, ₱ doz....$3.00@$4.00
Foot....55&5&@60&5%
Ship, Common, ₱ doz., net....$2.40
Ship, R. I. Tool Co....10%
SIDEWALK—
Kohler's steel No. 7, ₱ doz....$2.50

Screens
DOOR—

	₱ Doz
Phillips.	
Style E, ⅛ in	$10.00
Style O77, ⅛ in	7.50
Style X Y, ⅛ in	10.50

WINDOW AND FRAMES—
Phillips:
Flyer pattern....60&10@60&10&5%
Air Line pattern....60&10%
Perfection....60&10@60&10&5%
Screen frames....70&5@60&10%

Screw Drivers
Brace Screw drivers....25&10&5%
Buck Bros....30%
Screw Driver Bits....27½
Champion....40%
Disston's Flat Blade, electric, telegraph and cabinet makers....70%
Electric spiral, No. 01, ₱ doz., net....$6.00
Electric spiral, No. 02, " " " 5.00
Ellrich's socket and ratchet....40&10%
Fray's hollow hdle sets, No. 3, $12.00....50%
C. E. Jennings & Co., No. 285....40&10%
Jennings & Griffin....66⅔%
Sargent & Co's.:
No. 1 forged blade....50&10@50&10&5%
Nos. 20 and 40....66⅔%
Screw Driver bits (Snell's) ₱ doz....60c
Stanley R. & L. Co's.:
No. 64, varnished handles....60&10%
No. 86....70&10%
Victor....55%
Defiancio....70%
Snell's No. 5....75%
No. 10....80%
Nos. 20 and 30....70%
Tower & Lyon:
Champion....40%
Magazine....25%
Machinists'....40%
Belsley's patent....33⅓%

Screws
WOOD SCREWS—
List July 22, 1903.
Drive screws, diamond point....87½&10%
Iron, bright flat head....87½&10%
Iron, bright round and oval head....85&10%
Brass, flat head....85&10%
Brass, round head....80&10%
Bronze, flat head....77½&10%
Bronze, round head....75&10%
Nickel Plated, iron flat head....77½&10%
Nickel Plated, iron round head....77½&10%
MACHINE—
List, January 1, 1898.
Brass, flat head; Brass, round head; Iron, flat head; Iron, round head....50@50&10%
COACH, LAG AND HAND RAIL—
G. P. Coach, list Oct. 1, '99....75&12½%
Hand Rail....70&10@75%
Lag screws, list Oct. 1, 1890.
Cone Point....75&17½%

BENCH, HAND, ETC—
Bench, iron, ₱ doz....1 in., $2.50@$3.75 1¼, $3.00@$3.35; 1¼, $3.50@$3.75
Bench, wood, beech....30@30&5%
Hand, wood....30@30&5%
Jack Screws, Miller's Falls, roller bearing....50&10%
Jack Screws, Miller's Falls, without roller bearing....40&10&10%
Jack Screws, P. S. & W....50@50&5%
Jack Screws, Sargent's....70&10%

Scroll Saws
Cricket....10&10%
C. E. Jennings & Co....25%
Lester, complete, $10.00....15&10%
Rogers, complete, $4.00....15&10%

Scythes
₱ Doz
Wadsworth's:
Natural Finish, grass; Polished Blade, grass; Painted or Bronzed, grass; Clipper, grain; weed and bush....40%

Scythe Rifles
3-Coat, ₱ gro., $10.00 } 40%
4-Coat, ₱ gro., $12.00 }

Scythe Stones

	₱ Gro	
No. 1, Indian Pond	$ 7.00	40%
No. 2, " "	4.50	
White Mountain	9.00	
Black Diamond	12.00	
Lamoille	11.00	
Green Mountains	6.00	
Leader Red End	4.50	
Willoughby Lake	9.00	
Extra Quinnebog	7.00	
Pike's Corundum	24.00	
" Emery	15.00	

Seeders
Raisin, Enterprise....25@30%

Shears
Acme (cast)....40@40&5%
Ætna, Steel Japanned....30&20%
Ætna, Steel Nickeled....70&20%
Barnard Lamp Trimmers....40%
Carrier Cutlery Co.:
N. P. Straight Trimmers....66⅔%
N. P. Bent Trimmers....66⅔%
Japanned Straight....70&10%
Japanned Bent....70&10%
Cronks
Nickel Plated....60&10%
Japanned....60&20%
Heinisch's:
Straight Trimmers, etc. 60&10@60&10&10%
Tailors' Shears....40%
Tinners' Snips....40%
Pruning, See Pruning Hooks and Shears.
Seymour's Standard List:
Japanned....70%
Nickeled....60%
Standard Cutlery Co.:
Japanned....70&10%
Nickeled....60&10%
Star Brand:
Nickel Scissors....60%
Nickel Shears....60%
Japan Shears....70%
Tailors' Shears....40&10%
Pruners....70%
Tinners' Snips....40&10%

Shears, Hedge
Wm. Wilkinson & Sons....50%

Sheaves
SLIDING DOOR—
Corbin's list....60&10&2%
Hatfield's Pattern....70&10@80%
Stowell's Anti-Friction....50%
Patent Roller....60&10@60&10&5%
SLIDING SHUTTER—
Sargent's list....70%

Shells
See Ammunition.

Ship Tools
L. & I. J. White....25%

Shot
See Ammunition.

Shovels and Spades
Association List, Nov. 15....40%
F. E. Kohler Co....net prices
Avery Stamping Co....net prices

Shutter Bars
Ives'....45%

Shutter Bolts
See Bolts, Shutter.

Sifters, Flour
Hunter's Genuine, ₱ gross....$10.50@$11.50

Skate Sharpeners
Eureka....₱ doz., $1.75; ₱ gro., $18.00

Slaters' Tools
Plumbs....30%

Slaw and Kraut Cutters
Disston's:
Slaw, vegetable, corn grater, turnip shredder....40%
Kraut cutters, 24x7, 26x6, 30x9....55
Kraut cutters, 36x12, 40x12....40%
Enterprise Mfg. Co....25@30%
Tucker & Dorsey:
1 knife, ₱ gro....$18.@$20.00
2 knives, ₱ gro....$22.50@$30.00
Kraut cutters....40%
Woodrough & McParlin....40%

Sledges and Heavy Hammers
See Hammers.

Slicers
Vegetable, Enterprise....25%

Smiths' Bellows
See Bellows.

Snaps, Harness, &c
German, new list....40@40&10%
Sargent's:
Patent Guarded....66⅔%
Covered Spring....50@55%
Covert Mfg. Co.:
Covert Breast strap, bkle snaps....45%
Yankee Breast strap, bkle snaps....17½%
Breast strap protector....45&2%
Double for bits or trace carrier....45%
Trojan snaps....45%
High grade snaps....45%
Jockey snaps....35%
Derby snaps....30&2%
Rope snaps....35&5%
Yankee snaps....30&2%

Scythe Snaths
National Snath Co....45@50%
Grain cradles....40&12½%

Spoke Shaves
Bailey's (Stanley R. & L. Co.)....50&10%
Razor Edge....35%
Iron, ₱ doz....50&10%
Miller's Falls....15&10%
Seymour Smith & Sons, iron....20%
Wm. Johnson's:
Wood, best....30%
Wood, second quality....33⅓%

Spoons and Forks
Boardman's:
Nickel silver, catalogue "D"....net list
SILVER PLATED FLAT WARE—
L. Boardman & Son, cat'lge "D" net list
International Silver Co.:
"1847"....40&10%
"Anchor"....60%
"Eagle"....50&10%
"Star"....50&10%
Rogers, Smith & Co....50&10%
Rogers & Hamilton....40&10%
Holmes & Edwards....50&10&10%
German silver, unplated....60@60&5%
KNIVES AND FORKS, NO. 12—

	₱ Doz. Net
"1847"	$3.50
"Anchor"	3.25
"Eagle"	3.25
"Star"	3.25
Rogers, Smith & Co.	3.25
Rogers & Hamilton	3.25
Holmes & Edwards	3.00

Springs
See Door Springs.

Spring Balances
See Balances.

Spring Hinges
See Hinges.

Squares
Disston's Try sq're & T bevels, new list..70%
Try square and T bevel....60&10&1@70%
Winterbottom's Try and Mitre:
Iron Handle....40%
Wood Handle....50%
Nickel-pl'ted, new list, Jan. 5, '00. 70&10&10%
Steel and iron....70&10&10%

Staples
Barbed blind, ⅜, ⅝, & ¾ in., ₱ lb....6½c
FENCE—
Same price as Barb Wire, see trade report.

Stay Rollers
Cronk's, No. 50, net ₱ doz....$1.00
" " 55 " " " 60c
" " 56 " " " 84c
" " 60 " " " 84c
" " 65 " " " 80c
Lane's, Nos. 1, 2 and 3....40%

Steels
Chatillon's "Dicks"....30%

Stocks and Dies
BICYCLE—
Holroyd & Co....40&10%
BLACKSMITH'S—
Butterfield's....35&40%
Gardner....33⅓&10%
Holroyd & Co....50&10&5%
Holroyd's R'd Adj. screw plates....50%
Reece's new screw plates....25%
Lightning screw plate....25%
PIPE MAKERS—
Holroyd & Co....80&10%@80&10%

Stones
See Oilstones.

Stops
See Bench Stops.

Store Door Handles
See Handles.

Store Ladders
Lane's....10%
Myers' Noiseless....50%

Stove Bolts
See Bolts.

Stove Polish
See Polish, Stove.

Sweepers
See Carpet Sweepers.

Tackle Blocks
See Blocks.

Tacks, Brad, &c
List January 15, 1899.
American cut tacks....90&25%
S. S. cut tacks....90&30&5%
Carpet Tacks:
American blued....90&25&5%
American tinned....90&25&5%
Swedes Iron Tacks:
S. S....90&30&10&5%
Bill Posters' and Railroad Tacks:
S. S....90&45&5%
Common and Patent Brads....80&10&5%
Gimp Tacks:
S. S....90&45&5%
Hungarian Nails, steel....80&20&5%
Lace Tacks:
S. S....90&45&10%
Looking Glass Tacks....65&5%
Trimmers' Tacks:
S. S....90&30&10&5
Trunk and Clout Nails:
Steel, black....80&10%
Steel, tinned....80&10%
Upholsterer's Tacks:
S. S....90&40&5%
MISCELLANEOUS—
Double Point, in dozens....90&8tens
Shade, in dozens....90&10&10%
Shade, in bulk....80%

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Tack Pullers

Columbia, No. 1, ₱ doz., net.....$5.00
" " 2, " " " 1.00
Little Jack, ₱ doz., net..... 1.00

Tapes, Measuring

Eddy's:
American Asses' skin.....40&10@50%
Leather Case.....25@25&10%
Star steel.....40@40&10%
Steel.....30&5@35%
Chestermans.....25@25&5%
Keuffel & Esser Co.:
"Favorite" Ass skin.....40&10@50%
"Favorite" Duck & Leather.25&5@25&10%
Metallic steel, lower list.....35@35&5%
Pocket.....35@35&10%
Lufkin's steel and metallic.....30@33⅓%

Tap Borers

See Borers, Tap.

Taps

American Screw Co.:
Machine screw.....70%
Holroyd & Co's.:
Blacksmiths.....60&10%
Machine screw.....75&10@80%
Machinists's Hand:
1-16 to 1¼ in. inc.....65&10%
1⅜ to 2 in.....50&10&5%
2⅛ to 3 in. inc.....33⅓&10%
3⅛ to 4 in. inc.....20%
Pipe, ⅛ to 1¼ in.....80&20%
Pipe, 2 to 3 in.....80&15%
Pipe, 3½ and 4 in.....66⅔&15%

Tap Wrench

Rollis Hdw. Co., $6.00.....50%

Thumb Latches

See Handles.

Ties, Wall and Veneer

The Metal Stamping Co., Niagara...20&10%

Tinware

Stamped, Japanned and Pieced..net prices

Tire Bolts

See Bolts.

Tobacco Cutters

National Specialty Co.....40%
Enterprise Mfg. Co.....25@30%

Toilet Clippers

See Clippers.

Trammel Points

C. E. Jennings & Co., "Eureka".....25%
Disston's.....70%
Sargent's.....40&10%
Stanley's.....45%

Transom Lifters

Payson's solid grip, Nos. 643 and 644, ₱ 100, net.....$33.00
Payson's:
Balance, Iron list.....70&10&10%

Traps

FLY—

Balloon..... ₱ doz. $1.25, ₱ gro., $12.00
Globe..... " " 1.25, " " 12.00
Harper..... " " 1.40, " " 13.50

GAME—

Enterprise Mole..:.....15&10%
Hawley & Norton.....65%
Newhouse.....45@45&5%
Victor.....70&10@70&10&5%

MOUSE AND RAT—

Hotchkiss:
Metallic Mouse.....50%
Improved Rat.....50%
New Rat.....50%
Mouse, round wire, ₱ doz., $1.00.....10%
Mouse, wood, choker, ₱ doz. holes.....9c
Marty French rat & mouse traps (Genuine):
No. 1, Rat, ea. $1.21; ₱ doz.....$13.25
No. 3, Rat, ₱ doz., $6.50; case of 50.. 5.75
No. 3½, Rat, ₱ doz., $5.25; case of 72. 4.70
No. 4, Mouse, ₱ doz., $3.85; " " 150 3.00
No. 5, " " " $3.00; " " 150 2.25
Smith & Egge Mfg. Co.: ₱ Doz
Superior Rat Trap.....$15.00
Yankee Mouse Trap..... 5.50
Yankee Rat Trap..... 11.00

Trouser Hangers

Pullman No. 1, ₱ gro.....$ 9.00
" 4, " " 24.00

Trowels, Mechanics

Brade's Brick.....30%
Disston's:
Brick and Pointing.....30%
Plastering.....25%
"Standard Brand" and Garden.....35%
C. E. Jennings & Co.:
Brick.....30%
Plastering.....25%
Pointing.....30%
W. & McP. Plastering.....25%
"Rose" Brick, Plst'rng & Moulding..25&5%

Trowels, Garden

Kohler's:
Mal. Hdl. Jap., ₱ gross, net.....$5.00
" " Tinned, ₱ gross, net..... 6.20
Wood Hdl., ₱ gross, net..... 4.50
Disston's.....35%

Vegetable Slicers

Enterprise Mfg. Co.....25%

Vises

Oval slide.....60&10%
Solid box.....60&10@60&10&10%
Columbian Hdw. Co.:
Nos. 110 and over.....50&5%
Nos. 100 and under.....50&10%
Solid box, horseshoers', Nos. 60, 65 & 70 50&10%
Machinists', Parallel.....40&45%
Coachmakers'.....40%
Armstrong's:
Combination.....50%
Plain and Hinge.....60%
Bonney's Champion.....40&10
Holland's.....40%
Howard's.....40%
Little Giant Bench.....25&10%
Lowell Hand.....33⅓%
Massey:
Perfect.....20%
Clincher.....35@40%
Wood-working.....15@20%
Planer.....15@20%
Comb. Pine.....40%
Millers' Falls:
Mechanics'.....10%
Oval Glide.....60&10%
Ball Clamp.....45&10%
Hand.....15&10%
Moore's.....20%
Prentiss.....20&25%
Sargent's.....40%
Snediker's.....30@33⅓%
Stephen's.....30@33⅓%
Trenton.....40@40&5%
Wright's Pipe.....40%

SAW FILERS

Bonney's No. 1 & 3.....40%
Wentworth's.....40&10@50%

Wads

See Ammunition.

Wagon Jacks

Covert's Auto Screw Jacks.....30&2%
Mfg. Co's. steel.....45%
Automobile.....45%
Lane's steel.....30&10%

Washer Cutters

Otis A. Smith's.....20&10&10%

Weights, Hitching

Covert Mfg. Co.....40&2%

Well Wheels

Japanned, 8 to 14 in.....net

Weed Extractors

"Pastime," ₱ doz., net.....$1.75

Window Cleaners

Barnes Mfg. Co.....40%
Bosley's Peerless.....60%
Bosley's X. L. C. R.....70%
Clayton's.....25&10%
Phœnix.....60%

Window Stop Adjusters

Ives' new list.....35%
Taplin's "Perfection".....35%

Wire Gauges

See Guages.

Wire and Wire Goods

Brass wire.....30@30&5%
Bright Wire Goods:
New list June 24, 1903.....20&10&10&10%
Cast steel wire.....50%
Copper wire.....15%
Annealed & Tin. on spools.....70&10&10%
Brass and Cop. on spools.60&10@60&10&10%
Spooled wire, ass'd for retailing.....70&5%
Market Wire, Bright or Annealed:
Nos. 6 to 9.....80&5%
Nos. 10 to 18.....80%
Nos. 19 to 26.....80&10%
Nos. 27 to 31.....80&5%
Galvanized:
Nos. 15 to 26.....75&5%
Coppered:
Nos. 6 to 14.....75&10%
Nos. 15 to 18.....75&10%
Tinned:
Nos. 6 to 14.....77½%
Nos. 15 to 18.....75&5%
Cast steel.....65%
Charcoal iron.....60%
Gun screw.....65%
Picture wire, list of Oct. 2, 1900.....85&10@85&10&10%
Stub's steel wire.....$4.00 to$ 33⅓%

Wire Clothes Lines

See Lines.

Wire Cloth, Netting, &c

Galvanized wire netting.....80&10@80&15%
Painted screen cloth, good quality, ₱ 100 sq. ft.....$1.20@$1.25

Wire Rope

Bright.....50&2½%
Iron, galvanized.....42½&2½%

Wire Rope Clips

Crosby.....25%

Wire Stretchers

W. C. Heller's grip, ₱ doz.....$1.50

Wrenches

Agricultural.....75&10@75&10&10%
Alligator.....70&10%
Baxter's.....70@70&10%
Machinists.....50%
Solid handle.....50%
Bemis & Call's:
Briggs pattern.....30&10%
Improved Pipe, bright.....60%
Patent Combination black.....40&5%
Patent Combination bright.....40%
Bicycle:
Club.....40%
Superior.....40%
Featherweight.....40%
Protection.....40%
Boardman's.....30@33⅓%
Coes':
Genuine.....40&10&5&5%
"Mechanics".....40&10&10&5&5%
Coes' pattern, wrought bar....60&5@60&10%
Donohue's engineer.....40&10%
Eagle pipe.....50&10%
Gem.....30%
Stillson pipe.....60&10%
Acme.....60@60&10%
Bull Dog.....70%
Hercules.....70%

WHITE'S EDGE TOOLS

The feature that commends itself about White's Edge Tools is that they are easy going—they never cumber the shelves of a hardwareman.

Nearly Three-quarters of a Century on the Market

is the reason for this. They sell well because they are well made and because in all that time they have improved with age.

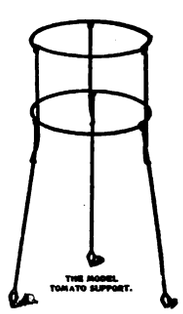
If you are looking for perfection in Edge Tools, look at White's. A single sample order will furnish conclusive proof.

Send for it to-day and be convinced.

L. & I. J. WHITE CO.

Buffalo, N. Y., U. S. A.

The Model Tomato Support



Is the only perfect, the best and cheapest tomato or plant support.

*

Made of heavy galvanized wire. Will not rust.

*

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Calcutta, raw, in barrels, ₱ gal.....60c
Lard, prime city, ₱ gal.....58@60c
Lard extra, No. 1.....47@48c
Lard, No. 1.....35@38c

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Barytes, Foreign floated, ₱ ton.....$17.50@19.00
Barytes, American floated, ₱ ton.....$1.00@18.50
Barytes, crude, ₱ ton.....$17.00@11.00
White Lead, American, dry, in bbls., ₱ lb.....6c
White Lead, American, in oil, in lots of less than 500 lbs., ₱ lb. net.....7c
In lots of 500 lbs. and over, ₱ lb.....6¾c
White Lead Eng., in oil, ₱ lb.....9¼c
Litharge Kegs, ₱ lb.....6¾@7¼c
Zinc, American dry, ₱ lb.....4¾@5c

Putty

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In bladders.....$1.75
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Spirits Turpentine

In regular bbls.....60@61c
In machine bbls.....61@61¼c

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Blue, Chinese	30@35
Blue, Prussian	28@34
Blue, Ultramarine	5@15c
Sienna, Italian, burnt & powdered	3@6½c
Sienna, Italian, raw & powdered	3@6½c
Umber, Turkey, burnt	2½@3½c
Umber, Turkey, raw	2½@3½c
Green, Chrome, ordinary	50@73c
Green, Paris, in kegs	12½@14½c
Indian, Red, American	30@35c
Indian, Red, English	4½@8½c

Colors in Oil

Black Lampblack, best	12@14c
Blue, Chinese	35@46c
Blue, Prussian	32@35c
Blue, Ultramarine	14@16c
Sienna, burnt	11@13c
Sienna, raw	11@13c
Umber, burnt	12@16c
Umber, raw	11@14c
Brown, Vandyke	11@14c

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Injectors, Excelsior
N. A. Watson, Erie, Pa.

Iron Enamel
Nickel Plate Stove Polish Co., Chicago, Ill.

Iron Works
The Wm. Bayley Co., Springfield, O.
J. E. Bolles Iron & Steel Works, Detroit, Mich.
Enterprise Foundry & Fence Co., Indianapolis, Ind.
Van Dorn Iron Works Co., Cleveland, O.

Jack Chains
Smith & Egge Mfg. Co., Bridgeport, Conn.

"Japalac"
Glidden Varnish Co., Cleveland, O.

Kitchen Cutlery
Goodell Co., Antrim, N. H.
Lamson & Goodnow Mfg. Co., Shelburne Falls, Mass.

Knife Sharpeners
Pike Mfg. Co., Pike, N. H.

Ladders, Folding
Udell Works, Indianapolis, Ind.
Berger Bros. Co., Philadelphia

Lamps, Bicycle
John H. Graham & Co., New York

Lanterns
Hurwood Mfg. Co., Bridgeport, Conn.

Lard Presses
Enterprise Mfg. Co. of Pa., Phila.

Lawn Fences
Adams Steel & Wire Works, Joliet, Ill.
The Wm. Bayley Co., Springfield, O.
Enterprise Foundry & Fence Co., Indianapolis, Ind.
Van Dorn Iron Works Co., Cleveland, O.
J. E. Bolles Iron & Steel Works, Detroit, Mich.

Lawn Rakes
Geneva Tool Co., Geneva, Ohio

Lawn Mowers
Chadborn & Coldwell Mfg. Co., Newburgh, New York.
Coldwell Lawn Mower Co., Newburgh, New York

Lawn Tools
Geneva Tool Co., Geneva, Ohio

Lead Pencils
Jos. Dixon Crucible Co., Jersey City, N. J

Lemon Squeezers
Berger Bros. Co., Philadelphia
Erie Specialty Co., Erie, Pa.
John H. Graham & Co., New York
John Sommer's Son, Newark, N. J.
Leader Mfg. Co., Hartford, Ct.

Letter Boxes
Taylor & Boggis Foundry Co., Cleveland, Ohio.

Levels
Stanley Rule & Level Co., New York
L. S. Starrett Co., Athol, Mass.

Light Gray Iron Castings
Taylor & Boggis Foundry Co., Cleveland, Ohio

Lighting Systems
American Gas Machine Co., Albert Lea, Minn.

Liquid Fillers
E. E. Nice, Philadelphia, Pa.

Locks and Knobs
John H. Graham & Co., New York

Lubricants
Jos. Dixon Crucible Co., New York and Jersey City, N. J.

Machinists' Tools
Barnes Tool Co., New Haven, Conn.
Henry Disston & Sons, Inc., Phila., Pa.
Walworth Mfg. Co., Boston, Mass.

Magnolia Metal
Magnolia Metal Co., New York

Mail Boxes
Vermont Slate Co., Zanesville, Ohio
Smith Bros. Mfg. Co., Indianapolis, Ind.

Mallets
John Sommer's Son, Newark, N. J.
Stanley Rule & Level Co., New York

Manufacturers' Agents
John H. Graham & Co., New York
Robert Murray, New York

Manure Forks
Am. Fork & Hoe Co., Cleveland, O.
Geneva Tool Co., Geneva, O.

Manure Hooks
Geneva Tool Co., Geneva, O.

Mats and Matting, Rubber
Voorhees Rubber Mfg. Co., Jersey City, New Jersey

Measuring Pumps
Enterprise Mfg. Co. of Pa., Phila.

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Measuring Tapes
Alfred Field & Co., New York
John H. Graham & Co., New York
Keuffel & Esser, New York

Meat Choppers
John Chatillon & Sons, New York
Enterprise Mfg. Co. of Pa., Phila.
John H. Graham & Co., N. Y.

Meat Cutters
Enterprise Mfg. Co. of Pa., Phila.
John H. Graham & Co., N. Y.

Metal Ceilings
Northrup, Coburn & Dodge Co., New York, N. Y.

Metal Side Walls
Northrup, Coburn & Dodge Co., New York, N. Y.

Mills, Coffee and Spice
The Wm. Bayley Co., Springfield, O.
John Chatillon & Sons, N. Y.
Enterprise Mfg. Co. of Pa., Phila.
Lane Bros. Co., Poughkeepsie, N. Y.

Mills, Drug
Enterprise Mfg. Co. of Pa., Phila.

Mincing Knives
Enterprise Mfg. Co. of Pa., Phila.
John H. Graham & Co., N. Y.

Molasses Gates
Taylor & Boggis Foundry Co., Cleveland, Ohio

Mop Wringer and Bucket
Eagle Cooperage Works, Circleville, O.

Motor Fans
A. Rosenberg Co., Baltimore, Md.

Mowing Machine Oilers
American Tube & Stamping Co., Bridgeport, Conn.

Nails
Fuller Bros. & Co., N. Y.

Nails, Galvanized
Keystone Nail Co., Inc., Phila., Pa.

Nail Sets
John H. Graham & Co., N. Y.
C. E. Jennings & Co., N. Y.
L. S. Starrett Co., Athol, Mass.
The H. H. Mayhew Co., Shelburne Falls, Mass.
Hurwood Mfg. Co., Bridgeport, Conn.
Sawyer Tool Mfg. Co., Fitchburg, Mass.

Needles
Alfred Field & Co., New York

Nettings
I. E. Palmer, Middletown, Conn.

Nippers
Alfred Field & Co., New York
L. S. Starrett Co., Athol, Mass.

Numbering Machines
Cushman & Denison, New York

Nuts
Columbus Bolt Works, Columbus, O.
Garland Nut & Rivet Co., Pittsburgh, Pa.

Office Railings
J. E. Bolles Iron & Wire Works, Detroit, Mich.

Oilers
American Tube & Stamping Co., Bridgeport, Conn.
Cushman & Denison, New York.

Oil Cans (Safety)
Vermont Slate Co., Zanesville, Ohio

Oil Stones
Pike Mfg. Co., Pike, N. H.

Oil Stoves
Taylor & Boggis Foundry Co., Cleveland, Ohio

Ornamental Iron Work
The Wm. Bayley Co., Springfield, O.
Enterprise Foundry & Fence Co., Indianapolis, Ind.
J. E. Bolles Iron & Steel Works, Detroit, Mich.
Van Dorn Iron Works Co., Cleveland, O.

Ovens, Gas Stove
Schofield & Co., Freeport, Ills.

Ox Yoke and Bows
Am. Fork & Hoe Co. Cleveland, O.

Packing Rubber
Voorhees Rubber Mfg. Co., Jersey City, N. J.

Padlocks
Ames Sword Co., Chicopee, Mass.
Alfred Field & Co., New York
John H. Graham & Co., New York
Smith & Egge Mfg. Co., Bridgeport, Conn.

Paints
Jos. Dixon Crucible Co., Jersey City, N. J
E. E. Nice, Philadelphia, Pa.
Geo. W. Pitkin Co., Chicago, Ill.

Paint Specialties
Adams & Elting Co., Chicago, Ill.
Eugene E. Nice, Philadelphia, Pa.

Paper Clips
Cushman & Dennison, New York

Paviors' Tools
John Stortz & Sons, Phila., Pa.

Patents
Davis & Davis, New York

Pencils
Jos. Dixon Crucible Co., Jersey City, N. J

Perforated Metals
Edwin B. Stimpson & Son, New York

Pincers, Carpenters
Champion Tool Co., Meadville, Pa.

Pipe Cutters
Armstrong Mfg. Co., Bridgeport, Conn.
Barnes Tool Co., New Haven, Conn.
Alfred Field & Co., New York
Walworth Mfg. Co., Boston, Mass.

Pipe Fittings
Walworth Mfg. Co., Boston, Mass.

Pipe Straps
Berger Bros. Co., Philadelphia
Walworth Mfg. Co., Boston, Mass.

Pipe Threading Machines
Armstrong Mfg. Co., Bridgeport, Conn.
Walworth Mfg. Co., Boston, Mass.

Pipe Vises
Armstrong Mfg. Co., Bridgeport, Conn.
Walworth Mfg. Co., Boston, Mass.

Pipe, Wrought
Walworth Mfg. Co., Boston, Mass.

Pistols
Harrington & Richardson Arms Co., Worcester, Mass.
J. Stevens Arms & Tool Co., Chicopee Falls, Mass.

Planes
C. E. Jennings & Co., New York
Stanley Rule & Level Co., New York

Planes, Hoof
Champion Tool Co., Meadville, Pa.

Planters' Hoes
Geneva Tool Co., Geneva, O.

Plant Supports
Igoe Brothers, Brooklyn, N. Y.

Plated Ware
Luther Boardman & Son, East Haddam, Conn.
Alfred Field & Co., New York

Plates, Machinery
Schwerdtle Stamp Co., Bridgeport, Conn

Pliers
Hurwood Mfg. Co., Bridgeport, Conn.

Pliers, Fencing
Cronk & Carrier Mfg. Co., Elmira, N. Y.
Alfred Field & Co., New York

Plumbers' Supplies
Berger Bros. Co., Phila., Pa.
Smith & Egge Mfg. Co., Bridgeport, Conn

Pocket Cutlery
Alfred Field & Co., New York
John Chatillon & Sons, New York

Polish, Stove
Black Satin Polish Co., New York, N. Y.
Jos. Dixon Crucible Co., Jersey City, N. J
Nickel Stove Polish Co., Chicago, Ills.

Polishes, Liquid
Geo. W. Huffman, Indianapolis, Ind. and New York

Polishes, Paste
Geo. W. Huffman, Indianapolis, Ind. and New York

Postal Scales
Pelouze Scale & Mfg. Co., Chicago, Ill.

Post Hole Diggers
John H. Graham & Co., New York
F. E. Kohler & Co., Canton, Ohio

Potato Hooks
Am. Fork & Hoe Co., Cleveland, O.
Geneva Tool Co., Geneva, O.

Poultry Netting
New Jersey Wire Cloth Co., New York, Trenton, Chicago, San Francisco.

Pressed Steel Tiling and Brick
Northrup, Coburn & Dodge Co., New York, N. Y.

Pruning Shears
Cronk & Carrier Mfg. Co., Elmira, N. Y.

Pulleys, Hoisting
F. E. Myers & Bro., Ashland, Ohio

Pulleys (Self-Adjusting)
I. E. Palmer, Middletown, Conn.

Pumps
F. E. Myers & Bro., Ashland, Ohio.

Punches
Chandler & Farquhar, Boston
The H. H. Mayhew Co., Shelburne Falls, Mass.

Punches, Spring
Alfred Field & Co., New York
Smith & Egge Mfg. Co., Bridgeport, Conn

Push Plates
Champion Safety Lock Co., Geneva, O.

Railings, Wire and Iron
The Wm. Bayley Co., Springfield, O.
J. E. Bolles Iron & Wire Works, Detroit, Mich.
Stewart Iron Works, Cincinnati, O.

Rail, Barn Door
Cronk & Carrier Mfg. Co., Elmira, N. Y.
McKinney Mfg. Co., Allegheny, Pa.

Railroad Brasses
Magnolia Metal Co., New York

Railways
Seaboard Air Line Railway, Portsmouth, Va., J. W. White, Gen. Ind. Agent
M. V. Richards, Land & Ind. Agt., Southern Ry., Washington, D. C.

Raisin Seeders
Enterprise Mfg. Co. of Pa., Phila.
Goodell Co., Antrim, N. H.

Rakes
Geneva Tool Co., Geneva, O.
John H. Graham & Co., New York

Razors
Alfred Field & Co., New York
Jos. Rodgers & Sons, New York and Sheffield, England

Razor Grindstones
Pike Mfg. Co., Pike, N. H.

Razor Guard
L. T. Weiss, Brooklyn, N. Y.

Razors, Safety
Kampfe Brothers, New York
Gem Cutlery Co., New York
Reichard & Schneber Mfg. Co., New York, N. Y.

Reamers
C. E. Jennings & Co., New York
Wiley & Russell Mfg. Co., Greenfield, Mass.

Reels, Wood
John Sommer's Son, Newark, N. J.

Reels, Rope
Udell Works, Indianapolis, Ind.

Refrigerators
Cooper & McKee, Brooklyn, N. Y.

Registers, Warm Air
Berger Bros. Co. Philadelphia

Revolvers
Harrington & Richardson Arms Co., Worcester, Mass.

Revolving Horse Hay Rakes
Geneva Tool Co., Geneva, O.

Rifflers
The H. H. Mayhew Co., Shelburne Falls, Mass.

Rifles
Harrington & Richardson Arms Co., Worcester, Mass.
J. Stevens Arms & Tool Co., Chicopee Falls, Mass.

Rivets
Berger Bros. Co., Philadelphia
Garland Nut & Rivet Co., Pittsburgh, Pa.
C. C. & E. P. Townsend, New Brighton, Pa.

Roasters and Bakers
The Bronson Walton Co., Cleveland, O

Roof Bolts
Columbus Bolt Works, Columbus, O.

Roofing, Asbestos
Stowell Mfg. Co., Jersey City, N. J.

Roofing, Gravel
Stowell Mfg. Co., Jersey City, N. J.

Roofing and Roofers' Supplies
Am. Steel Roofing Co., Middletown, O.
Berger Bros. Co., Philadelphia
National Sheet Metal Roofing Co., Jersey City, N. J.
Stowell Mfg. Co., Jersey City, N. J.

Roofing, Metal Shingles and Tiles
National Sheet Metal Roofing Co., Jersey City, N. J.

Roof Rods
Columbus Bolt Works, Columbus, O.

Rubber Cement, Elastic
Stowell Mfg. Co., Jersey City, N. J.

Rules
Alfred Field & Co., New York
Stanley Rule & Level Co., New York

Rules, Steel
Keuffel & Esser, New York, N. Y.
Massachusetts Tool Co., Greenfield, Mass.
Sawyer Tool Mfg. Co., Fitchburg, Mass.
L. S. Starrett Co., Athol, Mass.

Sad Irons
Blacklock Foundry, South Pittsburgh, Tenn.
Enterprise Mfg. Co. of Pa., Phila.

Sad Iron Handles
Enterprise Mfg. Co. of Pa., Phila., Pa.
Fanner Mfg. Co., Cleveland, Ohio

Sand and Emery Paper
Baeder, Adamson & Co., New York, Philadelphia, Boston and Chicago

Sash Balances, (Spring)
Pullman Mfg. Co., Rochester, N. Y.

Sash Chain and Attachments
Pullman Mfg. Co., Rochester, N. Y.

Sash Chains
Smith & Egge Mfg. Co., Bridgeport, Conn.

Sash Fasteners
Champion Safety Lock Co., Geneva, O.

Sash Fixtures
Smith & Egge Mfg. Co., Bridgeport, Conn.

Sash Lifts
Champion Safety Lock Co., Geneva, O.
Columbian Hardware Co., Cleveland, O.

Sash Locks
Champion Safety Lock Co., Geneva, O.
H. B. Ives Co., New Haven, Conn.

Sash Locks, (Ventilating)
Pullman Mfg. Co., Rochester, N. Y.

Sash Ribbon and Attachments
Pullman Mfg. Co., Rochester, N. Y.

Sausage Stuffers
Enterprise Mfg. Co. of Pa., Phila.

Saws
Henry Disston & Sons, Phila., Pa.
C. E. Jennings & Co., New York

Saws, Butchers'
John Chatillon & Sons, New York

Saw Gummers
Ajax Mfg. Co., Pittsburgh, Pa.

Saw Sets
Alfred Field & Co., New York
Charles Morrill, New York

Saw Tools
C. E. Jennings & Co., New York

Scales
American Cutlery Co., Chicago, Ill.
John Chatillon & Sons, New York
Osgood Scale Co., Binghampton, N. Y.
Pelouze Scale & Mfg. Co., Chicago

Scrapers, Drag and Wheel
Syracuse Chilled Plow Co., Syracuse N. Y.

Screen Doors
A. J. Phillips Co., Fenton, Mich.

Screen Door Catches
Am. Hardware Mfg. Co., Ottawa, Ill.
Caldwell Mfg. Co., Rochester, N. Y.

Screen Door Pulls
Champion Safety Lock Co., Geneva, O.

Screws
Robert Murray, New York

Screw Cases
J. D. Warren Mfg. Co., Chicago, Ill.

Screw Drivers
John H. Graham & Co., New York
Hurwood Mfg. Co., Bridgeport, Conn.
C. E. Jennings & Co., New York
H. H. Mayhew Co., Shelburne Falls, Mass.
North Bros., Mfg. Co., Philadelphia
Stanley Rule & Level Co., New York

Screw Plates
Alfred Field & Co., New York
Walworth Mfg. Co., Boston Mass.
Wiley & Russell Mfg. Co., Greenfield, Mass.

Scythes and Grass Hooks
Alfred Field & Co., New York

Scythe Rifles
Pike Mfg. Co., Pike, N. H.

Scythe Snaths, Grass and Bush
Geneva Tool Co., Geneva, O.

Scythe Stones
Geneva Tool Co., Geneva, O.
Pike Mfg. Co., Pike, N. H.

Seed Sowers
Goodell Co, Antrim, N. H.

Sectional Shelving
J. D. Warren Mfg. Co., Chicago

Seals
Schwerdtle Stamp Co., Bridgeport, Conn

Settees, Iron
Stewart Iron Works, Cincinnati, O.

Sharpening Machines
John Chatillon & Sons, New York

Sharpening Stones
Pike Mfg. Co., Pike, N. H.

Shears, Compound Portable Leverage
Chas. Swan & Co., Corry, Pa.

Shears and Scissors
Alfred Field & Co., New York
R. Heinisch's Sons Co., Newark, N. J.
Joseph Rodgers & Sons, New York

Sheep Shearing Machines
Am. Shearer Mfg. Co., Nashua, N. H.

Shelving, Hardware
J. D. Warren Mfg. Co., Chicago, Ill.

Shingles and Tiles
National Sheet Metal Roofing Co., Jersey City, N. J.

Ship Carpenters' Tools
L. & I. J. White Co., Buffalo, N. Y.

Shoe Lasts and Stands
Blacklock Foundry Co., South Pittsburg, Tenn.

Shoe Shiners
Piqua Bracket Co., Piqua, Ohio

Shot Guns
Harrington-Richardson Arms & Tool Co., Worcester, Mass.
Savage Arms Co., Utica, N. Y.
J. Stevens Arms & Tool Co., Chicopee Falls, Mass.

Shovels
A. J. Phillips Co., Fenton, Mich.
Geneva Tool Co., Geneva, O.

Show Cases
J. D. Warren Mfg. Co., Chicago, Ill.

Show Case Hinges
Columbian Hardware Co., Cleveland, O.

Sidewalk Chisels
Geneva Tool Co., Geneva, O.
L. & I. White Co., Buffalo, N. Y.

Sidewalk Cleaners
Geneva Tool Co., Geneva, O.

Sidewalk Lights
The Wm. Bayley Co., Springfield, O.
J. E. Bolles Iron & Wire Works, Detroit, Mich.

Sidewalk Scrapers
Geneva Tool Co., Geneva, O.

Sidewalk Shovels
Geneva Tool Co., Geneva, O.

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Silver Ware
Luther Boardman & Son, East Haddam, Conn.

Sinkers, Ringed and Adjustable
Enterprise Mfg. Co., Akron, Ohio

Sink Strainers
F. H. & E. B. Vrooman, Chicago, Ill

Sinks, Cast Iron
Blacklock Foundry, South Pittsburgh, Tenn.

Skewers
John Chatillon & Sons, New York

Skylights, Galvanized Iron and Copper
National Sheet Metal Roofing Co., Jersey City, N. J.

Slaw Cutters
Enterprise Mfg. Co. of Pa., Phila.
Henry Disston Sons, & Philadelphia, Pa.
C. E. Jennings & Co., New York
The J. M. Mast, Mfg. Co., Lititz, Pa.

Soapstone Foot Warmers
Pike Mfg. Co., Pike, N. H.

Soapstone Griddles
Pike Mfg. Co., Pike, N. H.

Solder
Berger Bros. Co., Philadelphia

Spading Forks
Geneva Tool Co., Geneva, O.

Speaking Tubes
Berger Bros. Co., Philadelphia

Specialties, Hardware and Household
Parks & Parks, Troy, N. Y.

Spikes
Fuller Bros. & Co., New York

Spiral Screw Drivers
North Bros. Mfg. Co., Phila, Pa.

Spoke Shaves
Alfred Field & Co., New York
Stanley Rule & Level Co., New York

Spring Balances
John Chatillon & Sons, New York

Spring Hinges
Bommer Bros., Brooklyn, N. Y.
Columbian Hardware Co., Cleveland, O.
Niles Mfg. Co., Chicago

Springs, Door
Columbian Hardware Co., Cleveland, O

Springs, Wire
John Chatillon & Sons, New York

Squares, Steel
L. S. Starrett Co., Athol, Mass.

Stable and Foundry Pails
Eagle Cooperage Works

Stamps, Steel
Schwerdtle Stamp Co., Bridgeport, Conn

Staple Pullers
Cronk & Carrier Mfg. Co., Elmira, N. Y

Stay Rollers
Cronk & Carrier Mfg. Co., Elmira, N. Y.
John H. Graham & Co., New York
McKinney Mfg. Co., Allegheny, Pa.

Steamfitters' Supplies
Armstrong Mfg. Co., Bridgeport, Conn.
Walworth Mfg. Co., Boston, Mass.
Barnes Tool Co., New Haven Conn.

Steam, Water and Gas Tools
Armstrong Mfg. Co., Bridgeport, Conn.
Barnes Tool Co., New Haven, Conn.
Walworth Mfg. Co., Boston, Mass.

Steel
American Tube & Stamping Co., Bridgeport, Conn.

Steel Hinges, Spring
Bommer Bros., Brooklyn, N. Y.

Steel Letters and Figures
Schwerdtle Stamp Co., Bridgeport, Conn

Steel Measuring Tapes
Keuffel & Esser, New York
L. S. Starrett Co., Athol, Mass.

Steel Roofing
Am. Steel Roofing Co., Middletown, O.

Steel Rules
L. S. Starrett Co., Athol, Mass.

Steel Skips
Syracuse Chilled Plow Co., Syracuse, N. Y.

Stencils
Schwerdtle Stamp Co., Bridgeport, Conn

Stocks and Dies
Armstrong Mfg. Co., Bridgeport, Conn.
Alfred Field & Co., New York
Wiley & Russell Mfg. Co., Greenfield, Mass.

Stone Hooks
Geneva Tool Co., Geneva, O.

Store Fixtures
J. D. Warren Mfg. Co., Chicago

Store and Warehouse Trucks
Syracuse Chilled Plow Co., Syracuse, N. Y.

Stove Boards
Cooper & McKee, Brooklyn, N. Y.

Stove Trimmings
Fanner Mfg. Co., Cleveland, O.

Strapping Belts
Ames Sword Co., Chicopee, Mass.

Street Hoes
Geneva Tool Co., Geneva, O.

Strops, Razor
Alfred Field & Co., New York
Gem Cutlery Co., New York, N. Y.
Gibford Mfg. Co., Adrian, Mich.
Kampfe Bros., New York, N. Y.

Sugar Beet Tools
Geneva Tool Co., Geneva, O.

Sugar Kettles
Blacklock Foundry, South Pittsburgh, Tenn.

Squares, Steel
Henry Disston & Sons, Inc., Phila., Pa.

Swing Chair
Haggard & Marcusson, 425 So. Cancal St., Chicago, Ill.

Swings, Roller
American Machine Co., Wilmington, Del.

Swivels, Minnow Gangs
Enterprise Mfg. Co., Akron, Ohio.

Tables, Folding
Udell Works, Indianapolis, Ind.

Tack Pullers
John H. Graham & Co., New York
The H. H. Mayhew Co., Shelburne Falls, Mass.
Hurwood Mfg. Co., Bridgeport, Conn.

Tailors' Shears
R. Heinisch's Sons Co., Newark, N. J.

Taps
Wiley & Russell Mfg. Co., Greenfield, Mass.

Ten Cent Specialties
Franklin Specialty Co., Reading, Pa.

Thistle and Dock Diggers
Geneva Tool Co., Geneva, O.

Tinners' and Roofers' Supplies
Berger Bros. Co., Philadelphia
National Sheet Metal Roofing Co., Jersey City, N. J.

Tinners' Snips
R. Heinisch's Sons Co., Newark, N. J.

Tool Chests and Cabinets
Geneva Tool Co., Geneva, O.
C. E. Jennings & Co., New York
Am. Tool Chest Co., New York, N. Y.

Tools
Armstrong Mfg. Co., Bridgeport, Conn.
Alfred Field & Co., New York
Geneva Tool Co., Geneva, O.
Hurwood Mfg. Co., Bridgeport, Conn.
C. E. Jennings & Co., New York
Massachusetts Tool Co., Greenfield,
North Bros. Mfg. Co., Philadelphia, Pa.
Sawyer Tool Mfg. Co., Fitchburg, Mass.
Stanley Rule & Level Co., New York
L. S. Starrett Co., Athol, Mass.
L. & I. J. White Co., Buffalo, N. Y.
J. Stevens Arms & Tool Co., Chicopee Falls, Mass.
Walworth Mfg. Co., Boston, Mass.

Tools, Blacksmiths'
Champion Tool Co., Meadville, Pa.

Tools, Farriers'
Champion Tool Co., Meadville, Pa.

Toys, Iron
Arcade Mfg. Co., Freeport, Ills.

Transom Chains
Smith & Egge Mfg. Co., Bridgeport, Conn

Traps, Rat and Mouse
Smith & Egge Mfg. Co., Bridgeport, Conn
J. M. Mast Mfg. Co., Lititz, Pa.

Trolling Outfits, Etc
Enterprise Mfg. Co., Akron, Ohio

Trouser and Skirt Hanger
Caldwell Mfg. Co., Rochester, N. Y.
Pullman Mfg. Co., Rochester, N. Y.

Trowels
Henry Disston & Sons, Philadelphia
Alfred Field & Co., New York
C. E. Jennings & Co., New York

Trucks, Store
John Chatillon & Sons, New York
John H. Graham & Co., New York

Tube Expanders
Ajax Mfg. Co., Pittsburgh, Pa.

Tubes, Seamless Drawn
American Tube & Stamping Co., Bridgeport, Conn.

Tubing
American Tube & Stamping Co., Bridgeport, Conn.

Turnbuckles
Columbus Bolt Works, Columbus, O.

Twist Drills
C. E. Jennings & Co., New York

Valves, Pump
Berger Bros. Co., Philadelphia
F. E. Myers & Bro., Ashland, Ohio

Vases, Iron
Stewart Iron Works, Cincinnati, O.

Varnishes
Adams & Elting Co., Chicago, Ills.
Glidden Varnish Co., Cleveland, O.
E. E. Nice, Philadelphia, Pa.

Ventilating Sash Locks
Champion Safety Lock Co., Geneva, O.

Ventilators
Berger Bros. Co., Philadelphia

Vises
Armstrong Mfg. Co., Bridgeport, Conn.
Alfred Field & Co., New York
Columbian Hardware Co., Cleveland, O.
John H. Graham & Co., New York
Walworth Mfg. Co., Boston, Mass.

Wagon Jacks
Covert Mfg. Co., West Troy, N. Y.
Lane Bros. Co., Poughkeepsie, N. Y.
J. V. Hankinson, Franklin, Ohio.

Wagon Scales
Osgood Scale Co., Binghampton, N. Y.

Washers, Iron and Steel
Columbus Bolt Works, Columbus, O.

Washing Machines
Blackstone Mfg. Co., Jamestown, N. Y.
H. F. Brammer Mfg. Co., Davenport, Ia.
Boss Washing Machine Co., Cinn., O.
Voss Bros. Mfg. Co., Davenport, Iowa.
White Lily Washer Co., Davenport, Ia.
Wayne Mfg. Co., St. Louis, Mo.

Water Coolers
Buffalo Mfg. Co., Buffalo, N. Y.

Water Filters
Fulper Pottery Co., Flemington, N. J.
Gate City Filter Co., New York, N. Y.

Water Motors
A. Rosenberg Co., Baltimore, Md.

Wheelbarrows
Bryan Mfg. Co., Bryan, Ohio
Syracuse Chilled Plow Co., Syracuse, N. Y.

Window Screens and Doors
John H. Graham & Co., New York
A. J. Phillips Co., Fenton, Mich.

Wire, Coiled Spring
John Chatillon & Sons, New York

Wire Cloth
New Jersey Wire Cloth Co., New York, Trenton, Chicago, San Francisco
Buffalo Wire Works Co., Buffalo, N. Y.

Wire Gates, Fences and Fencing
Adams Steel & Wire Works, Joliet, Ill.
J. E. Bolles Iron & Wire Works, Detroit, Mich.
Enterprise Foundry & Fence Co., Indianapolis, Ind.

Wire Goods
J. E. Bolles Iron & Wire Works, Detroit, Mich.
New Jersey Wire Cloth Co., New York, Trenton, Chicago, San Francisco
Buffalo Wire Works Co., Buffalo, N. Y.

Wire Lathing
New Jersey Wire Cloth Co., Trenton and New York

Wire, Market
Berger Bros. Co., Philadelphia
Fuller Bros., New York
New Jersey Wire Cloth Co., New York, Trenton, Chicago, San Francisco

Wire, Music
Alfred Field & Co., New York

Wire Nails
Fuller Bros. & Co., New York

Wire Sash Cord & Attachments
Pullman Mfg. Co., Rochester, N. Y.

Wire Springs
John Chatillon & Sons, New York

Wire Straighteners
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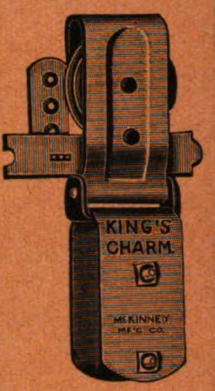
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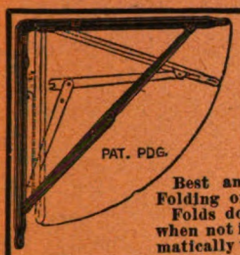
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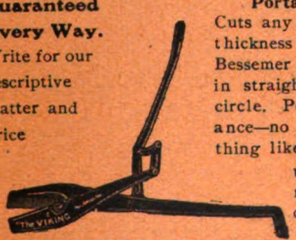
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NO. 7

HARDWARE

NEW YORK
JULY 10
1905

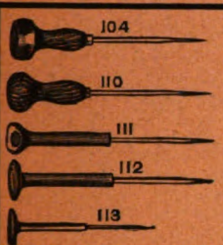
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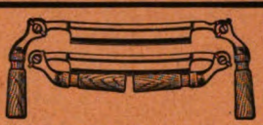
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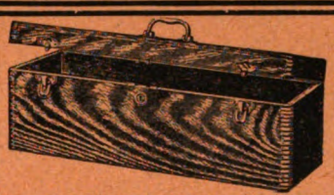
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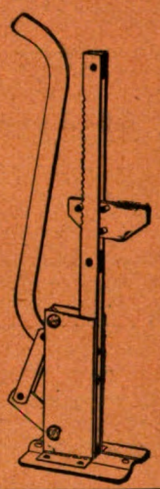


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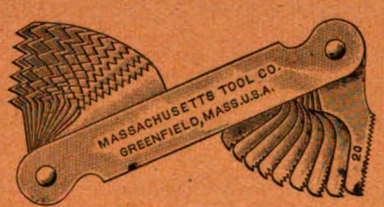
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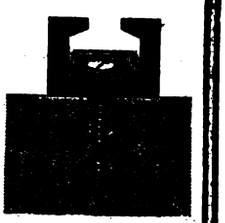
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Water Filters

Are as represented--always.

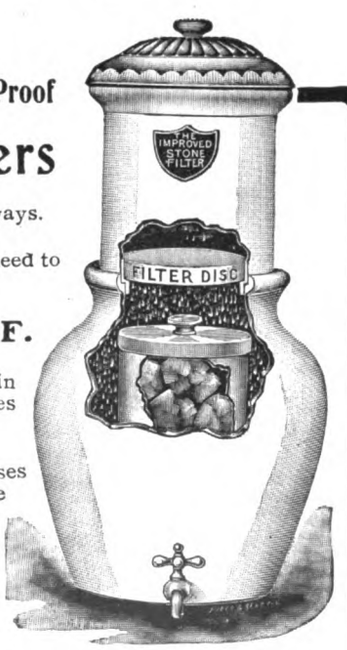
Every Filter is guaranteed to be absolutely

GERM PROOF.

Every Filter is perfect in every detail when it leaves our factory.

Prevent Zymotic diseases by pushing the sale of these goods in your locality.

A handsome display card with each shipment.



FULPER POTTERY CO.

Flemington, N. J., U. S. A.



Are you prepared for the coming Water-Cooler Season?

It's high time you considered your purchases of these Summer Necessities.

We make Water Coolers,—a wide variety of styles and sizes,—attractively finished,--*and they keep the water cold!*

Our extensive lines of Water Filters,---just the thing for Spring Sales,---Water Coolers, Chafing Dishes, Table Kettles, Baking Dishes, Crumb Trays and Scrapers, Urns, Cuspidors and Bath Room Fixtures are illustrated and described in our interesting catalogue.

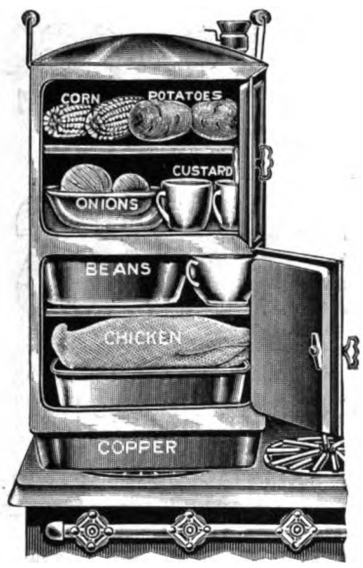
Shall we send our catalogue—and discounts?

The BUFFALO MFG. CO.

Buffalo, N. Y.

BRANCHES:
18 Warren Street, New York.
238 Arch St., Philadelphia.
40 Dearborn St., Chicago.
247 Coronado Bldg., Denver.
61 Steuart St., San Francisco.

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Mr. Dealer

Do you know there's a demand for a **good** steam cooker which you should supply? The profit on goods you are "out of" will never come back. We prefer to sell a progressive dealer rather than direct.

IDEAL STEAM COOKERS

are advertised thoroughly in all the national publications from Ladies' Home Journal down. Get our proposition, it means profits—**Dollars**—to you. We are the largest manufacturers in the world. Our lines are complete. We make all good kinds; Square (with whistles), Round (with whistles) in all desirable sizes, at all prices.

36-PAGE BOOK FREE, write for it to-day, with confidential prices to dealers.

THE TOLEDO COOKER CO.,

DESK 20 **TOLEDO, OHIO**

"PULLMAN" SASH SPRING BALANCES.



Used in the Finest New Buildings

Just as good for Old Buildings

If you have not a stock for Spring trade, ORDER NOW!

PULLMAN MFG. COMPANY,
ROCHESTER, N. Y., U. S. A.

78 YEARS. ESTABLISHED 1825. 78 YEARS.

CELEBRATED **HEINISCH** SHEARS,
ACKNOWLEDGED THE BEST.



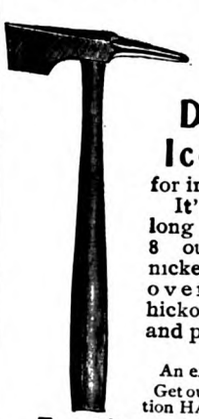
Tailors' Shears, Trimmers, Scissors, Tinners' Snips, Etc.

R. HEINISCH'S SONS CO.,
F. A. VORDERMEIER,
NEW YORK MANAGER.

155 CHAMBERS ST.
MAIN OFFICE AND FACTORY,
NEWARK, N. J.

5 10 15 Cents Specialties

made by us are of such high quality that you will wonder how we can afford to sell them at that price. Take our



Dandy Ice Pick

for instance.

It's 11 inches long and weighs 8 ounces, head nickel-plated all over; handle of hickory, varnished and polished.

An excellent seller.

Get our catalog—Mention HARDWARE.

Franklin Specialty Co.
Reading, Pa.

Polygon Conductor Pipes Won't Burst.

The twist in the corrugation checks the sudden fall of ice and water, thus protecting the joints. It stands hard knocks because it is corrugated. Again, it is much handsomer than plain pipe. Made in copper and galvanized iron.

Catalogue and information free.

Address Dept. H,

THE
American Steel Roofing Co.
Middletown, O.

METAL SHINGLES AND TILES

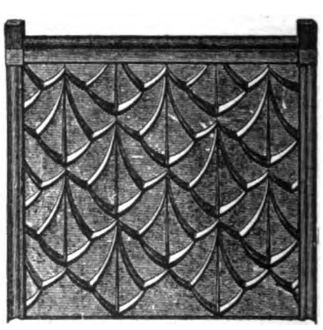
from Tin, Galvanized Tin and Copper, earn easy and good profits for Hardwaremen.



Best for Country Houses

because they are rust, storm and fire proof. Least costly as they require no painting and after care.

We have a large variety of styles.



Let us tell you of special proposition in detail. Drop us a line.

MENTION HARDWARE

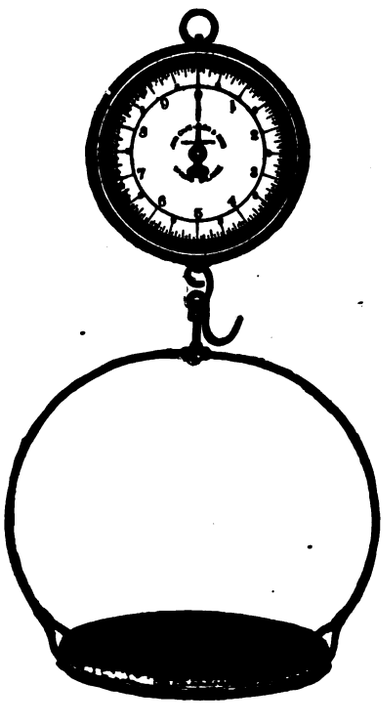
The National Sheet Metal Roofing Co.

339-345 GRAND ST., JERSEY CITY, N. J.

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CHATILLON SPRING SCALES.

OUR attention having been called to the fact that inferior makes of Spring Scales are being sold to butchers as "Chattillon" Scales, we deem it due to the trade and to ourselves, in order to protect the merits of our Spring Scales, so well and favorably known for more than sixty years, to inform you that every Spring Scale manufactured by us

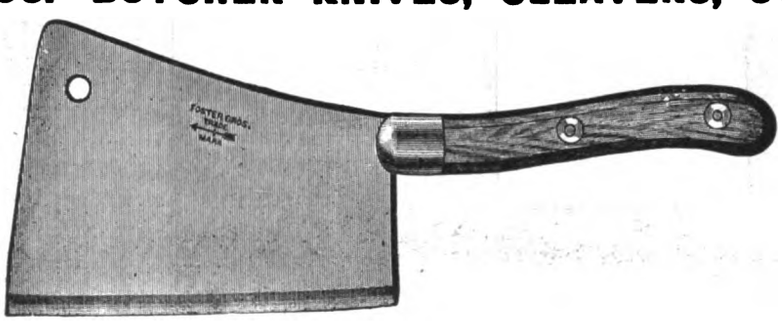


has our name as makers plainly on the dial, thus:

John Chatillon & Sons. Makers. New York. U.S.A.

and any scale without this name on the dial is NOT A GENUINE CHATILLON SCALE.

FOSTER BROS.' BUTCHER KNIVES, CLEAVERS, STEELS, ETC.

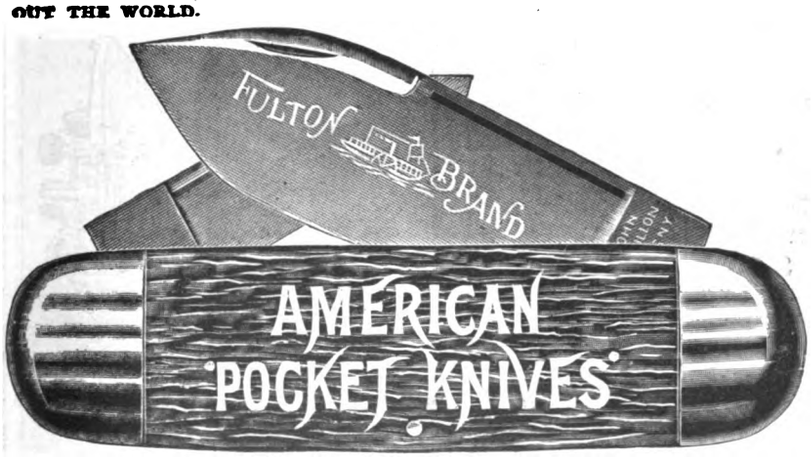


These Tools are recognized in the Markets, Packing Houses and Abattoirs throughout the United States as the standard of excellence, quality being the first consideration. We carry in stock every style and size of Knives, Cleavers and Steels used in cutting meat; also Knives for kitchen use in Hotels, Restaurants and for domestic purposes.

FRIEDERICH DICK'S MAGNET DIAMOND STEELS.



By careful workmanship and the use of a special steel in their manufacture THEY HAVE BECOME FAMOUS THROUGHOUT THE WORLD.



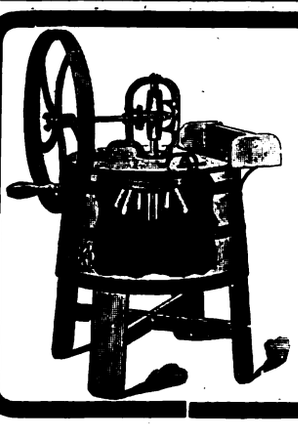
Finest Quality American Pocket Cutlery in large variety. Knives that are good sellers and will give satisfaction to the user.

ESTABLISHED 1835

JOHN CHATILLON & SONS, New York City.

85 to 93 CLIFF STREET and 12 JACOB STREET.

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TOO many Dealers overlook the importance of selling a Washing Machine that has a reputation, that is widely advertised.

O. K. Washing Machines

are being extensively advertised--and sooner or later, you'll have a call for O. K. Washers.

Successful hardwaremen are those who prepare for coming events—before they arrive.

Ask for our booklet and see how good the O. K. Washer really is.

Booklet and special prices on request.

H. F. BRAMMER MFG. CO., Davenport, Ia.

No 10 Oplex Double Grinder

oval glass front



many other styles

get catalog c

Made in Cleveland Ohio by

The Bronson-Walton Co

New York John H Graham & Co

The Jewel Rotary

The Machine That Appeals to Economical Women

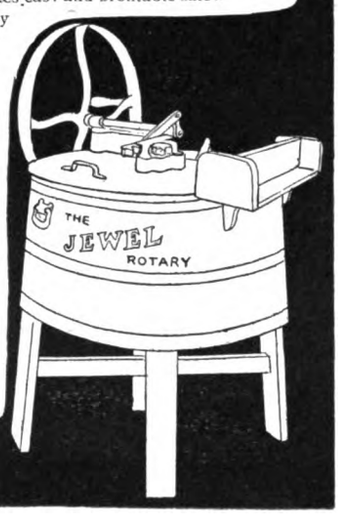


These justly popular washers are proving the fastest sellers and greatest trade builders in the hardware field. Their remarkably low price, **25% cheaper than any other rotary washer on the market,** gives dealers a forceful talking point, which combined with their cleanliness, ease of operation and effective work makes easy and profitable sales.

The Jewel has less machinery than any other rotary, making it much easier to operate and less liable to get out of order. It is durably made, finished in Mahogany finish, with two coats of varnish, outside castings Gold Bronzed, inside castings heavily galvanized. Furnished with stave legs if so desired.

Wherever these washers are introduced they sweep aside all competition of other Machines.

Write for full descriptions and prices of the 20 different machines we manufacture.



WAYNE MFG. CO
ST. LOUIS, MO.

Custom Made
FLY SCREENS

Fine Goods. Reasonable Prices.
Good Profits to Dealers. No Investment.
Agency Outfit Free.
The A. J. Phillips Co., Fenton, Mich.
23 Years Experience. 3½ Acres Floors.

ELEVATORS & DUMB WAITERS

We make a specialty of manufacturing them. Also appliances for same.
O'NEILL ELEVATOR CO. 628 Cherry Street, Philadelphia Pa.



STOP AND THINK

6000

Live hardware dealers find the White Lily Washing Machine the best washer and the best seller on the market.

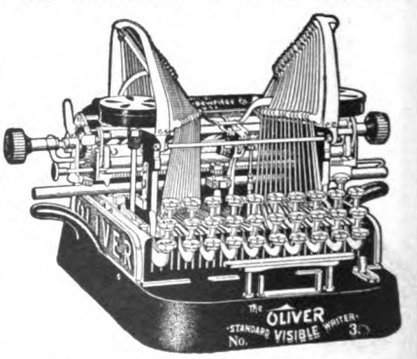
If you have not got a reserved seat in the band wagon you had better write today.

White Lily Washer Co.

Toledo, Ohio. Davenport, Iowa.

The OLIVER Typewriter

THE STANDARD VISIBLE WRITER



ITS RECORD HAS NEVER BEEN EQUALLED

CATALOGUE FREE

The Oliver Typewriter Company
310 Broadway, New York

AGENCY **JOSEPH RODGERS & SONS, LTD.**
FOR CENTURIES THE WORLD RENOWNED HOUSE OF
JOSEPH RODGERS & SONS, Ltd.
SHEFFIELD, ENGLAND
Has had neither equals nor superiors in the manufacture of

Carving Knives and Forks, Table Cutlery, Scissors,

CORPORATE MARK

Razors, Hunting and Bowie Knives, Pocket Cutlery, &c.

ALFRED FIELD & CO., 93 Chambers St., New York

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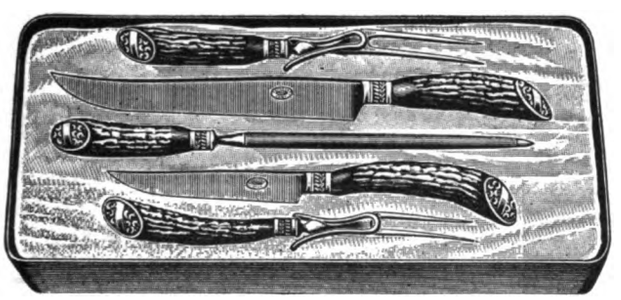
Lamson & Goodnow Carving Sets

HAVING had "quality" for our watchword for sixty-eight years, we are turning out Carvers that are looked up to as the standard of quality.

Putting the best material into all our Carvers, and exercising scrupulous care in finishing them. -:- -:- -:- -:-



All Around Excellence



is the inevitable result. More than that: They are the most popular—the most profitable to buy and sell. -:- -:-

If you are not acquainted with the L. & G. proposition, write us. We'll send you our L. & G. Catalogue and quote you L. & G. prices on our entire line of cutlery. -:- -:- -:- -:- -:-

Mention HARDWARE

Lamson & Goodnow Mfg. Co.

Shelburne Falls, Mass.

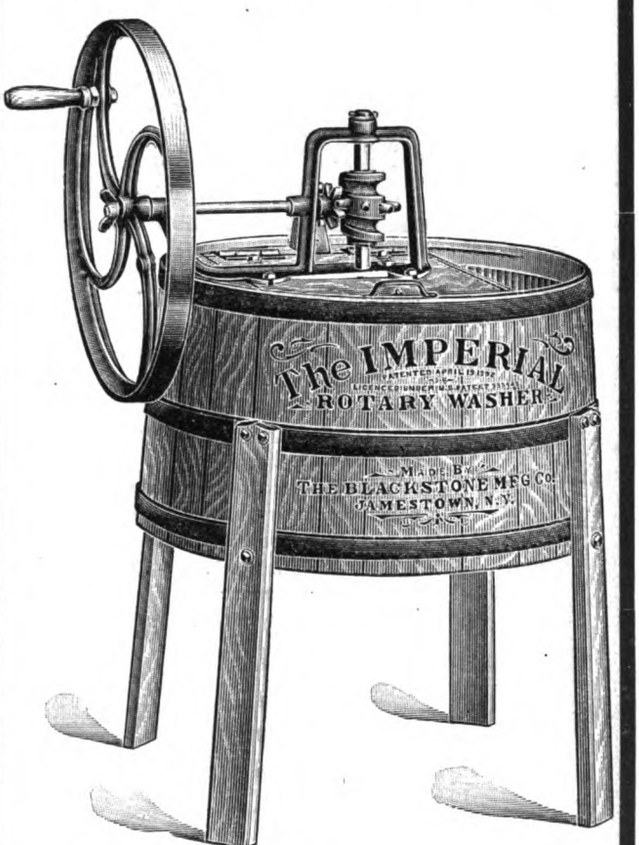
N. Y. Office: 45 Murray Street.

Something New

IMPERIAL ROTARY WASHER

Has sliding cylinder on square steel post, insuring greatest strength of any rotary gearing. Has **all steel roller bearings** making it NOISELESS, speedy and easy to turn.

Handsomely finished. All castings are in Gold Alluminum Bronze. Extra large tub with plenty of room for Wringer.



Hardware men will search long to find a machine equal to our Ball-bearing Imperial Rotary as a seller.

With its many improvements it is a good investment for both dealer and user. Write us for Catalogue and we will show you the most complete line of Washers on the market.

The

Blackstone Manufacturing Co.

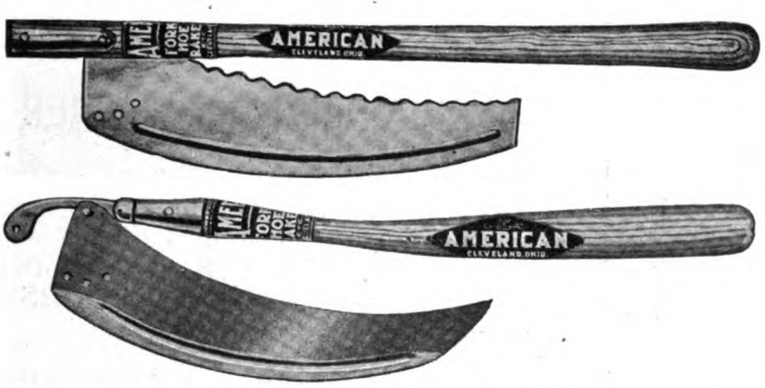
Jamestown, New York

(Oldest and largest makers of Washing Machines in the United States)

Established 1871

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CORN HOOKS



"Cut Easy"
"Acme" "Dent"
Serrated
Yankee

American Fork and Hoe Co.
Cleveland, - Ohio.

EAGLE MOP WRINGERS

are made right in every particular, and will give longer and better service than others less carefully made.

With no parts to stretch or break, the rolls in the EAGLE always close tightly and give the best possible results in use.

Write for descriptive circular and prices; or ask your jobber. If he is up-to-date, he has EAGLE MOP WRINGERS in stock.

Eagle Cooperage Works,
CIRCLEVILLE, O.



Voorhees Rubber Mfg. Co.
Jersey City, N. J.



Manufacturers of
Superior Qualities of
Rubber Hose, Belting and Packing
Rubber Mats, Matting, Etc.

We have a reputation for making GARDEN HOSE that does hard service and on which claims for defect are not made.

Send for samples for season of 1905.

Catalogue and prices on application.

If you're Looking for First Class
UP-TO-DATE BARROWS
ORDER THE • • •
Champions, the World's Best.
All Kinds of Wood and Steel Barrows.



THE BRYAN MFG. CO., BRYAN, OHIO, U. S. A.

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SALES

can be more quickly made when goods are displayed in a brilliant light. Customers will linger to look over other goods in a store lighted by

American Automatic Lighting Systems

They bring out all the strong points of the articles on sale. This peerless lighting system can be purchased and installed at a low price, and considering the fact that they cost less to maintain and give a greater candle power per gallon of gasoline than any other light on the market, they prove themselves not only money makers but money savers.

Ask for catalogs and estimates.

American Gas Machine Co.
Albert Lea, Minn.



A

POSITIVE,

FORCEFUL

SELLING AGENT

IS THE

QUALITY

OF THE



DISSTON SAWS

THEY

DEVELOP

TRADE.

HENRY DISSTON & SONS, INC.
PHILADELPHIA, PA.

Enter your order with

Blacklock Foundry

South Pittsburg
Tennessee

We Don't Want Orders



from consumers for a can of Black Satin Polish because we would rather have the dealer make the profit.

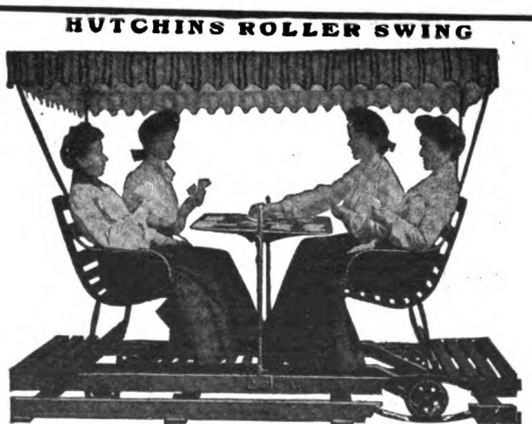
We Do Want Orders

from dealers who can see the advantages of selling a polish that has no equal. Retails at 25 cents ½ pint, 3 dozen in case 5 lb. cans, 6 cans in case.

Order from your jobber.

BLACK SATIN POLISH CO.
107 Chambers St., NEW YORK.

HUTCHINS ROLLER SWING



The Most COMPLETE, PRACTICAL and ATTRACTIVE SWING ever put on the market. Operates without Exertion. Delightful Motion.
Sold through the Hardware Trade.

AMERICAN MACHINE CO.
Eastern Manufacturers **Wilmington, Del.**

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The Whole World Uses Graphite

The Hardware Trade Finds Profit in These DIXON Productions

Dixon's Silica—Graphite Paint
Dixon's Lubricating Graphites
Dixon's Graphite Greases
Dixon's Automobile Lubricants
Dixon's Carpenters' Pencils, Etc.

Write For Dixon's Production Catalogue

JOSEPH DIXON CRUCIBLE CO. JERSEY CITY, N. J.

You take no risk on the quality. We make only the best.



Sand Papers in Reams and Rolls — Flint Paper, Garnet Paper, Emery Paper, Emery Cloth

HAIR FELTING for covering Boilers, Steam and Water Pipe, and lining Refrigerators.

BAEDER, ADAMSON & Co.
780 MARKET STREET, PHILADELPHIA.
67 BEEKMAN STREET, NEW YORK.
143 MILK STREET, BOSTON.
102 LAKE STREET, CHICAGO.

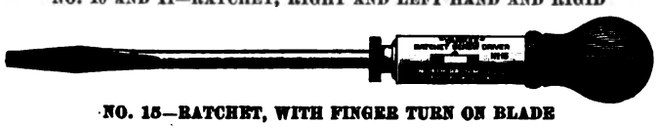
"YANKEE" TOOLS

ARE THE NEWEST, CLEVEREST AND QUICKEST SELLING

Ask Your Jobber About Them.

Send for "Yankee" Tool Book


NO. 10 AND 11—RATCHET, RIGHT AND LEFT HAND AND RIGID


NO. 15—RATCHET, WITH FINGER TURN ON BLADE


NO 30 AND 31—SPIRAL RATCHET, RIGHT AND LEFT HAND AND RIGID


NO. 40-41-44—AUTOMATIC DRILL


NO. 50—RECIPROCATING DRILL FOR WOOD OR METALS

NORTH BROS. MFG. CO.

New York Agents, John H. Graham & Co., 113 Chambers Street, PHILADELPHIA, PA.

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Sprague Correspondence School of Law,
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ESTABLISHED 1836.

ALFRED FIELD & CO.

93 Chambers and 75 Reade Street, New York.

A STRONG COMBINATION.

We are Sole Agents in the United States for:

JOSEPH RODGERS & SONS, LIMITED, Best Cutlery in the World.
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L. HUGONIOT TISSOT, Best Pliers, Nippers, &c., in the World.
T. U. S. SHEAR CO. OPERATIVE SOCIETY LTD., Best Sheep Shears in the World.
THE IMPERIAL ENAMEL CO., Best Enamelled Signs in the World.
WEBSTER & HORSPALL, Best Steel Wire in the World.
W. K. & C. PEACE, Best Lawn Scythes and Grass Hooks.
EDWARD GEM & Co., Hedge and Garden Shears.

WAX WIRE

AN ENTIRELY NEW THING.

A simple method of making perfect Vent Holes in cores for castings. Write for particulars.

MACHINE, COIL AND HALTER CHAINS, WESTON'S DIFFERENTIAL PULLEY BLOCKS, CHESTERMAN'S MEASURING TAPES, &c., &c., &c.

Anything wanted from abroad imported to order. Exporters of Hardware and all kinds of American Products. CORRESPONDENCE SOLICITED.

FRANK MILLER'S

Carriage Requisites

FRANK MILLER'S CARRIAGE TOP DRESSING

Gives an Elastic, Durable Waterproof Gloss, and is positively safe to use on the finest stock.





FRANK MILLER'S AXLE OIL.

Superior to Castor Oil; lasts longer, and will not gum.

Manufactured by

THE FRANK MILLER CO.,
349 & 351 WEST 26TH STREET,
NEW YORK.

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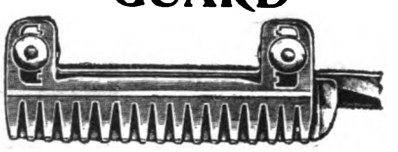
ARMSTRONG'S
Hinged Vises.

Built of Best Malleable Iron with Steel Jaws and are Interchangeable and Simple in Construction. Will take pipe from ⅛ to 4½ inches. Send for Catalogue of Water, Gas and Steam Fitters' Tools.

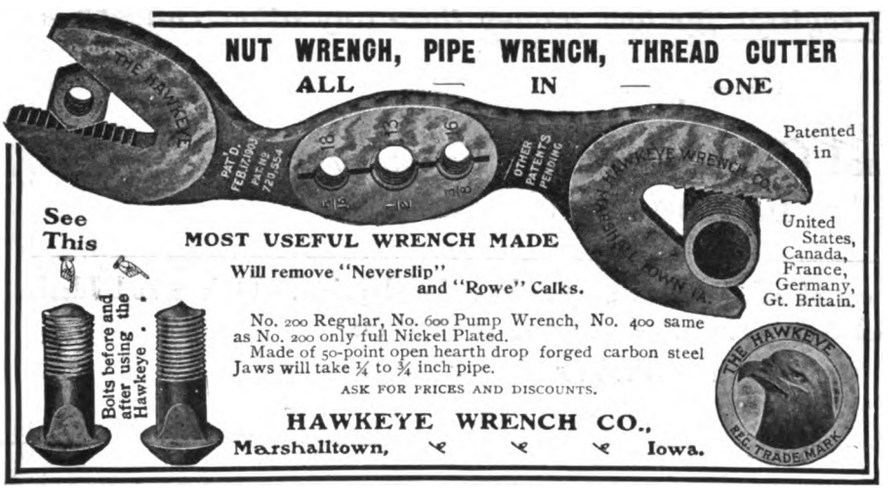
The Armstrong Mfg. Co.,
BRIDGEPORT, CONN.
New York Office, 139 Centre Street.



THE SHAVEZY GUARD



May be adjusted to any blade.
Instantly changed from right to left.
Is the Best and a Cheap Guard.
Get my prices, which are right.
L. T. WEISS, SOLE MANUFACTURER.
286-90 Graham St., Brooklyn, N. Y.



THE SCHWERDTLE STAMP CO.,
MANUFACTURERS
Fine Hand Cut STEEL LETTERS and FIGURES,
Send for Catalogue. BRIDGEPORT, CONN.



THERE'S A HEAP O' SATISFACTION

in a name—a name that stands for bestness—best quality.

Take Axle Grease for instance: if there's any kind that gives all-a-round and lasting satisfaction, it's

FRAZER'S AXLE GREASE.

Its the Grease of quality; puts all the "just as good as" Frazer kind in the shade. Sells quickest; lasts longest. Sold in boxes, cans, pails, kegs, barrels. The question is: how mnch do you need?

FRAZER LUBRICATOR COMPANY,
85 Murray St., New York.



Whenever Hardwaremen Discuss

the relative merits of various brands of Axle Grease, and the conversation turns to

Profits in Axle Grease

invariably the concensus of opinion expressed is that

Snow Flake Axle Grease Is the Most Profitable

to buy—the most profitable to sell. It's made of good stuff; lasts longest; sells quickest; has found a ready market for 21 years. Need more be said?

SNOW FLAKE AXLE GREASE CO.,
FITCHBURG, MASS.

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$25, $50, $65, $75, $85, $100

Sold on Easy Monthly Payments



We Guarantee

To furnish a better cash register for less money than any other concern.

National Cash Register Company

DAYTON, OHIO

Slightly used Nationals and registers of other makes at greatly reduced prices. Unions and Ideals at $30 and $60. Hallwood registers at $50, etc.

MENTION "HARDWARE."

New Jersey Wire Cloth Co.

MANUFACTURES

THE ROEBLING STANDARD WIRE LATHING,

"JERSEY" POULTRY NETTING AND FARM FENCING,

PAINTED AND GALVANIZED WINDOW SCREEN CLOTH,

and every kind of

IRON, STEEL, BRASS and COPPER WIRE CLOTH.

TRENTON, NEW JERSEY. 117 and 119 Liberty Street, NEW YORK. 171 and 173 Lake Street, CHICAGO. 25 and 27 Freemont Street, SAN FRANCISCO.



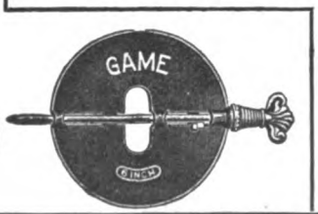




The TAYLOR & BOGGIS FOUNDRY CO.

MANUFACTURERS OF

LIGHT GRAY IRON CASTINGS,



BUILDERS' HARDWARE.

Dampers, Oil and Gas Stoves, Furnace Lamps, Molasses Gates, Letter Boxes, Hardware Specialties.

CLEVELAND, - O.



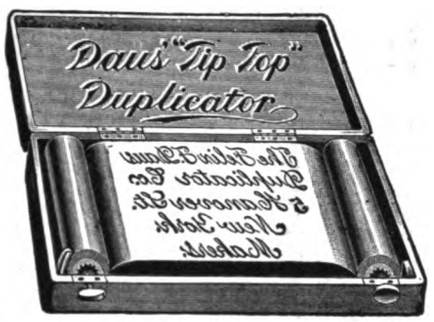
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"Right Up To The Scratch"

in every particular. No matter what you wish to duplicate: letters, circulars, invoices, menus or music,—or how many, 50 —150,—

"DAUS' TIP TOP DUPLICATOR"



is always ready for service.

Thousands of pleased customers testify to this fact.

HAVE YOU GOT ONE?

If not, get one. Price $5. It saves time and money on your print bill.

The Felix P. J. Daus Duplicator Co.,
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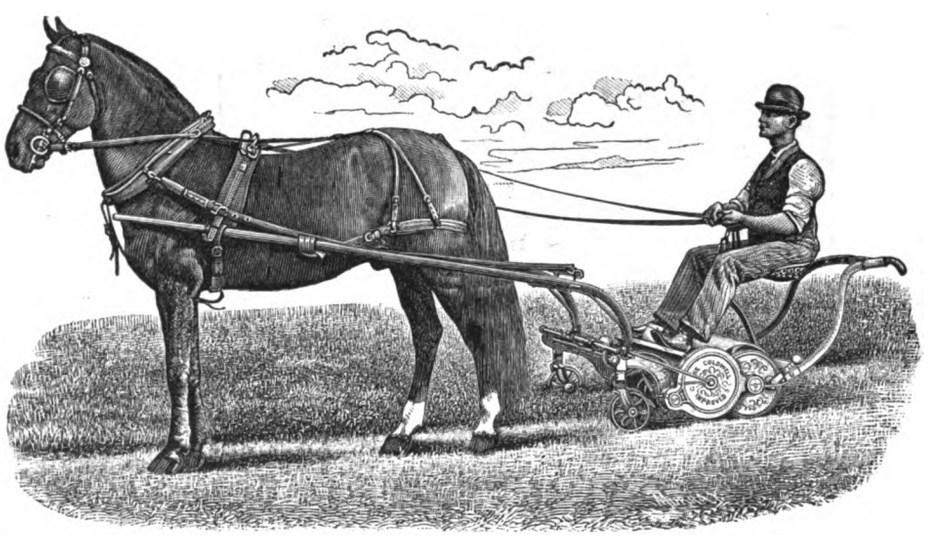
Everywhere leading physicians endorse it because it removes absolutely all disease germs and all other impurities, making all drinking water pure, odorless and sparkling. Most easily cleaned. Price moderate. We help you sell it.

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HAND, HORSE AND MOTOR POWER



Used exclusively on the Parks of New York, Brooklyn, Buffalo, and on the grounds of 90% of the leading Golf Clubs of the United States and Canada.

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Cuts any metal any thickness to No. 12 Bessemer steel easily in straight, angle or circle. Perfect clearance—no kinks. Nothing like it. Every user of sheet metal needs one.

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TOYS
TANKS
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LITTLE GIANT GAS STOVE.

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It Saves Marring, Upsetting, or Springing the Arbors; cleaning out the centres and taking off the dogs, etc., etc.

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Wire Fencing,
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The name **MYERS** on Pumps and Hay Tools fixes their rank, indicates their quality and "separates them from the Goats," figuratively speaking.

That's why "all Hats Come Off" when the **MYERS** come in sight and why *The Glass Valve Takes Competition Off Its Feet.*



THE MYERS PUMPS, HAY TOOLS AND STAY-ON DOOR HANGERS

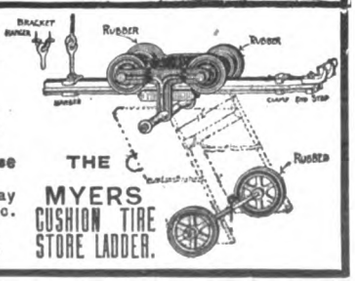
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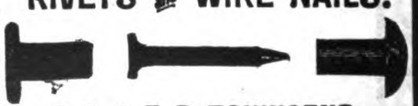
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F. E. MYERS & BRO., Ashland, O.



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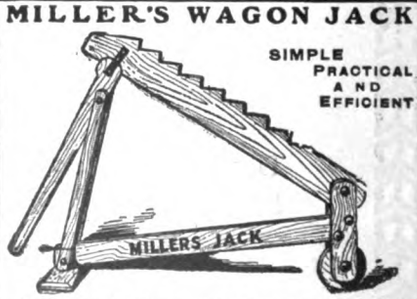
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New Brighton, Penn.

MILLER'S WAGON JACK

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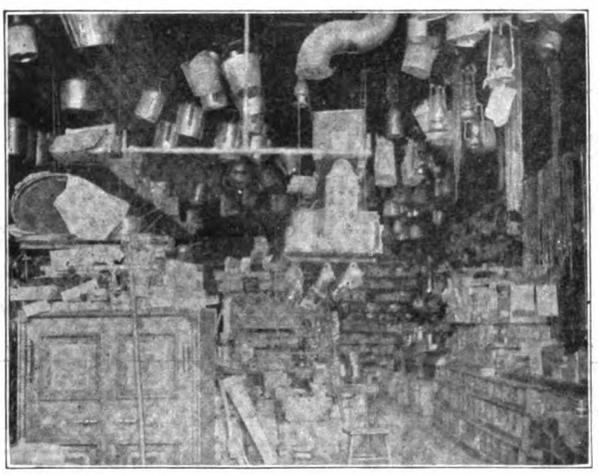


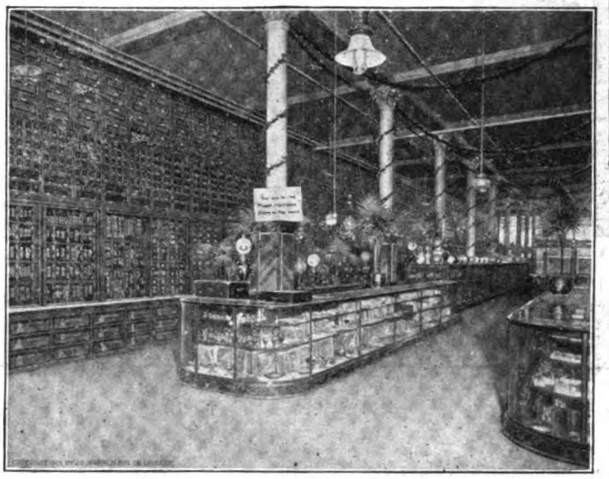
If not handled by your Jobber we will supply your order. Manufactured by

J. V. HANKINSON, FRANKLIN, O.
Successor to Thos. F. Miller, Jr.

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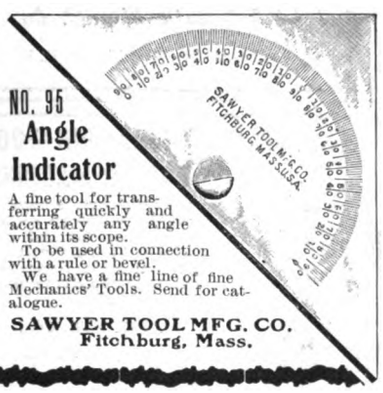
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J. D. WARREN MFG. CO., CHICAGO, U. S. A.



NO. 95 Angle Indicator

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To be used in connection with a rule or bevel.

We have a fine line of fine Mechanics' Tools. Send for catalogue.

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Fitchburg, Mass.

If you want the best for your money, buy

GENUINE

Barnes' Pipe Cutters

Their equal in quality and durability has yet to be produced.

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Barnes Tool Co., New Haven, Ct.

Tool Chests

All sizes, complete with tools, for boys, youths, gentlemen, farmers, railroads and carpenters' use; also Tool Cabinets.

Machinists' and pipe fitters' empty Tool Chests.

Agents for Steel Tool Chests.

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AMERICAN TOOL CHEST CO.
200 West Houston St., New York, U. S. A.

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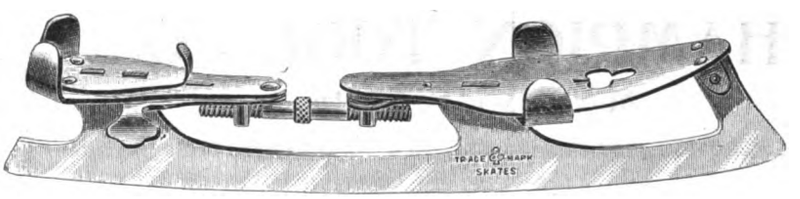
MANUFACTURED BY

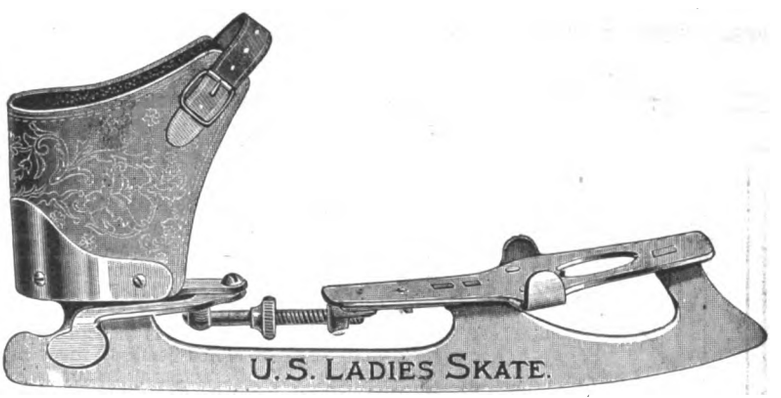
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Club, Hockey and Ladies' Patterns

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IF You are in the market we can interest you in our line of .·. .·. .·.

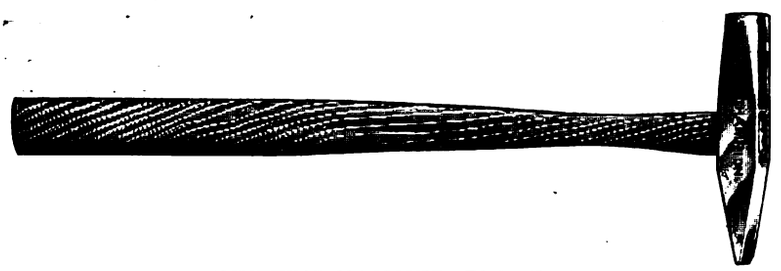
Farriers' and Blacksmiths' Tools
Riveting Hammers
Carpenters' Pincers



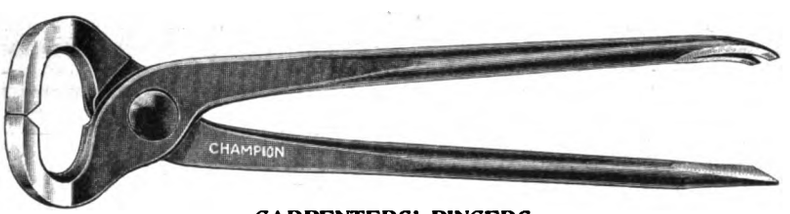
HOOF PLANE (Plain Style)



HOOF PLANE (Tanged Style)



RIVETING HAMMER (Plain Eye)
Drop Forged from Best of Steel and Crocus Finished



CARPENTERS' PINCERS
Drop Forged, Polished Head, Oil-Finished Handles

Catalogue No. 56, just from the printers. Write for it.

CHAMPION TOOL CO.,
Meadville, Pa.

JOS. F. McCOY CO., 157 Chambers St., New York, Eastern Selling Agents

The Bullard
Automatic Wrench

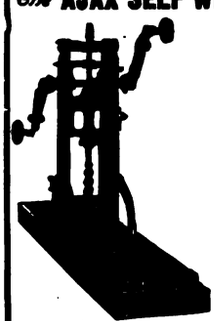
The best combination Pipe, Monkey and Ratchet Wrench. Has no flaws, or faults. Strongest where other wrenches are weakest. Does quicker and better work than similar wrenches. Sells quicker, too.



Handiest for all
Un-Get-At-Able Places
Get our "Wrench Book." It tells a convincing tale.

Bullard Automatic Wrench Co.
257 W. Exchange St., Providence, R. I.

The AJAX SELF WITHDRAWING WOOD BORING MACHINE



does not require a special auger; will bore to any depth; strong and durable—all important parts of malleable iron. Sold by the wholesale hardware trade.

AJAX MFG. CO.,
Pittsburgh, Pa.

Manufacturers of the Ajax and Phillips Wood Boring Machines, Standard and IXL Saw Gummers, Collins Self Feed and Dudgeon Style Tube Expanders, Cutters, Swages, etc.

There is but one GENUINE
KLIP-KLIP
POCKET MANICURE
and it is manufactured only by the
KLIP-KLIP COMPANY
Rochester, N. Y.



RICHARDS' ROYAL

"The Noiseless, Smooth Running" Ball Bearing Trolley House Door Hanger has been designed with special thought for the Dealer catering to the trade of the man who demands perfection in the appointments of his home.

These hangers are *noiseless*—the wheels running on *hard maple*, a wood especially adapted for this use, as it retains an even, level surface under years of constant usage. There is a surplus of material for every strain, but no excess of metal where it is not needed, insuring a tight *non-rattling* hanger of great durability. The track may be removed or adjusted at any time without injuring the walls or plaster.

There's a Richards Door Hanger for every requirement of your customers. Write for our book of Facts and Figures.

***The* Richards Mfg. Co., - Aurora, Ill.**

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A Hard Blow to Hardware Dealers

is'nt it, to face a customer, wanting a Screw Driver "that can't be beat"—and then, unwillingly, hand him one of many he himself has "beaten to smitherines" in ordinary work?

It is otherwise with

"Thomson's Indestructible" Screw Driver

It's the "toughest proposition" for sledge-hammer — the best proposition for you



Because

even a severe blow with a sledge-hammer will not cause it to lose its identity—break or bend it or split its handle—it'll still be **Thomson's "Indestructible"**

We don't just say it's indestructible — **we guarantee** its being so, because it's drop forged throughout from the best steel,—cap, ferrule and blade, which is of one piece, extending through the handle.

Sizes 2½ to 30 inches.

One trial will convince you quicker of its selling qualities than a barrel of talk.

We weren't ready last year to sell you all you wanted but are

Now Ready to Fill all Orders Promptly

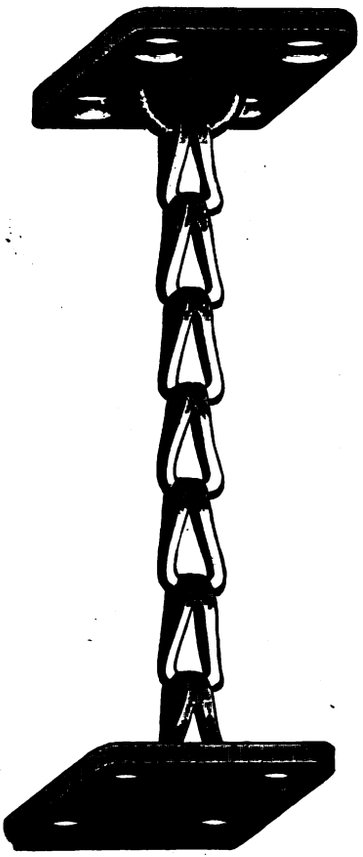
Send for particulars and prices.

MENTION HARDWARE

Thomson Drop Forge Co.

Plantsville, Conn.

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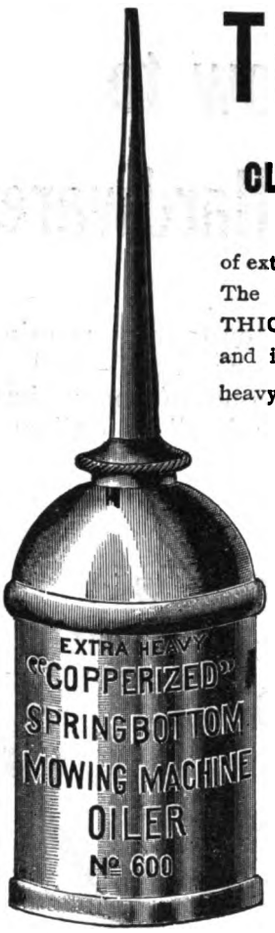
TRANSOM CHAINS.

SASH CHAINS.
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PLUMBERS' CHAIN.
CABLE CHAINS.
BELT PUNCHES.
GAS PLIERS.
SASH FIXTURES.
PADLOCKS.

CYCLE SUNDRIES.

Write for Catalogue to

THE SMITH & EGGE MFG. CO.,
BRIDGEPORT, CONN.



THIS CAN

HAS A

CLOCK SPRING STEEL BOTTOM

of extreme durability and springiness. The CYLINDER is of DOUBLE THICKNESS around the lower edge, and is drawn seamless from extra heavy **"Swedeh" Steel,** Beautifully Finished. It readily commends itself to all AGRICULTURAL and HARDWARE DEALERS on account of its Elegance, Durability and Cheapness.

Special Price on Large Orders from the Jobbing Trade.

THE AMERICAN TUBE & STAMPING CO.,
SUCCESSORS TO
The Wilmot & Hobbs Mfg. Co.,
BRIDGEPORT, CONN.

STARRETT TOOLS

ARE THE STANDARD FOR ACCURACY, WORKMANSHIP, DESIGN AND FINISH.

The line of Fine Mechanical Tools shown in the Starrett Catalogue No. 17 T is the largest line made by any manufacturer.

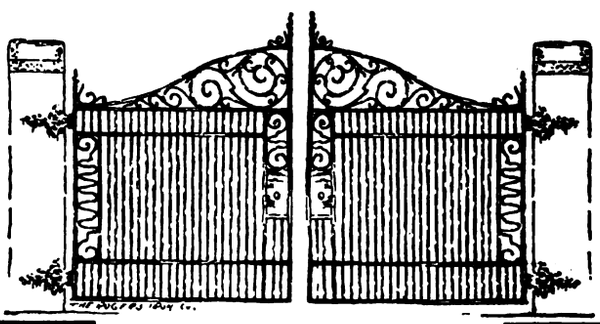
We have just added over 20 new tools which are described in a booklet.



"MORE STARRETT TOOLS"

issued as a supplement to our catalogue. If you have not received a copy of this supplement send us a postal and get one. You ought to have it.

THE L. S. STARRETT CO.
ATHOL, MASS., U. S. A.
NEW YORK, 123 LIBERTY ST. CHICAGO, 15 SOUTH CANAL ST.



Are You On the Fence?

If it's quality you want — life lasting service—right prices to customers—right profits for yourself.

Bayley Fences

will be your choice. You need our catalogs for reference. Sent on request.

The **William Bayley Co.**
Successors to The Rogers Iron Co.
98 North St., Springfield, O.

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HARDWARE

We have received from Coes Wrench Co., Worcester, Mass., a well-gotten up calendar, good for one year, from June 1st, 1905, devoted to displaying artistically the newest Coes Wrenches manufactured by the company, the "Steel Handle" 6 to 21 inches and the "Key Model" 28 and 30 inches. The calendar is printed in three colors and is of a size to command attention in an office or factory where suspended, for which provision is made.

✤

Mr. O. L. Dortch, who is connected with the Gray & Dudley Hardware Company, Nashville, Tenn., has been promoted to general sales manager for the company. He formerly traveled Tennessee, Kentucky and Mississippi for this Hardware house. His promotion is deserved, and his many friends will be glad to learn of it.

✤

A folding card of appropriate design has been sent us by the Coes Wrench Company, Worcester, Mass., which on opening displays a hand holding a glass of wine and proposing a toast which is in honor of the Fourth of July, in the following words: "Our Country: May she be always in the right; but right or wrong—Our Country! We suggest this well-known toast of Commodore Stephen Decatur as a sentiment for the coming Independence Day. Our best wishes that the day may be a most enjoyable one for you, and that you may celebrate it gloriously."

"ADVERTISING FOR PROFIT."

The Manufacturers Advertising Bureau, 126 Liberty Street, New York, have just issued a new edition—the fifth—of the interesting Booklet under the above title, in which the proprietors of the Bureau give every possible publicity to their methods of doing a successful business; embellished as it is with the portraits of Benjamin R. Western and his son, W. Hull Western, it forms a booklet well worthy of preservation. A large number of letters from satisfied clients, consisting as they do of representative manufacturers. in various fields of activity, are included in its contents, endorsing their large experience in modes and methods, during the last twenty-five years of stimulating public demand. It deserves a wide circulation, and those interested largely in advertising will find it an attractive pamphlet.

ALABAMA PAINT AND GLASS CO.

The Alabama Paint and Glass Company has incorporated under the laws of this State with a capital stock of $25,000, $12,500 of which was fully paid in. They have purchased the entire paint stock of The Gray & Dudley Hardware Company, and will continue the paint business in The Gray-Dudley Hardware Company's store until October 1st, when they will move into their new building, No. 2015 Third Avenue. The incorporators of this company are: M. G. Heins, president; W. B. Morgan, vice-president; R. M. Billings, secretary, and Thomas Neal, treasurer. M. G. Heins for the past two years was manager of the paint department of The Gray & Dudley Hardware Company, and his success in this department is too well established to predict a future for him; W. Barnes Morgan is too well known to go into details. R. M. Billings was sales manager of the Southern territory for the Acme White Lead and Color Works, Detroit, Mich. These young and enterprising business men are embarking in a business, every department of which they are not only familiar with, but each one stands as a pastmaster in his especial department. The New Era Paint, which they will carry, is an old-established and well-advertised paint. It is unnecessary to say anything about its merits.

AN AUTO PLOW.

F. Burleigh Johnson, formerly well known throughout Kansas, has turned his talents to something useful by inventing an automobile plow. It is adapted especially to the western wheat country and will turn over from thirty to fifty acres of land per day. It consists of an automobile arrangement by which one automobile will pull sixteen ordinary plows. J. E. & Rine Caps, Kansas City, automobile manufacturers, have been interested in the proposition and will manufacture the machines. A charter has been granted under the title of the Farmer's Auto-Motor Company of Kansas City and Hays City.

NEW ENGLAND IRON AND HARDWARE ASSOCIATION.

The annual meeting of the New England Iron and Hardware Association was held at Newton, Mass., Tuesday, June 20. Through the courtesy of George P. Bullard the privileges of the Newton Club were extended to the association and their guests and a large number availed themselves of the opportunity. Dinner was served at 6.30 p. m., after which the annual election of officers and directors was held and reports of officers and chairmen of committees were received.

A number of amendments to the by-laws were made, including increasing the number of directors from nine to eleven, and empowering the old Board to select the two new members; making the clerk and treasurer eligible for membership in the Board, and making a quorum of the Board consist of five instead of four, as heretofore. Samuel A. Bigelow, chairman of the Nominating Committee, presented the following for directors, who were unanimously elected: J. T. Boyd, C. H. Breck, C. F. Bragg, C. F. Dowse, H. L. Doten, William Chamberlain, Oscar A. Shepard, William P. Hill and Roswell M. Boutwell. The directors then retired and elected Charles F. Bragg, president; William P. Hill, vice-president; John T. Boyd, clerk, and Charles H. Breck, treasurer. Mr. Bragg having served the association very acceptably, was accorded the unusual honor of re-election. Souvenirs in the form of leather card cases were distributed, and the meeting, which was one of the most successful ever held, was brought to a close with an address by Hon. John W. Weeks, Congressman from the Twelfth District of Massachusetts.

PACIFIC COAST METAL AND HARDWARE ASSOCIATION.

The Pacific Coast Metal and Hardware Association has elected Andrew Carrigan, of the Dunham, Carrigan and Hayden Company, president for the current year; L. C. Sheller, of the Union Hardware and Metal Company, of Los Angeles, has been elected vice-president; C. F. Prentiss, of the Thompson-Diggs Company, of Sacramento, second vice-president; R. W. Kinney, of Barker & King, of San Francisco, treasurer. An Executive Committee has also been elected, which includes A. A. Watkins, W. R. Wheeler, Andrew Carrigan, Wakefield Baker, Fred. R. Brand, H. M. Haldeman, Brace Hayden, H. J. Morton and Joseph Sloss.

The association has been holding its annual deliberations at Monterey, covering three days. The election took place there. During two days the greater part of the time was occupied with papers of interest, particularly to the metal and Hardware trade, being technical in character and dealing entirely with trade problems. On the last day of the cenvention pleasure was mixed in with business and the customary drives about Monterey and vicinity were taken.

"WHAT'S IN A NAME?"—A STEVENS FOR A NAME.

J. Stevens Arms & Tool Company, Chicopee Falls, Mass., are engaged in a contest for a name which they intend to apply to a new Boy's Rifle—one of the Stevens kind—"Accurate, Safe, Durable." The conditions of the contest are to say the least simple and elastic. The contestants are not restricted to one name only, but may send in as many as they wish, specifying them as first, second and third selections. The young or old of either sex, without restriction or limitation are eligible. Each competitor can secure but one Stevens as a prize, and the following is a list of them:

One of our popular, well-known Favorite No. 17 Rifles will be awarded to the person sending in the best name.

A "Little Krag" No. 65 Rifle will be presented to the contestant submitting the second best name.

A "Little Krag" No. 65 Rifle will be awarded to the contestant furnishing the third name.

A "Stevens-Maynard Jr." No. 15 to the fourth.

A Stevens "Tip Up" No. 41 Pistol to the fifth.

These firearms will be delivered free, all charges prepaid.

This offer terminates August 15, 1905. The contestants must conform to the conditions. Write on one side of sheet only; in plain legible hand. State name and address only. Date your communication. If a number of competitors submit the same names, the one sending the name first will receive the prize. Address the envelope Prize Rifle Committee, J. Stevens Arms & Tool Company, Chicopee Falls, Mass., U. S. A.

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HARDWARE

DEVOTED TO THE AMERICAN HARDWARE TRADE

PUBLISHED ON THE 10th AND 25th OF EACH MONTH BY

HARDWARE PUBLISHING CO.

309 BROADWAY, NEW YORK

SUBSCRIPTION $1.00 PER YEAR. TO FOREIGN COUNTRIES $2 50

CHICAGO - - - - - - 1164 Monadnock Block
C. H. GREENE, Representative

DETROIT; - - - - - - 61 West Congress St.
G. T. NEWKIRK, Representative

L. E. MACINTYRE, - - - - President.
A. P. MITCHELL, - - - - - - Secretary and Treasurer.

HENRY HOPKINS, - - - - Editor.
A. EUGENE BOLLES, - - - - Manager.

JULY 10, 1905.

Editorial Trade Review

Everything looks favorable for a continuance of the conditions that made the first six months of the year so eminently successful; without a drawback of sufficient importance to create a ripple in trade channels, and with every prospect ahead of satisfactory Fall trade. The approach of the Season is welcomed with hopefulness, and the trade is prepared to relax their efforts and enjoy a vacation season which they have done their best to earn. All hands are fully engaged in laying out the programme and energetically preparing for the period of rest and recuperation which they feel will come with it.

The buyers are making skeleton orders to be filled in when they return, in which the quantity will somewhat depend on the state of the market and the assurance of the crops from the latest reports. Great care will be devoted to this branch of the business, and it will be gauged by systematic hopefulness, with no speculative tendencies, beyond the estimated size of a favorable crop on which to base the amount of business.

There will be very little volume of current business, to prepare for which usually results in July in averaging stocks only for immediate wants, and the keeping of them in as moderate a condition as Summer trade will warrant; July being an unusually light month, the prices from now on will be regulated, and assume a favorite state for future business, with the ever-watchful buyer studying the market. Those who are now engaged in taking inventories and ascertaining results, will find they will show a grade of profits which it is only hoped will extend throughout the Fall; and, as crops from present indications give evidence of being of record size, there is no danger but what the careful merchant will have every encouragement for his successful labor. No slumps in prices have exerted a baleful influence, and they are in good condition to figure ahead and prognosticate the probable results.

The unsteadiness of some lines of heavy goods, that seem at times to show a weakness on account of their nearness to the raw material, are now in favorable condition for permanency. If anything, the tendency should be to sustain the goods that have been slightly advanced in price, as the continual advancing condition would seem to justify the present market. At any rate, the trade cannot complain of any great uncertainty affecting the market for Hardware, as the prices have been sustained on almost every hand.

MR. NORVELL ON SPECIAL BRANDS.

On another page of this issue we print an address recently delivered at Little Rock, Ark., by S. Norvell, Chairman of the Joint Catalogue House Committee. The address as printed is an exact copy of the manuscript received, and should be read by every one interested in the subjects of Special Brands and Catalogue House Competition.

Mr. Norvell and his associates on the Joint Committee have done a great amount of effective work on the Catalogue House question, but a perusal of his address would almost lead one to believe that this committee's work had been opposed at every point by Hardware manufacturers, to a man.

The speaker alleges that the Hot Springs Special Brand Resolutions "represent the opinions of only a small part of the Hardware manufacturers of this country." In making this statement he either intimates that the American Hardware Manufacturers' Association is an unimportant organization, made up of small manufacturers or else he ignores entirely the fact that those resolutions were the result of long and careful consideration by a representative committee and that they were passed at Hot Springs without a dissenting vote.

Mr. Norvell's address is an intimation that the entire membership of the American Hardware Manufacturers' Association is to be judged by the standard of those manufacturers either in or out of that association who have not refused to sell Catalogue Houses, and that on the other hand all jobbers are to be judged by the standard of those who sell to retail Hardware dealers only.

In intimating that retail merchants favor special brands Mr. Norvell denies the authority of President Bogardus of the National Retail Association and the majority of the executive offices of the State Associations to speak for their organizations, and the right of hundreds of retail Hardware merchants, who have gone on record as opposed to Special Brands, to speak for themselves.

Mr. Bogardus, at Atlantic City last year, said: "We (speaking of Retail Merchants) have to sell the goods that the people call for. If the brands of the manufacturers are well known all over the country the people will call for them; we cannot afford to spend our lives working up special brands simply because they are special brands. If the manufacturer after long years of faithful effort gives us first class goods and our customers want them, those are the goods that we want. We want to stand before our customers and say, 'Here are goods that we recommend; if they are not good bring them back.' We feel that we can say that to our customers about makers' brands. We are not always sure that we can say that on special brands."

At Hot Springs, Mr. Bogardus said:

"The retailer who at first thought the special brands would help him soon discovered that they were not always to be relied upon. That while the special brands on some goods mean steady reliable goods, that could always be counted on, it very often meant everything but steadiness and reliability. For one year the brands were put on by one factory and the next by another factory, because of a lower price and consequent reduction in quality until the brand meant nothing as to quality, but simply that the goods were made up for the jobber whose name they bore. * * * I would cut out the growing evil of special brands. If the jobber is needed to distribute the manufacturers' goods, and I do not see how he can be dispensed with, let the manufacturer arrange to protect him, by giving him prices that will encourage him to handle the manufacturers' standard brands."

Former addresses made by the chairman of the Joint Committee have been, in almost every case, brimful of facts and words of wisdom. Ridicule of the opposition is seldom if ever a wise defense and the good work so well begun is likely to be seriously retarded, if such a policy is continued. Nothing will be gained by ignoring the fact that nearly 600 makers of Hardware are refusing to sell Catalogue Houses, or of advancing the claim that the will of the 75 or 100 jobbers who insist on having Special Brands must control the entire Hardware business of this country regardless of the wishes of maker or retailer.

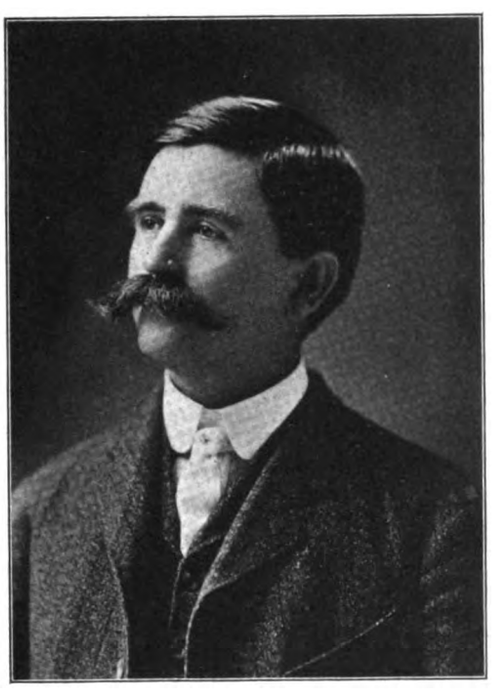
Thousands of dollars are being spent annually by American manufacturers of Hardware to create a demand for their factory brand goods, and the first man to get the benefit of this expenditure is the Retail Hardwareman. What, outside of a very few instances, are jobbers doing toward helping the dealer move the goods on his shelves?

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ARKANSAS RETAIL HARDWARE ASSOCIATION

The sixth annual convention of the Arkansas Retail Hardware Association was held in Little Rock on the 21st, 22d and 23d of June. Gleason's Hotel being the scene of the gathering. The attendance was the largest and the meeting the best in the history of the organization.

The convention was called to order on Wednesday morning by President Hamp Williams, after which prayer was offered by Rev. John T. Christian. An eloquent address of welcome to the city was then delivered by the Hon. De E. Bradshaw, of Little Rock, to which an appropriate response on behalf of the association was made by Thomas B. Stewart, of Newport. W. A. Jackson, of Dardanelle, followed with a report as chairman of the Programme Committee, after which R. P. Allen, of Van Buren, read the Executive Committee report. The remainder of the morning session was taken up with announcements on behalf of the traveling men and of the retail and wholesale Hardware merchants of Little Rock, general remarks made by members and visting manufacturers, jobbers and travelers, and the appointment by the president of Convention Committees on Resolutions, Press, Finance, Auditing and Nominations.



HAMP WILLIAMS, PRESIDENT.

Conspicuous among those who made addresses were J. D. Warren, of Benedict, Warren & Davidson Company, Memphis, Tenn., vice-president of the Southern Hardware Jobbers' Association; W. P. Bogardus, Mounut Vernon, Ohio, president of the National Retail Hardware Association, and S. Norvell, of the Norvell-Shapleigh Hardware Company, St. Louis.

The report of the Committee on Membership showed that 37 members had been taken into the association since the last convention, making the present strength of the organization 114 firms.

— On motion the name of the association was altered, the word "Dealers" being omitted. The organization will hereafter be known as the Arkansas Retail Hardware Association.

"THE MATTER OF FREIGHT RATES"

was the subject of a very interesting address by A. R. Bragg, manager of the Merchants' Freight Bureau of Little Rock. Mr. Bragg strongly indorsed proposed legislation giving more power to the Interstate Commerce Commission in the matter of freight rate regulation.

J. J. Mandlebaum of the Fones Brothers Hardware Company told of the organization of the Little Rock Merchants' Freight Bureau, which, he said, had been the means of saving the shippers of the city many thousands of dollars. Not one claim against the railroad company made by Manager Bragg for the merchants, he said, had been turned down. Mr. Mandlebaum recommended the organization of similar freight bureaus in the different cities and larger towns of the State.

A motion was then made and carried that a resolution be prepared for adoption by the association indorsing the views of Mr. Bragg as set forth in his address.

W. P. Bogardus of Mount Vernon, Ohio, president of the National Retail Hardware Association, addressed the meeting on the work of the national body.

Mr. Norvell's address was as follows:

SPECIAL BRANDS AND THE CATALOGUE HOUSE QUESTION.

BY S. NORVELL.

I am here to talk to you on two subjects: The Catalogue House Question and Special Brands. These are two separate and distinct questions, but the committee of the American Hardware Manufacturers' Association diplomatically mixed up these two questions into one of those celebrated Hot Springs mint juleps and most of the mint was "Special Brands." I was invited to that meeting with the assurance that there would be "nothing doing." I therefore did not prepare a formal paper. I was entertained most generously by the manufacturers, and so it pains me deeply to make the following remarks, but I am a martyr to my duty as chairman of the catalogue house committee.

I intended to make only a few brief statements at Hot Springs. Just an hour or two before the time set for my address, I was handed the resolutions adopted by the manufacturers. No doubt all of you have read these resolutions. If you have not you should not miss them. Probably in all these years you have not fully appreciated the true depth of the depravity of the character of the jobber from whom you have been buying your goods. After reading these resolutions I went into that meeting and said a few plain things in defense of the Hardware jobber and of Special Brands. Part of my remarks has been published in the trade press, but entire paragraphs have been left out. It has been explained to me that when I faced the stenographer he took down what I said and when I turned from him he could not hear me and so that part of my remarks was not reported. I therefore welcome this opportunity to touch upon some points which were altogether omitted in the report of my Hot Springs address.

It would weary you if I attempted to review all the work of the Catalogue House Committee. A great deal has been published on this subject, many phases of the question have been discussed. It is enough to say that we are now reaching a stage in our work where nearly all the manufacturers in the Hardware, sporting goods and cutlery lines have been classified as to their attitude on this catalogue house question. There are certain manufacturers who continue to sell catalogue houses who resent the interference of the Catalogue House Committee. Notwithstanding the fact that they state ninety-five per cent. of their goods is sold through the Hardware jobbing and retail trade, and only five per cent. is distributed through catalogue houses, notwithstanding the fact that the jobbers of the National Hardware Association, the jobbers of the Southern Hardware Association, and the retail dealers connected with the National Retail Hardware Association have laid before these manufacturers the great evils that result to the jobbing and retail Hardware trade from the methods of doing business of such catalogue houses, that they have prayed them for relief, these manufacturers say to us, in effect, "you don't know what is for the good of the Hardware trade of this country. Your intentions may be the best in the world, but you are all wrong. We know all about it; we know the kind of medicine you need."

As I said before, I believe the recent

RESLUTIONS ADOPTED AT HOT SPRINGS

represent the opinions of only a small part of the Hardware manufacturers of this country; they stand very largely for the opinions of a comparatively few manufacturers who have declined to meet the views of your catalogue house committee. If we should put the ideas of these few manufacturers into the form of a creed it would read about as follows:

We believe, first of all, in protection—for ourselves.

We believe the Government should protect our infant efforts by high protective tariff so jobbers and retailers of this country will be compelled to buy from us exclusively.

We believe the people of this country should protect our machinery and our product by patents, so nobody else can make the same goods in which we deal.

We believe it is our duty to still further protect ourselves by forming trusts and combinations, so there will not be found any competition from among our own number.

We believe in selling our goods on the rebate system, by which we hold all jobber's profits on our goods for several months until he makes us a statement that he has not cut our prices.

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We believe in having a fixed selling price for a certain territory so no one jobber can get more than a certain amount of business. This jobber might become too powerful. We can handle them better when they are divided.

We believe in not only selling the wholesale Hardware trade, but also in selling other class of jobbers, such as wholesale woodenware houses, wholesale grocers, etc.

We believe in not only selling wholesale merchants, but we also believe in selling catalogue houses at the same prices as we do jobbers.

We believe in selling whatever retail trade we please, we ourselves to decide what class of retail dealers is entitled to buy of us.

We believe in selling the foreign trade just as cheap as it is necessary to get the business, regardless of what we sell our goods for in the United States.

We believe it was "perfectly horrid" for President Roosevelt to intimate that the Panama Canal Commission should buy American goods at the same prices we sell them to foreigners.

We believe every class of trade, except we manufacturers, should look out for themselves and if they cannot take care of themselves they ought to go to the wall.

We believe the Hardware jobber should be perfectly satisfied for us to sell Hardware to woodenware and grocery jobbers.

We believe if a retail dealer cannot sell our goods and make a profit at the prices made on the goods by catalogue houses to consumers, he should go to farming or into some other business.

We believe it is our duty to kill off jobbers' special brands, as the sale of such brands is liable to interfere with our control of the situation.

We who do not make special brands ourselves believe the best way to kill the special brands made for jobbers by other manufacturers is to discredit, by resolution, all special brands in the eyes of the retail trade.

We believe when a retail dealer finds he is competing on our own brands of goods, not only with the retail woodenware trade, with the retail grocery trade, with the drug trade, but also finds himself in competition with the catalogue house to whom we sell, that such a retailer makes a serious mistake and is disloyal to us when he buys, from some jobber, special brands he can control.

We believe that the jobber who seeks relief from competition on our own brands by buying special brands, is not loyal to us, and if he does not stop handling such special brands we will threaten to run both jobbers and retailers out of business by selling our goods direct to consumers.

We believe, finally, in all kinds of protection for ourselves and no protection of any brand, either special or manufacturers' brands, for anybody else.

We believe it is presumptuous, impertinent and out of place for jobbers or retailers to suggest to us that we cannot sell our goods to whomsoever we please regardless of the general demoralization of the Hardware trade that may follow.

We believe it is perfectly proper for us to put whatever restrictions we wish upon the sale of our goods and to maintain these restrictions not only by withholding the jobber's profit but by declining to sell him goods if he does not follow our views.

We believe if jobbers and retailers should not like the manner in which we do business and if they should intimate they would not carry our brands, such jobbers and retailers are un-American.

We believe such action on the part of jobbers and retailers would savor of the boycott and trade unionism, and therefore they should be held up to criticism in all the trade press.

We believe as we do all the advertising the trade press should see only our side of a question.

We believe in dull times jobbers should load up with enough stock of our own brands, for cash, to last them several years, because they should know from experience in the last few years when business was good we were not able to turn out enough of our own brands to supply the trade.

We believe when the jobbing and retail trade of the country come at us with the catalogue house question, we are "foxy grandpas" when we stir up some mud and hide ourselves by bringing up the issue of special brands.

Mr. Norvell then proceeded to give an account of the work of the catalogue house committee. He called attention to the fact that jobbers associations in other lines, such as saddlery, dry goods, furniture, plumbing, etc., are taking up energetically the catalogue house question.

He stated he did not claim all jobbers' special brands are good, that that would be just as great folly as to claim all manufacturers' brands are of the best quality. He admitted there are abuses in special brands which should be corrected, but he expressed the belief that the resolutions of the manufacturers at Hot Springs would leave the impression upon the minds of the retail trade that all special brands of all kinds are of poor quality and put on the market to impose upon the retail dealer and consumer. He repeated the statement that the

ADVANTAGE IN SPECIAL BRANDS TO THE RETAIL DEALER

is exactly the same as the advantage to the jobber, that it put him in position to control a certain amount of his trade and that this was impossible with manufacturers' brands that can be bought of every class of merchants.

He stated the resolutions of the manufacturers left the impression that jobbers sell nothing but their own special brands. Every intelligent retail dealer knows that jobbers carry not only their own special brands, but a full assortment of manufacturers' brands. In the nature of the case, a jobber can successfully sell his own special brands to only one dealer in a town. No retail dealer would push a line of special brands upon which he had no protection against his competitors. Therefore, as it is the custom of all jobbers to sell a number of different dealers in a town such jobbers must sell manufacturers' brands to the others.

He maintained the resolutions conveyed the idea that certain manufacturers could not get their brands of goods before the consumer, except through the catalogue house. He challenged any manufacturer in the country to come out, over his own name, and state the reason he sells catalogue houses is because this is the only avenue through which he can reach the consumer. He said in making such a statement the manufacturers made a shot which went entirely too far.

He further claimed one of the greatest advantages of a special line of goods is that a complete line can be carried by a dealer under one brand, not only consistent in quality and finish but put up under the same style labels and in a similar class of packages. He said when a retailer advertised part of this line he advertised the entire line; if part of the line was satisfactory it led to purchases on the rest of the line, but on manufacturers' brands this naturally could not be true as each article is in a different style box, under a different brand, and the sale of one article which may be satisfactory does not in any sense or manner help the sale of the rest of the line that this dealer controls.

Mr. Norvell impressed upon his hearers that many improvements in the fashion of goods, in finish and in the manner in which they are put up had been suggested by jobbers. He called attention to the fact that on a number of lines the keen competition among manufacturers on their own brands had led to such

DETERIORATION IN QUALITY

such jobbers had found it advisable to bring out goods of superior quality under their own brands because they believed there was a demand for goods of high grade in these lines and that the retail dealer and consumer were willing to pay the price of a better article. He cited a number of instances where manufacturers, finding there was a demand for these goods of higher grade, had afterwards introduced them under their own brands.

He dwelt especially upon the fact that some of the principal jobbers in the country seemed to be in closer touch with the wants of the retail trade, particularly in the way of packages, than the manufacturers. He called attention, for example, to the fact that the manufacturers of Saw Screws put them up ½ gross in a box, and inquired how long it would take the average retail dealer to sell six dozen of a Saw Screw of one size. He stated several jobbers re-pack these goods one dozen in a box and he recommended that the manufacturers, as a whole, devote more attention to the convenience of the retail trade in this respect.

Mr. Norvell dwelt at length upon the point that the jobbers and retail dealers were not the aggressors in this catalogue house fight. He read extracts from literature of catalogue houses in which they gave the consumer to understand he was being overcharged and imposed upon by the retail merchant. He said the catalogue houses were simply reaping what they had sown, and that the jobbers and retailers of this country would certainly be men of very weak spirit if they did not use what weapons they could in retaliation against the aggressions of catalogue houses.

He spoke of the underhand methods being used by catalogue houses to obtain goods that had been denied them by the manufacturers. He referred to their broken pledges to the manufacturer in the way of maintaining prices. He called attention to their frequent misunderstandings and disagreements with manufacturers who had attempted to control their selling prices.

He especially criticised the logic of a manufacturer who said he would be compelled to sell a catalogue house because if he did not sell them this catalogue house would

SLAUGHTER THE PRICE OF HIS GOODS.

"Then," said Mr. Norvell, "you admit you are afraid of this catalogue house? You admit their tactics of cutting prices lead you to meet their views? Isn't the logical conclusion of this argument that the jobber in order to persuade you to do what he desires should demoralize the price on your goods and make you fear him, and then probably you will be as considerate of the desires of the jobber as you now seem to be of this catalogue house?"

"It is well known," said Mr. Norvell, "that the catalogue houses are secretly backing the movement for parcels post. Every intelligent jobber and retailer in the land knows what a tremendous blow the parcels post would be to the retail trade of the country and in the development of the small town."

Extracts, without names, were read from some very interesting letters from manufacturers on the catalogue house question. One manufacturer who makes a very small article sold by the retail trade in exceedingly small quantities, wrote a retail dealer, in reply to a letter, asking how retail dealers would send him an order for $100.00 worth of these goods he would make him as low a price as he made the jobber. This quantity of this item would last that retail dealer twenty years.

Another manufacturer who makes very expensive machinists' tools, admitted that he sold not only catalogue houses and the retail trade in large cities, but also sold direct to consumers, and at the same time expressed dissatisfaction with the small sales of the jobbing Hardware trade on his goods.

One of the head men in a catalogue house informed Mr. Norvell that a certain association of manufacturers decided they

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would not sell catalogue houses. Two days after their meeting one of the members of this association called on this catalogue house and attempted to secure an order from them for his line of goods under special brands of their own.

Another manufacturer sold a catalogue house a very large quantity of defective goods at a special price. The catalogue house issued a postal card offering these goods at less than the cost to many jobbers. The matter was immediately taken up by the Joint Committee, and this manufacturer went to Chicago and persuaded this catalogue house to allow him to take back all the goods he had sold them. It is not known just what argument was used.

Mr. Norvell concluded his remarks by stating his experience with certain manufacturers in this catalogue house question reminded him of the story of the socialist who claimed men should have all things in common. A friend said to him, "now if you had $100,000 would you give me $50,000." "Certainly," said the socialist, "$100,000 is too much money for any one man to own." "Do you mean to say," said his friend, "if you had one hundred acres of land you would give me fifty?" "Without the slightest hesitation," replied the socialist. "Now," said the friend, "if you had two pigs would you give me one of them?" "Not on your life," answered the socialist, "you know I have two pigs." So with certain manufacturers. They offer us a great deal of aid and comfort and co-operation till we get down to a point where they run the risk of losing a little business.

MUTUAL INSURANCE REPORT.

The report of the Committee on Mutual Insurance, John M. Pittman, chairman, is as follows:

After a careful examination of all the testimony that we have been able to obtain we are of the opinion that we are not strong enough at present to organize a mutual company. Our investigation has convinced us that Hardware mutual insurance as presented by the National Association and by several of the State associations is perfectly safe and practicable.

We therefore earnestly recommend that the members of this association place a large share of their insurance with these companies, a list of which may be found in an article from *The Iron Age* published in our official programme for this year.

H. M. Coles of St. Louis, representing the Sheldon School of Scientific Salesmanship, made a formal address on "The Science of Salesmanship."

The following papers were read:

"Special Brands and Their Value to the Hardware Dealer," W. T. Avera, Pocahontas.

"The Evolution of the Stove Business," Felix G. Blackwell, Springfield, Mo., representing Buck's Stove and Range Company of St. Louis.

"Should Hardware Dealers Confine Their Buying Strictly to Hardware Jobbers and Manufacturers?" H. W. Patrick of Russellville.

Among others who spoke were W. W. Webber of the Webber-Ayers Hardware Company of Fort Smith; C. E. Speer of the Speer Hardware Company of Fort Smith; J. H. Hall, salesman ager of the Simmons Hardware Company; F. A. Sprague of the John Deere Plow Company of St. Louis; M. B. McNeeley of the International Harvesting Company of Little Rock; Evander Williams of Memphis; H. C. Thompson, Buck Stove and Range Company of St. Louis; F. O. Snow of the Capewell Horse Nail Company, Hartford, Conn., and others.

One of the papers read at the Friday morning session was entitled "Funny Things in the Hardware Business," in which W. O. Hardeman of the Fones Brothers Hardware Company, Little Rock, entertained the gathering with a recital of some amusing reflections and anecdotes from his 21 years' experience in the Hardware field of Arkansas.

The feature of the closing session was an address by the Rev. Sam P. Jones of Georgia, who happened to be in Little Rock. His subject was "Character," which he termed the foundation stone on which every business should be built in order to stand.

THE REPORT OF THE FINANCE COMMITTEE

showed the association to be in first-class condition, full credit for which was given to the secretary. The report of the Auditing Committee complimented the manner in which the books and accounts of the association were kept by the secretary.

OFFICERS CHOSEN.

The following officers were chosen for the ensuing year:

President, Thomas B. Stewart, Newport; First Vice-President, R. P. Allen, Van Buren; Second Vice-President, W. E. Dean, Portland; Secretary-Treasurer, C. E. Taylor, Little Rock.

The following members of the Executive Committee for the term ending 1907 were chosen: Hamp Williams, Hot Springs; R. F. Roys, Russellville; J. P. Simpson, Malvern; John R. Mott, Helena. The other members of the committee, those whose terms expire in 1906, are F. B. Gregg, Little Rock; C. T. Rosenthal, Batesville, and J. M. Pittman, Prescott.

C. E. Taylor was chosen representative to the meeting of the National Retail Hardware Association.

The following standing committees were appointed for the year ending June, 1906:

COMMITTEE ON FRATERNAL RELATIONS: J. F. Maxey, Ozark; I. P. Rudolph, Gurden; Herman Carlten, Lake Village.

PROGRAMME COMMITTEE: John A. Plummer, Marianna; J. L. Davis, Magnolia; H. W. Patrick, Russellville; W. L. Jeter, Jonesboro; R. P. Graham, Fordyce.

GRIEVANCE COMMITTEE: R. W. Merriwether, Paragould; L. E. Rowe, Pike City; Harry Hankins, Monticello; R. D. Jones, Magazine; A. T. Grimes, Walnut Ridge.

TRANSPORTATION COMMITTEE: K. G. McRae, Hope; Jno. B. Brown, Van Buren; H. E. Hawthorne, Newark; A. D. Malone, Plummerville; J. B. Hurley, Warren.

MEMBERSHIP COMMITTEE: W. A. Jackson, Dardanelle; W. W. McMinn, Newport; C. H. Stout, Black Rock; Ray Hayes, Wynne; Robert Conn, Stuttgart; C. F. Wingfield, Hope; G. H. Briant, Ashdown; W. F. Bracy, Little Rock; Lem Kirkpatrick, Argenta; L. D. Smith, Stephens; A. J. Lopp, Harrison; W. T. Avera, Pocahontas; Manly Fox, Clarksville; J. H. Morgan, Camden; L. A. Morgan, Strong.

ENLISTMENT COMMITTEE CHOSEN.

An Enlistment Committee, composed of traveling men who are honorary members of the association and who represent the various lines carried by the merchants, was also chosen.

A resolution of appreciation by the members for the work of the traveling men during the past year was also adopted, and the traveling men were admitted as honorary members to the association on payment of $1 dues.

The Committee on Resolutions reported the usual Resolutions of thanks which were adopted:

LITTLE ROCK THE NEXT PLACE OF MEETING.

C. E. Speer, W. W. Webber and Jesse Miller of Fort Smith extended a cordial invitation to the association to hold its next meeting in that city. It was, however, decided, after discussion, to meet again next year at Little Rock. A vote of thanks was tendered to the Fort Smith delegation for the invitation from that city.

BANQUET.

The Norvell-Shapleigh Hardware Company, St. Louis, tendered a banquet to the members of the association and other visitors on Thursday. The occasion was a most enjoyable one in every respect. The unique menu was as follows:

Blue Points. Cocktail.
Glaziers' Points. Sam Bigelow.
Radishes. Olives. Boston, Mass.
Consomme a la "Bridge Tool Company."
Boiled Mackinaw Trout, "Wonder Sauce."
"Blue Diamond" Back Terrapin.
Sweetbread Piqua a la W. A. Cook. Haute.
New Green Peas. Sauterne.
Crumley, 1864.
Filet of Beef—Sauce M. O. Martin. Atlanta, Ga.
New Asparagus. New Potatoes.
"Diamond Edge" Sherbet.
Broiled Jack Snipe, *aux* Dick Shapleigh. Champagne.
"Conqueror" Tomato. Chateau Fernley.
Missouri Strawberries. "Jersey" Ice Cream. 1904.
Atlantic City.
Assorted Cakes.
J. R. Walker, J. C. Flood,
W. L. Neel.
Coffee, "Black Prince." Benedictine—Asbury.
Cigars. The Jobbers' Friend.
"The Burning Shame." Hot Springs, Va.

The speakers of the evening included a number of well-known Hardwaremen, whose discussion of the attractive topics assigned to them, made the evening one which will long be remembered by those present.

NEW GLASS-MAKING MACHINE.

A genius has invented a machine for making handled glassware, which is being tried in the Indiana Glass Co.'s plant at Cicero, Ind., and which is thus described: "E. E. Hoffman, a glass worker and mold maker of Summitville, has completed and patented the nearest human machine that has ever entered the field of glassmaking in the tableware line. The machine does away with all skilled labor except that of one man, and reduces the number of employees to one-third the number required by hand process. The cost of 525 pieces of tableware under hand processes is approximately $15, while this machine makes a thousand pieces for half the money. It is a greater innovation in the line of tableware glass-making than the Lubbers machine was in the window glass trade. The Hoffman machine makes of one piece and at one process all handled ware, which hitherto required sticking on the handles. The hand workmen in the line are much exercised about the new knight in the lists which promises to bring a revolution in their trade."

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ELECTRICAL SUPPLIES IN THE HARDWARE STORE

The local Hardware dealer is being affected more or less by Catalogue House Competition and as a result there is a tendency for him to branch into plumbing, steam fitting, and to a certain extent the business of electrical wiring.

Almost all of the Hardware houses in the smaller towns carry fixtures for both gas and electricity. They also should, if they do not already, carry batteries, bells, etc. These goods can be sold to the consumer, when handled in connection with the Hardware line, at a fair profit and still be sold for less than the small dealer can possibly afford to sell them.

The lighting in almost all towns and cities is done by a central lighting station or from an isolated plant. In either event the central station and the isolated plant must carry a stock of electrical supplies to meet their requirements or depend upon some local dealer in electrical supplies. There is not, as a general thing, enough business to justify a local dealer in carrying anything but the smallest possible line while, as a matter of fact, the demands of the consumer are varied greatly.

The small dealer in electrical supplies, doing wiring, must have a store in the main part of the town and must have some one constantly in attendance at the store while the owner is probably out working on contract work. This makes it necessary to make the rent and the clerk hire off of the very limited quantity of supplies that is sold.

Another matter that should be considered is that in a great many towns there is no one handling supplies except the central lighting station and when a customer desires to purchase a few lamps to replace those that have burned out he must go to the lighting plant, which is usually situated in some out of the way place, and when he gets there he frequently finds that during the day time there is no one in attendance. The location of the plant itself is such that it is hardly safe to send children as it is almost always along the railroad tracks and in an undesirable quarter of the town.

The inconvenience is as great to the lighting plant as it is to the customer and the lighting station as a general thing prefers to turn the lamp business over to some one who is in a store in the town. In some instances they have turned it over to the drug store, in other instances to groceries. Neither of these people carry wire, bells or batteries or any other kind of electrical supplies, while the Hardware dealer almost always carries a number of things which are electrical supplies as well as builders' supplies. In other words, the retail Hardware dealer is the logical person to distribute electrical supplies.

In some of the towns the lighting station has been following the practice of furnishing free renewals of incandescent lamps. This practice is gradually dying out and we think that within two or three years at the outside there will be no one furnishing lamps free.

The trade in electric lamps opens about the middle of August, but throughout the entire Spring and Summer there is a demand for sockets, wire, cleats, etc., that enter into the construction of new buildings. The Hardware dealer can look after prospective electrical business in new buildings at the time when he is looking for orders for Builders' Hardware. A good business in small electric signs can usually be worked up and contracts for special wiring for decorative purposes can be secured if the Hardware merchant puts into the business a sufficient amount of hustle.

In response to our inquiry as to their experience in this line the Bindley Hardware Co., Pittsburgh, writes as follows:

"We have your favor of the 25th, asking our ideas concerning the handling of electrical supplies by Hardware dealers. We would say to you we believe the retail Hardware trade is by all odds the best channel through which these goods can be handled. Electrical supplies enter so largely into the matter of new buildings and housefurnishings (which lines of goods generally the retail Hardwareman handles) that it seems as though an electrical supply department would be almost a necessary part of his establishment. In addition take the special lines of electric light lamps, with the various accessories which are liable to be bought by the average householder for his daily use; he is in the habit of going to the retail store for his housefurnishing supplies, and as the Hardware stores are generally conveniently situated it makes it a most natural place for him to go. About twenty per cent. of the trade handled electrical supplies in 1903, and we have no doubt but that in 1904 this amount increased to at least forty per cent., and if the natural advance continues in 1905 probably sixty per cent. of the trade will be handling electrical supplies."

The George Worthington Company of Cleveland, Ohio, also handle these goods to a considerable extent. They write as follows:

"Replying to your letter asking why retail Hardwaremen should handle electrical supplies, beg to advise that there are various reasons to advance in favor of the above.

"During the last three years there has been a noted increase of retail Hardware merchants who have added a line of electrical wiring supplies to their Hardware business, but in a large percentage of instances, we find that not only have the Hardware merchants put in a stock of electrical supplies, but have employed the services of an electrician and are now carrying on an electrical supply and construction business.

"In the smaller towns especially, you will very often find that the electric lighting plant is located in some out of the way place, and often the electrical contractor, who while doing a wiring business, finds his capital limited which prevents his carrying a stock of these supplies, and if his financial rating is such that the electrical jobber will not open an account with him, he very often has to look to some one in his town where he is better known, for his source of supplies. Naturally, the Hardware merchant is the one to look to. The lighting plants very often do not care for the wiring or supplies, leaving that to some one else, preferring to confine their business more to furnishing light alone.

"A few years ago the Hardware merchant started in the electrical business by carrying a stock of dry batteries, push buttons, bell wire, and other supplies needed for door bell work. After carrying this stock, he found that the public began to look to him for electrical incandescent lamps, and other necessary supplies for electrical repairing. Then, too, they had him furnish Builders' Hardware for houses, and he naturally drifted into furnishing gas chandeliers, and where houses were wired for electrical work, he began furnishing electrical fixtures, and then the combination gas and electrical fixtures, one thing leading to another, until to-day a goodly number of Hardware merchants can take a contract for not only furnishing Builders' Hardware, but can also contract for electrical wiring, furnishing fixtures, etc. Then the customer can confine his account to a lesser number of people. We also find the plumber and steam fitter taking up this line of work."

SEA-GRASS FURNITURE.

(From United States Consul Anderson, Amoy, China.)

A large trade is being built up along the lower Chinese coast in furniture made from bamboo and a certain sea grass which the Chinese have used for centuries in many ways, but which has heretofore not been used for furniture. Considerable of the trade is with the United States, chiefly by way of Hongkong. The manufacture of chairs and small tables from this material was commenced by two American citizens from the Pacific coast. They began making the well-known rattan furniture, and exported much of it to the United States. Casting about for new and novel materials, they hit upon this coarse grass, and, after considerable experimenting they found that upon suitable bamboo frames they could make fairly substantial and very pretty articles. The natives imitated their work, and now it may be said to be an industry common to many points along the coast. The grass is secured in the salt water marshes along the lower coast, especially below Swatow, and ranging toward Canton. It can be had in abundance, almost without limit, in fact, and its pliability and strength are such as to make it available for not only furniture, but for other purposes. It is greenish yellow, maintains its color and strength, and might be used to advantage in other industries.

The use of rattan furniture in China by both foreigners and natives is increasing, but exports are small in spite of low prices. The great freight charges due to its bulk make any great trade in it impossible. It is probable, however, that there will be a considerable increase in the export of raw materials for the manufacture of such furniture in the United States.

Excusable.

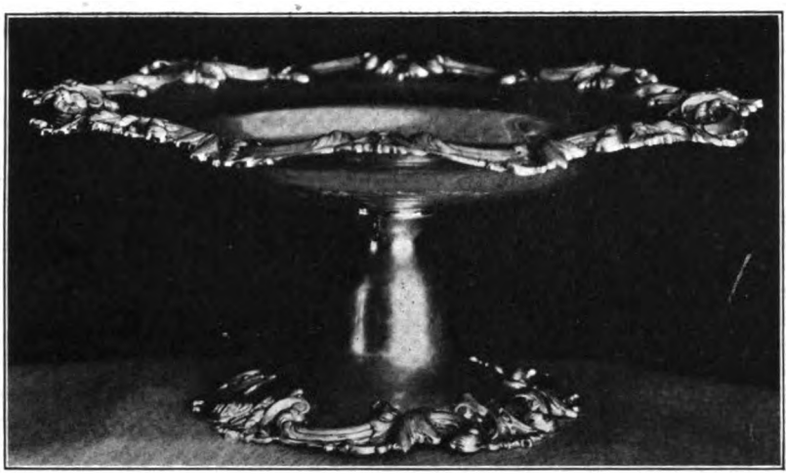
"It seems to me that Bliggins doesn't know his own mind."

"Well, you can't blame the man. He has been on the jury and has listened to arguments of opposing lawyers so much that he doesn't feel sure of anything."—*Washington Star.*

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AN ACKNOWLEDGMENT.

I wish to thank most heartily my Special Train friends for the beautiful present that I have received from the committee, appointed by them en route from Hot Springs, June 9th. I am as much at loss for words to express my feelings in this matter, as when our mutual friend "Pop" Bennett made the presentation



STERLING SILVER COMPOTE PRESENTED TO A. EUGENE BOLLES, MANAGER OF HARDWARE.

speech to me in the Pullman car to which I had been inveigled by Mr. Muzzy.

The gift is one of the choicest I have ever been favored with, and it will prove one of the most pleasant memories of my life-



TOP VIEW OF THE SAME.

time, testifying as it does that the small efforts I had made for my friends' comfort were appreciated more fully than I had reason to expect.

A. EUGENE BOLLES.

WONDER CHURN PROCESS FOR MAKING BUTTER.

In the age of progress and invention when science is making such rapid strides, it is interesting to note that an inventor has given some attention to the production of an invention which serves to increase the income of the farmer and at the same time makes the work of this class of toilers less laborious. In Hartford at the present time there is offered for sale a machine called the Wonder Churn Process, and its operation is a revelation to butter makers or users. The churn produces not a substitute, but genuine butter from pure milk, and twenty times the amount from the same material used by the old process. It is cheap and makes butter without affecting or separating the cream.

The Wonder Churn Company filed articles of incorporation at the office of the Secretary of State recently. The incorporators are: J. R. Phillips, John T. Collins and Stanley J. Riley, of this city, and W. F. Briggs, of Providence. Those in charge of the demonstration invite all interested to see the churn work at 86 Pratt Street.

The officers are as follows: President, Morris Tilley, Chicopee, Mass.; vice-president, Stanley J. Riley, Hartford; secretary, W. F. Briggs, Providence, R. I.; treasurer, John P. Phillips, Hartford.

SOUTH CAROLINA RETAIL HARDWARE ASSOCIATION.

At a meeting held at Wright's Hotel in Columbia, S. C., on the 14th and 15th inst. the South Carolina Retail Hardware Association was organized. The meeting was a very successful one, considering the novelty and limitations of the organization movement in the South and the difficulty of persuading competitors that their interests are to be conserved by the same means and that it pays better for fellow merchants to work in harmony than to try to do it all by cutting prices below the line that marks a legitimate profit.

The following merchants were present at the meeting:

T. A. Schumpert, Newberry Hardware Company, Newberry.
Jno. B. Brooks, Brooks & Jones, Laurens.
W. S. Stewart, Columbia.
J. W. Smoak, Orangeburg.
W. H. Jones, Abbeville Hardware Company, Abbeville.
M. O. Dantzler, Orangeburg.
J. H. Burns, Burns & Barrett, Sumter.
E. C. Burch, Hartsville Supply Co., Hartsville.
A. R. Craig, Horry Hardware Co., McColl.
A. W. Welling, Marion Hardware Co., Marion.
T. O. Flowers, Rock Hill Supply Co., Rock Hill.
W. H. Smith, Smith Hardware Company, Gaffney.
Paul W. McLure, Gambrell Hardware Company, Greenwood.
N. A. Craig, Greenwood Hardware Company, Greenwood.
E. O. Rodgers, Florence Hardware Company, Florence.
J. L. Williams, Timmonsville Hardware Company, Timmonsville.
M. Bonnoitt, Welling & Bonnoitt, Darlington.
H. P. Duvall, Cheraw Hardware & Supply Company, Cheraw.
P. M. Parrott, Durant Hardware Company, Sumter.
G. A. Baxter, Arthur Hardware Company, St. Matthews.

At the request of the assembled merchants Paul W. McLure of the Gambrell Hardware Company, Greenwood, announced the purpose of the meeting as the formation of an association for the protection and advancement of retail Hardware interests in every legitimate way, the classitying of those who sold Hardware as a side line only as "leaders," opposition to catalogue houses and their parcels post agitation, and the adoption of the mutual fire insurance feature.

M. L. Corey, secretary of the National Retail Hardware Association, was then introduced and asked to give his views on the benefits and advantages to be derived from organization, which he did in a clear and concise manner.

H. P. Duvall of Cheraw was elected temporary chairman of the meeting and Mr. McLure was chosen temporary secretary.

The following committees were then appointed:

CONSTITUTION AND BY-LAWS: M. Bonnoitt, W. H. Smith, A. R. Craig.

FINANCE: J. H. Burns, T. O. Flowers, E. O. Rodgers, G. A. Baxter.

NOMINATIONS: T. A. Schumpert, A. W. Welling, P. M. Parrott.

ORGANIZATION: Jno. B. Brooks, J. W. Smoak, E. C. Burch, N. A. Craig.

Mr. Duvall was subsequently elected president and Mr. McLure secretary and treasurer. A motion to make application for membership in the National Association was carried. After a resolution of thanks to the management of the hotel for courteous treatment the newly formed association adjourned to meet again in Columbia on the second Tuesday in June next year.

A HELP FOR THE HARDWAREMAN.

A short time ago we described in this paper the two display boxes recently placed on the market by the Pike Manufacturing Company, Pike, N. H. Since then these boxes have been much improved by the addition of trays in the upper part where are displayed samples of the goods contained in the box. The advantage is obvious in that it permits of the easier selection of the articles desired by the customer and of course makes a better appearance when the boxes are used for display purposes. We illustrate herewith the two boxes as improved. The Oilstone box contains a complete assortment, seventy-nine stones in all. The Scythe Stone box contains eighty stones of assorted grits. The Oilstone box is made in two other sizes; number 2, containing forty-six stones and No. 3 with 52. These boxes are being sold to the trade at a price below what it would cost to order the contents in the usual way, so that the box can be thrown away, if desired, when empty without loss to the dealer. The prices have been adjusted in this manner to encourage the buying of these boxes by Hardware dealers, it being the belief of the manufacturer that they will materially increase the sale of these goods in the Hardware store.

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THE LIFE OF A BARREL.

A writer in the *Scientific American* points out that the introduction of improved machinery in its manufacture has made the American cooperage business the largest in the world. There are upward of 300,000,000 barrels and circular packages manufactured in this country annually, and the demand increases so that this output must be steadily broadened in order to keep pace with the growth of the business. The largest consumption of barrels is in the cement business, which approximately demands 35,000,000 a year for the trade, while flour comes next, with a demand for 22,500,000; fence staples, bolts, nuts and nails require 18,000,000 and sugar 15,000,000. Roasted coffee, spices, crockery and fruits and vegetables use up about 5,000,000 barrels a year each, while the glassware trade, baking powder companies, distilled liquor manufacturers and candy, tobacco and cheese packers are big users of barrels, averaging in each trade from 2,000,000 to 3,000,000 barrels. The consumption of barrels for molasses, oil, lard and pork is also enormous, while dry paint, glue, snuff, oatmeal, screws, castings and general Hardware articles annually increase the demand on the cooperage supply.

While the amount of expenditures for barrels can be closely estimated for a given year, it is not possible to say how many barrels are in actual use. The life of a barrel is put down at one year by the trade; but that is far from true. The great majority of barrels have as many lives as a cat. They begin as sugar or flour barrels, and are then sold to the farmer for shipping his produce to market. It may be they are returned to him several times, carrying potatoes or pickles to market in the first trip, and then cabbages or lettuce in the next, each cargo being lighter in weight than the previous one, owing to the weakened condition of the barrel. Finally, the barrel may serve out its life work as a garbage receptacle, and be burned in the end in some tenement home to keep out the winter's chill. Thus it may be said that a barrel serves a more useful career than almost any other manufactured article, and its life is much longer than a season.

The demand for barrels is steadily increasing because modern machinery has made it possible to make them for the trade cheaper than almost any other form of package. That it is the most convenient form of package has long been acknowledged. The ancient cooper's art was a skilled one, and the work of cutting out the staves and then assembling them required long practice and apprenticeship. To-day machinery performs in a fraction of the time what hand labor did so slowly and clumsily.

The modern veneer machines have been instrumental in reducing the cost of barrels. Hand labor is eliminated here to such an extent that the work of feeding the machines constitutes most of the requirements of the operators. The staves are cut to the required thickness by the machines and then pressed into shape by hydraulic pressure until they are ready for the assembling machine.

A feature of barrel-making in this country is the grading of the circular packages so that all the lumber brought to the factories can be utilized. One class of barrels must be absolutely water-tight, without a flaw of any kind in their staves. Barrels made for the oil, whiskey and paint trade must not only be flawless, but they must have a resistance power equal to a lateral pressure of 500 pounds. In order to secure this the staves must be put to a rigid test before hand, and they must be cured so there will be no danger of shrinkage and damage when put into use. Lumber used for this work must be carefully selected, and it must be cured by nature's slow but sure process. Kiln-dried lumber would never do. The condition of kiln-dried wood is such that it would prove too brittle.

The second grade of barrels comprises those which have to endure a great lateral strain, but which do not have to be water-tight. To this class belong the sugar barrels and all those used for packing Hardware. The staves must be made of hard wood, but they only require strength and a power to resist 300 or 400 pounds lateral pressure. It is possible to use for these barrels most of the lumber rejected for the first class of barrels. There must not be knot holes in the barrels, however, for tightness to some extent is essential. While the sugar and flour barrels have paper lining inside of them, they will spill more or less of the contents if holes and cracks of an unusual size are left in them.

The third grade of barrels includes those used in the Hardware trade and for packing tobacco, spices and coffees. The weight of these articles is no less than sugar or flour, but their sides need not be so tight. The barrels and kegs for the Hardware trade must be stout, but lumber can be used that is somewhat defective. Knots are not necessarily a bar to the use of staves. Some of the rough lumber used up in this way is practically of little or no use for the manufacture of any other kinds of circular packages. The cost of the raw material being smaller, the barrels can be sold to the trade from 50 to 60 per cent. less than those made for sugar, molasses, oil, whiskey and paints.

The question of hoops for these commercial barrels is fully as important as the staves. The use of wire and flat iron hoops has become quite universal, but where wooden hoops can be used as well, they always receive the preference. The most satisfactory method is to use wooden hoops, reinforced by iron or wire ones. A great many of the barrels used in the trade are thus held together. There is a uniformity of strength existing between staves and hoops which must be carefully computed in the manufacture of barrels for the different trades. To make hoops that would break at a straining point of 200 pounds for barrels that were built of staves guaranteed to withstand a pressure of 500 pounds would be a waste of good material. If anything, the hoops must have a resistance more than equal to that of the staves. The hoops are consequently the most important part of the barrel. Stout hoops will hold a barrel together even when the staves are weak, and it is possible to hoop a barrel of 200 pounds resistance so that it will resist a pressure for a time of 500 pounds. The breaking power of either the wooden or wire hoops is carefully computed for each class of barrels, and when properly made and applied they will insure a long life to the circular packages. The life of the barrel is estimated by the life of the hoops, and to prolong it beyond that period new hoops must be supplied.

CHAMOIS SKINS.

In a paper in the *American Journal of Pharmacy* Mr. C. C. Drueding points out that "chamois skin" is somewhat of a misnomer; only a small fraction of the skins sold as chamois have ever graced the back of the Rupicapra tragus. What is known generally as chamois skin is really an oil-tanned sheep or lamb skin lining. The supply of skins from the genuine chamois average only about 5,000 to 6,000 skins yearly. The genuine skins are heavier and much coarser than those of the sheep and lamb. For strength and durability the former are preferable, but for ordinary use and appearance the oil-tanned sheep skin lining would in most instances be chosen. Sheep or lamb skins are manufactured into chamois leather by first removing the wool, which is done either by painting the skin on the inside with a solution of sodium sulphite, or by immersion in milk of lime. The former method is the quicker, and when the wool is loose it is pulled off by hand or scraped off with a blunt instrument. A second immersion of the skin is made in milk of lime to swell it, after which it is "beamed" to remove any fleshy particles adhering. The skin is then split; the part next the wool (known as the grain side) is not suitable for chamois leather, but is used for hat linings, book covers and so forth. Splitting is accomplished by a machine specially constructed for the purpose. It is practically an endless knife, the edge of which is constantly ground to keep it sharp, the skin being passed through rollers against the sharp edge of the knife. These machines require very delicate adjustment to produce good results. The inside lining, or flesher, is then tanned by sprinkling with codfish oil of good quality. As it is important that the skins should be thoroughly saturated with the oil, a number of them are placed into what are known as "fulling stocks," which twist and turn the skins in every direction, and distribute the oil evenly. After sufficient milling, the skins are partly dried, and the process of sprinkling, milling and drying are repeated again and again until the oil is thoroughly incorporated, and all the moisture is dried out. They are then allowed to hang sufficiently long at a temperature of about 100 degrees F. to thoroughly tan them. After this the oil is removed by pressure, and the balance washed out by saponification, and they are again dried, and ready for finishing. The oil, which is recovered by decomposing the soap solution with an acid and separating, is sold to leather manufacturers, who use it for currying other kinds of leather. The skins are finished by pressing against revolving wheels covered with emery or flint to remove adhering substances, and to produce a fine surface. The finished chamois leather is then cut into suitable sizes and packed for the market. The American manufacturers prefer skins cut into uniform sizes, the waste pieces being utilized for watch pockets, purses, and similar articles.

Chamois skins are used principally for cleaning purposes. Good quality chamois skin is yellow or light yellow in color, and when freshly cut should show a dark yellow color, indicative of oil tannage. The principal brands of chamois in the market are the American, English and French.

DIDN'T KEEP THEM ALL.

Hewitt—How many meals did you have on the voyage?
Jewett—Gross or net?—*Brooklyn Life.*

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CARNEGIE TECHNICAL SCHOOLS.

Architects employed by Andrew Carnegie to plan the buildings which will constitute the Carnegie Technical Schools of Pittsburgh have finished the task after a year's work. These buildings will cover 32 acres.

Mr. Carnegie expects to expend at least $25,000,000 in erecting the buildings, equipping them with the most modern machinery and appliances and endowing them with a sum sufficient to insure their maintenance for all time.

Work will be commenced on the first group of buildings early in the Spring. Mr. Carnegie hopes to live long enough to see the whole vast system of schools in operation. It is his purpose to make this technical institute the great monument of his busy life.

Every branch of scientific and industrial pursuit for both men and women will have its special department in the institute.

The buildings to be first erected are for the schools of journeymen and apprentices. These constitute about one-seventh of the total scheme.

ANXIOUS TO GET STARTED.

It is Mr. Carnegie's plan to furnish one group of buildings at a time, so that they can be thrown open to the students at the earliest possible date.

One group will be devoted to the school of applied science. It will be devoted to the training of young men for draughtsmen, engineers' assistants and other positions of a grade above that of the skilled mechanic, and where intelligence and technical information are more essential than dexterity.

The school for apprentices will offer a system of instruction for the further education of apprentices already at work, and the training will be conducted on lines that will give them both technical and theoretical information necessary to their advancement into the ranks of skilled mechanics.

OPPORTUNITIES FOR WOMEN.

The technical school for women will give instruction to both day and night students, it being one of the fundamentals of Mr. Carnegie's policy to make the benefits of the institute accessible to bread-winners employed in the day-time, as well as those who can give all of their time to study.

This school will have for its principal aim the training of women to earn their livelihood. Its purpose will be to give them a technical training in various industries which will increase their earning power. Millinery, dressmaking and other trades most suitable for women will be taught.

The school of applied design will be devoted to the instruction of those who aspire to become skilled workers as well as designers, and who have had a reasonable amount of experience and are familiar with the technical requirements of the various art industries. Instruction will be given in the design, technique and mechanical processes of the various industries.

THE MARCH OF CIVILIZATION.

It is almost three hundred years ago when the world received its first account of the wonders of the Niagara Falls. It is only fifty years ago when Livingstone carved his name on a tree standing in view of the marvels of the Victoria Falls, in what was then "Darkest Africa." After Livingstone came Stanley, and it was only thirty years ago that this great explorer explored the boundaries of Lake Victoria Nyanza, and it is less than twenty years ago when he made his last and in many respects most memorable trip through the then unknown regions of Central Africa. "Yet we have before us now," says the *Wall Street Journal*, "a two-page advertisement of a fast railway train running through the very region explored by Livingstone and Stanley. A train de luxe leaves Cape Town every Wednesday for Kimberly, Mafeking and Bulawayo, connecting with a fast saloon service and sleeping accommodations to Gwelo, Salisbury and Victoria Falls. These trains are lighted by electricity and provided with saloon, dining and buffet accommodations. The Cape to Cairo Railroad indeed reaches nearly every important point, which only a few years ago we were reading about in the wonderful narratives of Livingstone's and Stanley's explorations. Nothing could illustrate more vividly the rapidity with which modern civilization is moving and the speed with which Darkest Africa is being opened, not only to the commerce, but to the tourists of the world. Not only have the Victoria Falls thus been brought within the easy reach of travelers, but this stupendous wonder of the world, like Niagara, is about to be utilized to provide power to conduct electric energy for use in transportation and industry."

BISSELL'S ANNUAL FAN OFFER.

The Bissell Carpet Sweeper Company, Grand Rapids, Mich., and 25 Warren Street, New York, are making their popular Fan offer to the trade for the current season, reference to which is made in their advertisement in this issue of HARDWARE. This proposition will expire on July 25th, so that it behooves our readers who have been waiting for its recurrence to be prompt in signifying their desire to participate. They state in their announcement that having "just received direct from Japan 250,000 good quality folding Japanese Fans, and these together with 50,000 palm leaf fans, will be given out to our customers during the next six weeks. Each year our Fan offer becomes more popular, and the trade's appreciation of it is shown by the fact that we usually receive sufficient orders within four weeks from the time our offer goes out, to completely exhaust our stock of fans.

"With each dozen Bissell's "Cyco" Bearing ordered in response to this letter, to be shipped before July 25, we will include free seventy-five fans. Of course, in all cases where we have unfilled orders on our books at the time this offer is made, and if such orders are to be shipped before July 25th, the fans will be included just the same as if you ordered in response to this letter. Place your order at once, and insure getting the fans. Remember we furnish seventy-five fans free with each dozen "Cyco" Bearing Sweepers ordered now to be shipped on or before July 25th.

"As this offer is made to stimulate business for us mutually during a dull period of the year, you will understand why we cannot furnish the fans free on account of orders placed and executed prior to the date of this letter."

HIGH GRADE MARKSMANSHIP.

At Chicago, Ill., June 3, first professional average was won by Mr. W. Stannard, and first amateur average by Mr. A. Molle, both shooting Peters factory loaded shells.

Quite a remarkable score was made on the grounds of the Indianapolis Gun Club, June 3, by Mr. G. M. Kanouse of St. Paul, Ind. He was high man for the day, breaking 96 per cent., and attributed his excellent score to the use of Peters factory loaded High Gun shells.

At Ardmore, Ind. Ter., June 5, 6 and 7, Peters shells were decidedly in evidence. Mr. C. F. Renst was high amateur and Mr. J. S. Day high professional.

At Dublin, Ind., June 8, Mr. C. A. Young was high gun, Mr. L. H. Reid second, and Messrs. Kirby, Peters and Clark tie for third. The entire bunch using Peters shells, of course.

On June 9 at Ruffsdale, Pa., Mr. H. S. Denniker won high average, Mr. Ed Hickey second, and Mr. Robert West, third, all using Peters factory loaded shells.

At the Ohio State Shoot, at Canton, Ohio, June 13, 14 and 15, the high average for the first day was won by Mr. Tryon, breaking 172 out of 180, and high amateur average on the second day by Mr. R. S. Rhoads, scoring 155 out of 160. Mr. C. A. Young averaged 96.2 per cent. during the entire tournament, and Mr. E. F. Haak of Canton, broke 102 straight, the longest run made by any amateur during the tournament. All these gentlemen used Peters factory loaded shells.

At the Utica, N. Y., tournament, June 13-16, the New York City cup emblematic of the State Championship, was won by Mr. F. D. Kelsey, using Peters factory loaded shells. Mr. Kelsey also won the Fulford Memorial Cup. Mr. Harvey McMurchy the popular representative of the Hunter Arms Co., won second professional average, shooting Peters Ideal shells.

At Indianapolis, Ind., June 16, C. A. Young won high average, losing only five targets out of 200. Dr. Britton was high amateur with 91½ per cent. Both these gentlemen, as well as the winner of the second general average used Peters factory loaded shells. The Grand Hotel cup was won by Joe Michaelis with the score of 46 out of 50. This cup carries with it the Interstate Championship of Ohio, Kentucky, Illinois, Michigan and Indiana. Mr. Michaelis shot Peters shells.

DEATH OF DE WITT C. BRADLEY.

De Witt C. Bradley, senior member of the firm of G. W. Bradley's Sons, Westport and Weston, Conn., manufacturers of Cutlery and Axes, died June 17, aged 59 years. He was born in Weston, and learned a trade in the Axe and Cutlery factory of his father. After a period of service in the United States Cavalry in the West he returned to Weston, and had since maintained his connection with the firm, for twenty years being the senior partner. He was prominent in Connecticut, having represented his town in the Legislature for four years, and in 1901 being elected to the State Senate. He held various town offices during his life.

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POPULAR TALKS ON LAW.

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Landlord and Tenant.

NO. 3. THE TENANT'S RIGHT TO REMOVE FIXTURES.

Under what circumstances may a tenant, who has attached or affixed something to the real estate during the term of his tenancy, the right to detach it and take it away with him?

In the first place it is an invariable rule, we believe, that where the right exists at all it cannot be exercised after the tenant's term has expired. If exercised, it must be during his term or immediately at its close. Once the tenant's estate is ended he is in the position of a stranger and can not claim a right to enter for the purpose of removing fixtures. This, of course, aside from any agreement with the landlord permitting him so to do. The time for removal may be extended. Merely being in possession does not give the tenant the right to remove the articles. If the tenant holds over the term of his lease without the consent of his landlord he cannot, after his term expires, remove the articles. "During his term" means during the time when he is rightfully in possession.

The main difficulty arising out of the subject is that of determining what is removable and what is not. Formerly anything substantially affixed to the real estate by the tenant could not be taken away by him, the law presuming that the tenant intended the fixture to be a permanent improvement to the property. The old law has been superseded by statutes and decisions more favorable to the tenant, as we shall see.

There are several tests applied by the courts in settling questions of this kind between landlords and tenants. They are as follows:

First, Can the thing be removed without injury to the property? If it cannot, this goes far in determining the question in favor of the landlord.

Second, Was it intended by the tenant, when affixed, to be a permanent addition to the property? If it was so intended, the courts will incline to prevent its removal.

Third, Was it annexed for temporary use of the business of the tenant, to make the property more convenient for his own purposes, or for temporary ornament? If so, it may in general be taken away.

Aside from any agreement between the landlord and the tenant (which, by the way, should be had if possible and this may be written or verbal), the foregoing tests will usually settle the matter.

As to what is a permanent annexing as intended in the second test, aside from the matter of the intention of the tenant, it has been said that the mere fact that a thing is nailed, or bolted, or screwed to the floor, walls or ceiling, does not of itself make the addition permanent. The intention to make a permanent or temporary improvement must often depend upon and be inferred from the nature of the article, the mode of annexing, and the purpose or use of the article.

An important variation in the general rule is this: Where the premises are leased for a particular purpose known to the landlord, it is presumed that the landlord assents to the tenant putting in any fixtures which are needed to make the premises suitable for the purpose and removing them on his going out; but where the premises are used for a purpose other than that for which they were rented, or for a purpose not known to the landlord, such presumption does not exist. The rule applies not only to shelving, counters, gas fixtures, etc., but also to engines, boilers, machinery and even frame buildings.

Again, nurserymen and florists may remove their hothouses, trees, plants, because these are a part of their stock in trade, and presumably the landlord so understood when he rented, while, on the other hand, a tenant generally cannot remove trees, bushes, flowers, greenhouses, etc., though put in by him. In general, where the article or articles annexed are personal in their nature and are merely accessory to the business, and have been put in for that purpose, and not as accessories to the real estate, they belong to and may be removed by the tenant. Hence the stone piers of a railroad bridge were held in an Ohio case to be the property of the railroad company and removable as against the owners of the land. A tenant has been allowed to take away kettles fixed in mortar, steam engines, mills and even buildings constructed for the particular purpose of his business. But where the articles annexed were not peculiarly for the benefit of the present business, but were for any business that might be carried on in the building, they will be taken as belonging to the realty, as slate in roof, doors, gas pipes, iron sink. etc.

Householders may remove gas fixtures, grates, shelving, etc., unless so affixed as that when removed they materially damage the property.

In conclusion, it may be said that if the articles in question are annexed for the special purpose of immediate profit, and make no necessary or customary appendage to the realty, and if they can be removed without injury to the value of that which remains, they belong to the tenant, otherwise to the owner. This, of course, all aside from any agreement between the parties.

In our next installment we shall study the tenant's obligations and that of the landlord to make repairs.

(To be continued.)

LEGAL CORRESPONDENCE.

Any subscriber to "HARDWARE" is privileged to ask any legal question he pleases in this Department and it will be answered free of charge. Address all communications to Law Editor "HARDWARE," No. 309 Broadway, New York City.

Insurance—Right to Change Beneficiary.

QUESTION: "A" obtains insurance on his life for the benefit of his children. In the policy there is a clause giving him the right to change the beneficiary "with the consent of the company by written notice to said company." He then signs papers requesting the company to make "C" the beneficiary, because one of "A's" children has died. The policy is then delivered to "C" who keeps it until "A's" death. The insurance company refuses to pay the insurance. Can "C" compel its payment?

REPLY: There was no assignment of the policy. Upon the facts stated "C" cannot maintain an action against the company because as a condition precedent he was bound to obtain the consent of the company to a substitution as beneficiary and this he has not done. Under this policy the consent of the corporation is made indespensable to a change in the payee or beneficiary. Consequently "C" is not entitled to recover anything against the company.

Divorce—Right of Guilty Party to Remarry.

QUESTION: If a woman obtains a divorce against her husband and the decree forbids him to marry again during her life time and he goes into another State and marries while his first wife is still living, is the marriage valid? Can he be punished for disobedience to the decree?

REPLY: It is well settled, that the provisions of a decree of divorce forbidding the guilty party from remarrying during the life of the innocent party, are ineffectual to affect the validity of his marriage to such other, contracted in another State. This is because of the Constitutional requirement that full faith and credit shall be given to the acts, records and judicial proceedings of every State by its sister States. The marriage is therefore valid. If the second marriage had been contracted in the same State in which the decree was rendered, the guilty party would be criminally liable.

Plumbing Fixtures—Right to Remove.

QUESTION: Please advise us on these facts: A plumber installs pipes, faucets, basins and tubs in a building under a written agreement that all materials used are to remain the property of the contractor until paid for. There is a mortgage on the building which was put there after the plumbing was installed, and the mortgagee is about to foreclose. The plumbing has not been paid for and the plumber has notified the owner demanding the return of the materials furnished. Who owns the plumbing?

REPLY: We think the plumbing equipment is a part of the realty and is subject to the lien of the mortgage. It was physically annexed to the realty, adopted to the use of the premises and clearly intended to be a permanent access to the building. The plumber and the owner could, as between themselves, of course agree to preserve the character of the plumbing materials as personal property. But this they could not do as against a bona fide mortgagee who had never assented to, nor had notice of, their agreement. Some of the States take a different view, but this is undoubtedly the law in New York, Maine, Wisconsin and other jurisdictions.

TOBIN ARMS COMPANY, Norwich, Conn., have sent to their patrons a unique folder in the form of a private mailing card. It opens out to twenty-five inches, and presents an illustration of a Simplex Gun, a modern improvement in Hammerless Guns. They claim it will bear a better profit, and show more value to a customer for it, than any other gun on the market. Send today for a catalogue and special proposition to dealers only.

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RECENT TRADE PUBLICATIONS.

Geader & Paeschke Manufacturing Company, Milwaukee, Wis., have sent us a couple of their recently published pamphlet catalogues, one of which in an attractive manner suggests "Fishing for 1905," which includes fishing tackle boxes, bait boxes and minnow buckets. The strongest and most substantial fishing tackle box they make is their No. 100, extra large and heavy, made entirely of IXXXX tinplate, with nickelplated Yale lock and heavy leather strap for handle; has three reel compartments suitable for loose hooks, swivels, sinkers, etc., etc. The other pamphlet sent us exploits their line of coal hods and fire shovels. The variety of coal hods include corrugated, either galvanized or japanned, either gold band or decorated with a choice of three bails—half oval, wood handled or plain wire. Their fire shovels are made either galvanized or japanned, with either round or flat handles, and in a large number of sizes. Write for their printed matter.

H. Wagner & Adler Company, New York, N. Y., are distributing their 1905-1906 catalogue, 14 by 11 inches, containing 24 pages. They are manufacturers of highest grade billiard and pool tables; entirely hand made—"built to last" (which is their trade mark) perfected champion, star and the fastest cushions; highest grade bowling alleys, billiard and bowling supplies; also for many years they have been furnishing extra select bowling balls, pins and other bowling supplies. Recently they have organized a complete alley building department, and are now prepared to contract for any amount of alley construction and alleys. Prices and full specifications will be promptly sent upon request. If you are interested in the above lines, write for their catalogue.

The Joyce, Cridland Company, Dayton, Ohio, have issued the 28th annual illustrated catalogue, containing 94 pages, of patent lever jacks, geared lever jacks, screw jacks and hydraulic jacks for which they make the following claims: "The safest operating jacks made; they possess superior mechanical construction and strength; they are the most simple, durable and powerful in the world; heavy weights can be raised or lowered with safety." They have recently overhauled the manufacture of their hydraulic jacks and perfected them. They have improved them by adding (for those who wish) an auxiliary pump, which, on light loads, and in working up to loads, causes the jack to work rapidly. The auxiliary pump is thrown into and out of gear by simple, substantial and positive mechanism which is entirely protected from dust and knocks. Their book will show many new features on other jacks, and will repay a careful perusal.

The Yale & Towne Manufacturing Co., 9-15 Murray Street, New York City, have sent us copies of their two latest publications, "Locks and Hardware for Railroad Use" and "Chain Blocks and Electric Hoists," each of which is nicely gotten up in the usual good taste characteristic of the Yale and Towne people, and presents in an attractive form condensed information which will be of interest to railroad men. These pamphlets were distributed at the International Railway Convention in Washington, and will also be given out at the Manhattan Beach Convention, at which place they are to have an exhibit of Locks, Hardware and the Blount Checks. The booklet "Chain Blocks and Electric Hoists" contains a map of New York City, showing the new underground railway route. They claim their line of Chain Blocks is the most extensive in the world, and embraces about fifty per cent. of all hand hoisting appliances now in use. Special catalogues and brochures regarding their products will be sent railway officials on request.

The New Departure Manufacturing Co., Bristol, Conn., in their catalogue "D," present an artistic booklet of door, tea, office and automobile bells. The book is beautifully illustrated and includes an extensive line of each of the above kinds of bells. The company will be pleased to furnish you with either electrotypes or half tones of any or all of the different styles of rotary or push button door bells, turn plates, button, cases or call bells as shown in their catalogue. They would also like to furnish wood display stands, with such bells as you wish to carry, mounted thereon, for display purposes; also circulars, envelopes, hangers or any other printed matter which would aid in making their lines popular. For any of the above, address Advertising Department, The New Departure Manufacturing Co., Bristol, Conn.

The Bristol Company, Waterbury, Conn.; New York office, 114 Liberty Street, have recently issued catalogue No. 28 on "Recording Thermometers," which, being revised to April 1st, cancels all previous catalogues and lists. The thermometers in the catalogue are divided into three distinct classes, and the description and lists of the different instruments in each class have been arranged with a view of making them convenient for reference in the selection of recording thermometers for any desired range or adapted to any special conditions. The three classes of thermometers are as follows: First, Those in which the operation depends upon the pressure due to the direct expansion of a liquid when exposed to changes of temperature. Second, Those in which the operation depends upon the pressure due to the vapor of liquid which is exposed to changes of temperature. Third, Those in which the operation depends upon the pressure due to the expansion of a gas when exposed to changes of temperature. To those interested in the above line of goods the catalogue will be gladly sent.

The Michigan Stove Company, Detroit, Mich., and Chicago, Ill., claim the distinction of being the largest makers of stoves and ranges in the world, in support of which statement they present some new insert sheets to be placed in their already extensive catalogue. These inserts have reference to the following: "Eureka-Garland" and entirely new six-hole cast iron range without hearth for soft coal or wood; "Economy-Garland" being the same range as the Eureka-Garland, but for hard coal or wood; "Staple-Garland" with the new drop fire-door—former cuts of this range which appear in catalogue do not show this change; "Success" steel range and "Surprise" which can now be supplied with blue steel outside finish as well as aluminum; the "New Series Art-Garland" which they state is by far the best stove of its class; the whole of the operating portion is a new construction, and they state has the most attractive nickeled parts of any stove yet made. Send for their new insert pages, if you have not already received them.

Boston Bolt Company, 284 Franklin Street, Boston, Mass., have issued a four page document, on the first page of which is the picture of a large bolt to which is attached a tag, which explains the mission of the document. The tag says: "Whenever you want anything in the Bolt, Screw or Nut line, or for that matter want almost any sort of an odd job in metal where skill, experience and a desire to please should cut some ice, it will pay you to write to us."

A. Wyckoff & Son Company, Elmira, N. Y., manufacturers of chain pump materials, steam pipe covering, wood, water and tan liquor pipe, have recently issued an envelope size pamphlet catalogue exploiting the same. The Wyckoff wood pipe is all made of white pine, selected, free of all sap and other imperfections, in lengths of from four to eight feet, connected by tenon and socket joints. The pipe is carefully manufactured throughout, and each piece is tested before being shipped. They make wood pipe for all purposes and would be glad to send their catalogue to all who are interested in this class of goods.

The Kilborn & Bishop Co., Lloyd and River Streets, New Haven, Conn., manufacturers of Drop Forgings and Forged Hardware, have sent us a copy of their catalogue exploiting the same. They have excellent facilities for making up-to-date special drop forgings from steel, iron, copper, etc., and for annealing and case hardening. On receipt of model or drawing, showing exactly what the article is to be when forged, they will be pleased to submit their estimate for the cost of the work. Included in their catalogue are such goods as expansive bits, countersinks, pliers, saw sets, box openers, brick and cold chisels, magnet hammers, etc. Write for catalogue.

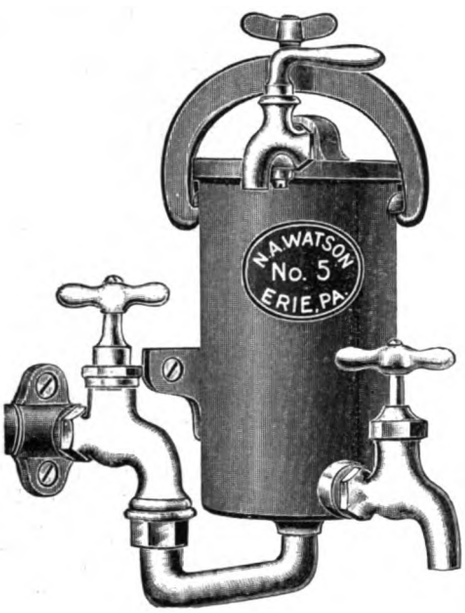
N. & G. Taylor, Philadelphia, Pa., continuing to exploit their "Old Style" roofing tin, have sent us "Ye Sixth Arrow of Ye Third Quiver." Rufus has got his roof laid and is now giving his son the benefit of his experience in regard to painting it, which is to use the paint Taylor makes for his tin which naturally would be the "best ever" as they could not afford to spoil a Taylor Old Style roofing with a poor paint.

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NEW GOODS AND SPECIALTIES.

GERM PROOF NATURAL STONE FILTER NO. 5.

N. A. Watson, Erie, Pa., is the manufacturer of the Germ Proof Natural Stone Filter No. 5, which is shown in the accompanying illustration. This is a medium, the filtering part of



GERM PROOF NATURAL STONE FILTER NO. 5.

which is constructed with a natural stone filter, capable of separating the mud, decomposed animal and vegetable matter, and all impurities from the water, which to state the plain truth, are not absorbed into the stone, which they never penetrate, but arrest on the surface; and can be readily removed with a brush, leaving the filtering material perfectly clean, without the use of alum, sand or charcoal. For further particulars regarding this important specialty, address the manufacturers as above.

THE NEW UNIVERSAL SQUARE.

Duby & Shinn Manufacturing Co., 19 Park Place, and 16 Murray Street, New York, are placing upon the market the combination square shown in the following illustrations. The device

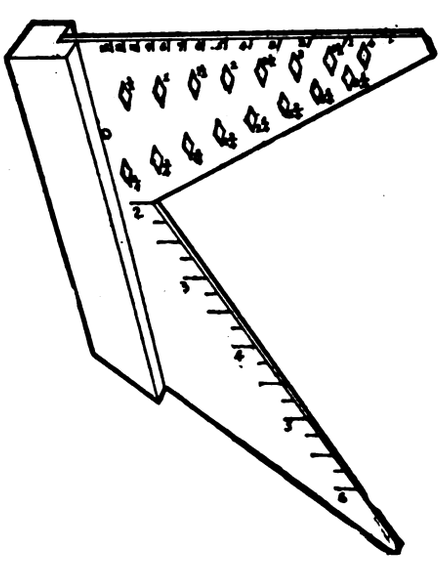


FIG. 1.—THE NEW UNIVERSAL SQUARE.

comprises a true square, a true miter and a true various pitch-cut scale. The square is used as a lumber gauge; for marking mortises and tenons, octagons and hexagons; for drawing circles; as a try square and straight edge—all these without any adjustment. The larger sizes have the complete rule scale in addition to the markings shown in Fig. 1. The operations with the square are accomplished by a reversal of the tool from one side to the other, as, for instance, in ruling pitch cuts, then reversing

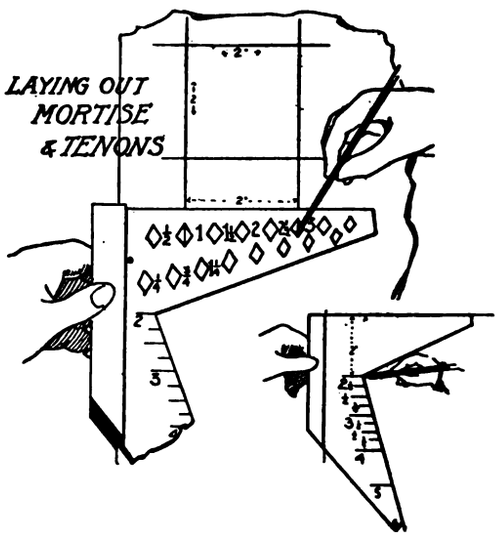
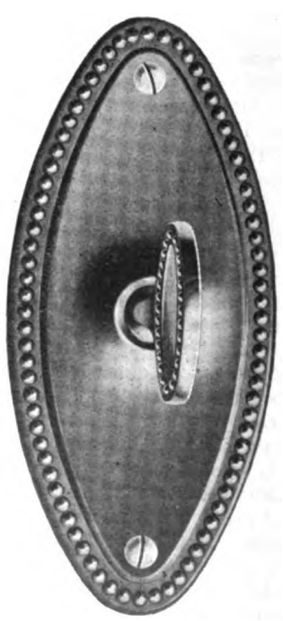


FIG. 2.—USES OF DIFFERENT EDGES.

it to mark hip and valley cuts. The markings on the tool are ⅛ inch on one side and ¼ inch on the other side. It is made in 6, 10 and 13 inch sizes, of the best grade of steel, oxidized or nickel finish. The square is designed for use by carpenters, cabinet makers, etc.

NEW DEPARTURE ROTARY DOOR BELL.

The New Departure Manufacturing Company, Bristol, Conn., are the manufacturers of the Rotary Door Bell shown in the accompanying illustrations. It is operated by turning the Thumb

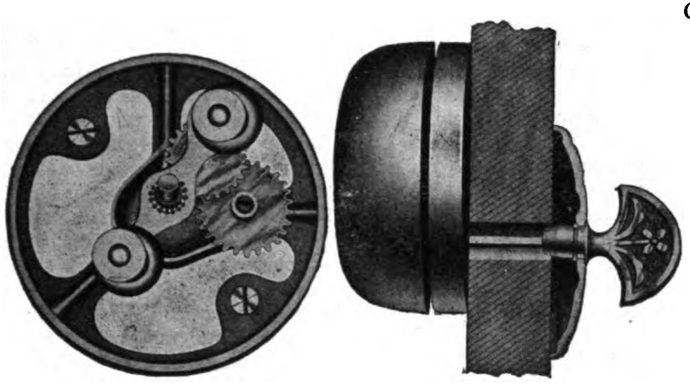


TURN KNOB OF BELL.

piece in either direction, being exceedingly simple in construction, but producing a loud alarm and can be fitted to any size door or casing, by boring a half inch hole and fitting it with the connecting rod. It requires no batteries. The gong is made of

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special Bell Metal which produces a perfect alarm, and the turn plate being made of bronze metal only is susceptible of being



INTERIOR VIEW. ROTARY DOOR BELL.

finished in any of the numerous popular finishes to suit the wants of the trade.

THE IMPERIAL ROTARY WASHER.

The Blackstone Mfg. Co., Jamestown, N. Y., are the manufacturers of the Imperial Rotary Washer, which is claimed to be perfect in all its parts. It is built with sliding cylinder on square post, which insures the greatest strength of any Rotary gearing now on the market. It is also provided with roller bearings, which has a tendency to make it when loaded with clothes, prac-



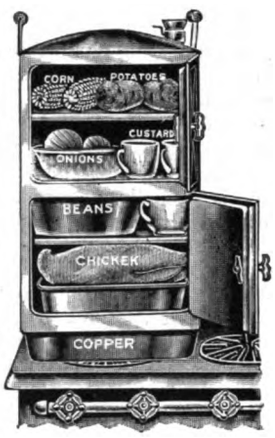
THE IMPERIAL ROTARY WASHER.

tically noiseless. The legs are all bolted in place, as shown in the engraving presented herewith, and can be removed when necessary. It leaves plenty of room for large size wringer. It closes tight, retaining heat in the water used. The dasher post is made of cast iron, heavily galvanized, while the dasher is made of hard wood. The two working together obviates the customary friction and will not wear the galvanizing, as is possible in some machines. It is handsomely finished, grained in light oak and varnished, the tub having a good foundation by having two coats of paint underlying it. The castings are all finished in gold and aluminum bronze, making it extremely attractive in appearance.

THE IDEAL STEAM COOKER.

The Toledo Cooker Co., Toledo, Ohio, has certainly revolutionized the cooking by steam, which is the modern hygenic system of preparing food. The idea of cooking by steam has claimed the attention of inventors for a good many years. All seemed, however, to lack some vital principal till the Toledo Cooker Company took the matter up, to develop the idea into a successful concrete form. The Ideal Steam Cooker was the result of which we present an illustration. These cookers are made in various sizes. The most popular are the Numbers 6 and 7, holding 6 and 9¼ gallons respectively. They can be used with and without extension, and have four compartments; they will cook for a family of from five to twelve persons. When the season for canning comes around, its usefulness and economy are multiplied immensely. There is room enough for a dozen jars at a time and the fruit needs but one handling. A single burner supplies heat enough for the whole work in a gas or gasoline stove, and one opening is sufficient in any ordinary wood or coal stove. Among the positive advantages obtained in using the Ideal Steam Cooker in its present perfect form are the following:

It has a self-regulating valve that holds steam under pressure,

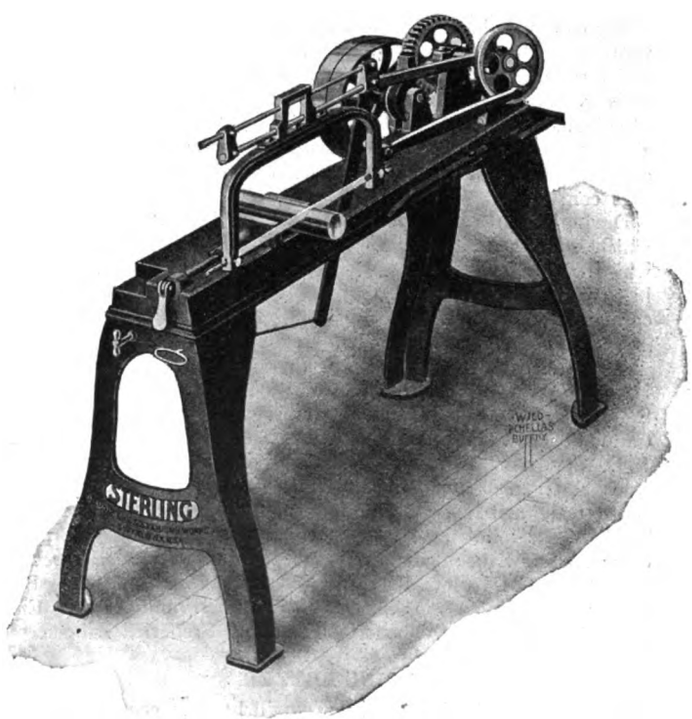


THE IDEAL STEAM COOKER.

causing the food to cook quicker, and condensing the steam so that the water is replenished and will last more than twice as long as in a common kettle. The valve needs no attention. The valve and the steam escape are so arranged as not to be obstructed by food or any other substance. The cover and extension of Nos. 6 and 7 size cookers, have seamless rims. They are drawn by powerful machinery from one piece of tin, and having no joints they are perfectly smooth and prevent the escape of steam. It has a patent steam whistle which is entirely new and has many advantages over all other cooker whistles. It can be heard over a large house when more water is needed. It is very difficult to remove the whistle to replenish the water in other cookers, as they become hot. In this you simply press the whistle back and pour the water through the whistle tube—this is an invaluable feature in a steam cooker. It is especially adapted for use on a gasoline, oil or gas stove, as the escaping steam passes under the cooker and across the flame and is burned up without affecting the fire in any way. The tubes on the outside of the cooker are pressed out of the body and not soldered on as in other cookers. Hence no danger of them melting off as they often do in other cookers, when used on oil or gasoline stoves.

THE "STERLING" POWER HACK SAW.

"Sterling" machines combine several new features not used in any other machine now on the market. They are "gear driven." The "Sterling" Power Hack Saw thus securing more power by



THE "STERLING" POWER HACK SAW.

this feature. A narrow belt can be used and have ample amount of belt surface on driving pulley, which cannot be obtained on

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a direct driven machine. They have "tight and loose pulley," which never gets out of order, avoiding the trouble which a clutch frequently gives. Every practical machinist will appreciate this improved feature in the "Sterling" Power Hack Saw Machine. They have "automatic shut off." Saw is stopped on backward stroke which throws belt from tight to loose pulley. The liability of breaking saw blade is thus reduced to a minimum. They have also "gravity feed." Buckling or breaking of blade is avoided by this important feature. Weight can be adjusted to get the best results on machinery or tool steel. It is well to avoid overweighting saw when cutting tool steel. Duplicate parts will be furnished in case any part of machine gets broken, and in case of excessive wear, by furnishing duplicate parts at a minimum cost, the machine is virtually as good as new. Every part of the "Sterling" Power Hack Saw is machined from jigs and fixtures, and are interchangeable as any standard bicycle or sewing machine. Material is distributed in such a way as to get the maximum of strength with a minimum of weight. The pinion gear and driving shaft bearings are cast on bed, which avoids the danger of becoming loose and getting out of alignment. While the design is compact and symmetrical, occupying only small floor space. Write to the manufacturers, The Diamond Saw & Stamping Works, Buffalo, N. Y., for further particulars.

ELECTRICIAN TOOL CHEST.

C. E. Jennings & Co., 42 Murray street, New York, are placing upon the market through the Hardware trade a new Electrician's Tool Chest shown in the accompanying illustration. This is a portable tool chest and can be conveniently carried in the hand. It is made of chestnut, with locked corners, filled and



ELECTRICIAN TOOL CHEST.

varnished; has lock, box hinges, brass plated elbow to support lid when open, brass plated lifting handles and two trunk clasps to hold lid in place when carried by hand. The inside measurements are 17 inches long, 5¼ inches wide and 5 inches deep. This chest has been found to be a popular one for a carpenter or a householder in which to find a location for a limited supply of tools, or for general utility in the house.

MICHIGAN RETAIL HARDWARE DEALERS' ASSOCIATION.

Saginaw will have the pleasure of entertaining the 1905 convention of the Michigan Retail Hardware Dealers' Association, which meets August 9, 10 and 11, at the German Temple of Music. This is one of the largest and most influential associations in Michigan, and it is expected that the convention will bring out about nine-tenths of all the Hardware dealers in the State, so general is the interest and so important to the trade are the meetings considered.

During the three days' convention the business meetings at which matters of interest to the trade will be discussed, and at which papers and addresses will be given by authorities, will be in charge of a committee composed of the officers and executive committee as follows:

J. B. Sperry, president, Port Huron; George B. M. Towner, vice-president, Muskegon; A. J. Scott, secretary, Marine City; Henry C. Weber, treasurer, Detroit; W. P. Culver, Portland; K. S. Judson, Grand Rapids; J. H. Whitney, Merrill; E. J. Morgan, Cadillac; T. Frank Ireland, Belding; S. W. Winchester, Jackson; J. G. Patterson, Detroit; E. B. Standart, Holland; E. S. Roe, Buchanan; John Popp, Saginaw.

Entertainment features and all local arrangements will be in the hands of the following strong local committee: John Popp, president; Arthur Schoenenberg, treasurer; Ernest Reichle, secretary, and Ralph C. Morley, V. E. Weidemann, Charles Moore, Bert Saylor, Ed. Winterstein, Charles Edelmann, Frank Achard, Emil Achard, Emil Jochen, Theodore Huss and Frederick Zahner.

DOING BETTER.

"Doesn't your husband tell you you'll have to economize, since he quit playing the races?"

"Yes," answered young Mrs. Torkins. "The difference is that I now have something to economize with."—*Washington Star.*

DAYTON GREETS JOHN H. PATTERSON.

Such Splendid Tribute Never Before Paid to Captain of Industry.

Dayton, Ohio, on the afternoon of July 3, was the scene of a public celebration unique in the industrial history of the United States, when the entire city gave a public welcome to John H. Patterson, its leading manufacturer, on his return from a year's trip around the world.

The afternoon has been a half holiday, stores and shops closing early that their employes might join in the remarkable civic demonstration. Crowds of people from neighboring towns have thronged the streets, brought to Dayton by the special rates made by the railroads and traction lines. The business district of the city is elaborately decorated with American flags and with crimson and gold bunting, the Patterson Day colors.

Mr. Patterson, who landed in San Francisco Tuesday, June 27, and started almost immediately for home, was met at Richmond, Ind., by a delegation of fifty leading citizens, headed by Mayor Snyder. This party went from Dayton to Richmond on the afternoon of July 3, on a special train over the Pennsylvania railroad. At Richmond, Mr. Patterson, who left Chicago that morning accompanied by his traveling companions and Hugh Chalmers, General Manager of the NCR Company, left the Pennsylvania train and was received with the greatest enthusiasm by the business men on the special. A quick run was then made to Dayton, the party reaching here shortly before five o'clock.

Stationed at intervals along the way were a number of bands which furnished the music for the occasion. As the thirty carriages bearing the receiving party passed, the waving of flags, the music of the bands and the shouting of the people made the welcome of Mr. Patterson a demonstration of remarkable enthusiasm.

At the Steele High School a chorus of two hundred school children was assembled when Mr. Patterson and his escort took their places upon the platform. After a number of speeches of welcome a massive silver loving cup of beautiful design was presented to Mr. Patterson "on behalf of the citizens of Dayton" in appreciation of his unusual achievements as the pioneer in welfare work.

The women of Dayton were represented in the celebration by the presentation to Mr. Patterson of a memorial beautifully engrossed on parchment and bound in hand-tooled leather. This document recited what Mr. Patterson has done in improving the working conditions for women in his own factory and by force of example in many manufacturing establishments, both in America and abroad.

Mr. Patterson replied briefly to the addresses of welcome and the presentation speeches. Speaking with difficulty because of his emotion, he declared that this was the greatest day in his life. He said that the welcome which the citizens of Dayton had given him was the greatest encouragement which a man could receive to carry out a policy which he believed right and which he hoped might have some influence in bettering the relations of employer and employe the world over.

The exercises of the day completed, Mr. Patterson was driven to his city residence, the crowds marching in an enthusiastic impromptu procession behind his carriage.

The unique welcome accorded Mr. Patterson—a token of the appreciation of the whole city for a private citizen—was originally suggested by the Dayton Commercial Club, a leading business organization.

ALL DAYTON JOINS IN GREETING.

The idea grew rapidly, however, until it involved a public reception by the entire population. The people fell in with the plan readily and the Patterson Day celebration, to an unusual extent, has been the expression of a general popular feeling.

Committees of merchants had charge of the decorating, the purchase of the loving cup and other features of the occasion, while the principals of the public schools looked after the training of the children for the Patterson Day chorus. The school teachers have felt the influence of Mr. Patterson's work to an unusual degree, for it was largely through his efforts and the efforts of the Men's Welfare Work League, an organization of his employes, that manual training, cooking and gardening were introduced in the Dayton schools.

Mr. Patterson has had a wide influence in the beautifying of Dayton, which led a noted French scholar, M. Benoit-Levy, to call it the "garden city of America." First making his own factory grounds a model in landscape gardening, he has, by means of illustrated lectures, taught the people of his home city the principles of landscape gardening and home decoration.

✤

"Rolling Pin? Yes, sir; here's one made of glass; the latest thing out."

"But, good lord, man! that thing would probably break and cut my head all to pieces.—*Houston Post.*

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THE AMERICAN CANNING INDUSTRY.

Without a personal visit to one of the great canning establishments of the United States, says the *American Exporter*, it is not easy to conceive of the results accomplished within the past few years in the expansion of this branch of industry by the aid of improved methods of procedure and of newly invented machinery. In the modern factory every operation, even to boxing, labeling and trimming of labels, is done by mechanical devices, run by steam or electric power.

Even as late as 1890 there were only 1,000 canning factories in America, with an output valued at less than $45,000,000. With the increase of export trade the number of establishments has increased to 2,500, while the value of the product has increased to over $100,000,000.

A catsup bottling machine is a more or less intricate piece of mechanism. A silver-lined pipe leads the prepared mixture from a large reservoir above and allows it to run into bottles in a continuous stream as they pass beneath its mouth. From fifteen to twenty-one are filled at a time. As the bottles are filled they are corked by machinery and then placed by an operator in a conveyer, which passes them along to a capper, who dips them in melted wax and places a tinfoil cap on each. The conveyer then carries them through a sheet-iron tunnel, where they are washed by jets of water, which shower them on every side. They are then ready for labels.

Glass jars were gradually abandoned in favor of tin cans for various reasons. Glass was expensive, it was costly in transportation, it was less able to withstand the necessary extremes of temperature, whereas the only objection, though this was a most serious one, urged against tin was that the natural acids of fish, fruits and vegetables act upon it in such a way as to form metallic salts, or metallic compounds injurious to health. Upon careful investigation this objection was proved to be groundless when the best tin was used. But as the best tin is not always used some means had to be found of offsetting any danger of injury to health. An ingenious contrivance now in use provides against any chance of ptomaine poisoning. By this invention a lining of parchment, or some similar material impervious to any of the liquid exuding from the preserved comestible, is fashioned, in which the article of food is placed and which prevents it from coming into contact with the tin at any part. Until recently this method was generally employed, but it was expensive, as the labor of it must be done by hand, and it is still employed, but a new invention has been introduced by which both time and labor are saved.

By means of the new method a single operator can fashion ten linings a minute, or 5,000 in an eight-hour day. In a practical test it was recently established that one operator with this machine—which consists virtually of a plunger, plates between which the paper is placed and a cylindrical folder—can manufacture as many linings as sixty operators working by hand.

The cooking of fruits and vegetables for canning is now done in large copper kettles, having a steam jacket surrounding the lower half, which insures an even degree of heat. Any desired temperature can be obtained and the heat regulated to meet requirements. Formerly the method of cooking was in open kettles, and the highest temperature obtainable was that of boiling water. A little later a higher degree of temperature was secured by the addition of common salt to the water, and this was followed by the use of chloride of calcium, whereby a tamperature of 240 degrees Fahrenheit could be obtained. Under this process, however, the cans became discolored, involving considerable expense in cleaning them; hence the copper kettles and steam jackets.

The tests to which the cans are put to assure their being hermetically sealed are numerous. Besides immersion in water and others, there is one curious enough to be worthy of mention. A workman beats a rapid tattoo on the ends of the can with a small piece of metal. The experienced ear of the workman detects by the variation in sound of a single blow when all is not right within. The work is done so rapidly that to a novice the occasional tossing aside of a defective tin is quite inexplicable.

The modern fish cannery is a huge structure, topping rows of piles driven deep into the river or ocean bottom. The fish are unloaded into it from boats by a sort of single-tined pitchfork and carried in automatic conveyers to different parts of the establishment. Oysters have recently developed an importance of their own in the canning industry, and of late years many improvements in machinery have been made, especially for oysters. Formerly oysters were opened by hands, with the oyster either in its natural state or scalded to make the "shucking" easier. Now great piles of oysters are shoveled into cars with iron framework, twenty bushels or more to the car, and run into a steam-tight box, fitted with appliances for admitting the steam at any desired pressure. The steam is turned on for about fifteen minutes, when the chest is opened and the cars are run into the shucking shed. There a deft turn of a knife in the hand of an experienced operator will open an oyster with remarkable dispatch.

After being "shucked" the oysters are washed in cold water and sent to the filler's table, where they are placed in cans, weighed and sealed. Next the cans are lowered in a cylindrical basket into the "process kettle," in which they are steamed, in order to kill all germs or fermentation. Cooling in a large vat of cold water follows, and the oysters are then transferred to the labeling and packing department.

Twenty-five million dollars' worth of preserved fish was the output of the fish canneries during the last year, of which the New England States contributed over ten, the Pacific States less than nine and Alaska about five million.

FIRECRACKERS.

How the Chinese Manufacture Them—All Work Done by Hand.

The most interesting sights of Canton are the tea factories and the firecracker factories, and the more interesting of the two are the firecracker factories. These establishments can hardly be called factories, if we use the word in the sense of making by machinery, for all the work is accomplished by hand, and they are, therefore, called by the English residents of the country "firecracker go-downs."

On approaching the building one is not greeted by the usual roar of furnaces and the many and one noises that go to make up the din of a factory, but it is anything but a quiet place. At a distance it sounded like the riot of a furious mob, compared with the quiet about Canton, though Canton seemed noisy enough.

For a mile around the factory the thousands of inhabitants are all employed in making firecrackers. As soon as the children are old enough to be anything but babies they begin to work, and as soon as their mothers have finished their housework they turn their hands to making firecrackers, but there is no confusion, for no one knows how to do but a very small part of the immense amount of work required of turning out millions of these little explosives. One man, for instance, makes fuses, another cuts them in lengths and another sorts them in sizes; one man makes the paper, another rolls the crackers, while his neighbor fills the ends with clay.

The paper man would not do the clay man's work, any more than the fuse-maker would do the sorter's work, and every little firecracker before it reaches America has, in its construction, passed through over sixty different pairs of hands. The go-down is divided into a dozen long sheds, with blue-tiled roofs; the laborers sit on little stools at long, bench-like tables. As soon as one man finishes his part of the work he passes it on to his neighbor, the latter following his example when he has done his share, and thus it starts at one end of the table as a little paper and a fuse, and comes out at the other end a finished firecracker.

The next room I visited was devoted to braiding and wrapping the crackers, and the next to packing them for shipment. They are packed in boxes much resembling the common tea box and contain thirty packages. A box in this country brings so little that after duty and shipment have been paid it is a wonder any profit is made at all.

The two proprietors of this establishment, which, by the way, is called the "yat shing," showed me into the room where the designer of the labels sat at work. He was an old man, with bamboo-bound spectacles, and sat at a desk drawing flowers, gnomes and dragons in all the grotesqueness of Chinese art. I had some of the characters on one of the labels translated.

There were three large characters in the center and they conveyed the useful information of "thousand, blazing, hall." What does it mean? It is a word picture and endeavors to convey the idea that their goods are of such a superior quality that they are likened unto a large hall or palace blazing with splendor. This is as good an explanation as can be given. If you can catch the idea you have the principle of the Chinese language, but until you do you will never be able to learn the language of the Celestial Empire.

After the designers and engraver have done their work the blocks go to the printing room, where they are printed with hand presses, but such presses. If you would take old Ben Franklin's press, break it to pieces and prop it up with rope and bamboo, you would have a fair sample of the Chinese press. They are clumsy, rickety-looking things, and look as if a breath of air would blow them over, yet it is wonderful what an amount of work can be done with them in a day; besides, the Chinese do not want machinery.

Human labor is cheap, for there is so much of it; therefore, anything that will lessen labor is a curse to the country. A mandarin who introduced a silk machine in Amoy by doing so starved to death 400 families. We can better understand the large population of this country when we learn that Ngarhwui, in China, contains 34,168,200, while Kiang Su contains 37,843,500, altogether making 72,011,700. Just think of it! two States in China contain nearly as many people as the whole United States.

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JAP-A-LAC

REGISTERED TRADE MARK

"WEARS LIKE IRON"

The time for selling JAP-A-LAC is all the time. There is no season of the year when JAP-A-LAC will not sell nor when it cannot be used to advantage in every home.

Because of the many special uses found for JAP-A-LAC during the Spring and Fall house cleaning seasons, the volume of sales is naturally greater.

The real JAP-A-LAC dealer can sell JAP-A-LAC every day in the year. Realizing this, we have decided to continue our advertising the year round.

Our advertising during the balance of the year will embrace a larger number of magazines than we have been using, and will carry liberal spaces. We shall be telling the women of the country of the uses to which JAP-A-LAC can be put.

We are sure to stimulate the demand for JAP-A-LAC and make it an every-day seller for the dealers. A little attention to this well-advertised commodity will bring *new customers and increased profits* to the dealers—who are handling it.

Don't let your stock get depleted. If you have never sold JAP-A-LAC, give it a trial. You will find it the quickest and easiest selling article of its kind on the market.

The Spring advertising has more than doubled our sales up to date. The Fall advertising will do the same. The reason for this is that we tell the women what JAP-A-LAC is and how to use it.

Let the women of your community know that you keep JAP-A-LAC, and you will secure their patronage.

THE GLIDDEN VARNISH COMPANY,

MAKERS OF HIGH-GRADE VARNISHES FOR ALL PURPOSES

ADDRESS: 641 WILLIAMSON BUILDING,

CLEVELAND, OHIO

HARDWARE PATENTS.

The following list of Patents, Trade Marks and Designs of interest to the Hardware trade are furnished by Davis & Davis, Solicitors of American and Foreign Patents, Washington, D. C., and St. Paul Building, New York City.

PATENTS EXPIRED JUNE 26, 1905.

385,030. PINCHERS. W. E. White, Lynn, Mass.
385,065. WEATHER STRIP. T. K. Milboy, Parsons, Kan.
385,079. SAW. A. Weymar, Brooklyn, N. Y.
385,108. FAUCET. E. P. J. Freeman, Roslyn, N. Y.
385,135. COOK STOVE. C. Rathbone, Albany, N. Y.
385,170. MOP WRINGER. J. A. Grandall, Brooklyn, N. Y.
385,257. DINNER PAIL. F. G. O. Ehle, Buffalo, N. Y.
385,272. LAWN MOWER. E. E. Johnson, Herkimer, N. Y.
385,295. STRAINER. A. Boss, Chicago, Ill.
385,318. IMPLEMENT FOR BENDING WIRE. D. W. Norris, Elgin, Ill.

PATENTS ISSUED JUNE 27, 1905.

793,052. WALL BRACKET. F. W. Chickering, Hardwick, Vt.
793,200. DIFFERENTIAL PLIERS. J. L. Knight, Kansas City, Mo.
793,201. WRENCH. E. Kritzer, Mahaffey, Pa.
793,250. COMBINED STEP LADDER AND IRONING BOARD. L. H Tucker and H. A. Marshall, Berkley, Va.
793,257. WRENCH. J. T. Williams, Liverpool, England.
793,272. MULTIPLE TOOL. W. L. Borate, Rochester, N. Y.
793,318. CORK EXTRACTOR. H. W. Noyes, New Haven, Conn.
793,324. WRENCH. A. Shepard, Plantsville, Conn.
793,386. DOOR HANGER. F. W. Miller, Wooster, Ohio.
793,394. BOLT CLIPPER. H. K. Porter, Chelsea, Mass.
793,503. WRENCH. H. K. Bousser, Kan.
793,521. HINGE. F. L. Hawkins, Garner, Mass.
793,522. WRENCH. L. G. Heal, John Day, Oregon.

MANUFACTURE OF WINDOW GLASS.

Under date of April 28, 1905, United States Consul Roosevelt, Brussells, Belgium, transmits the following copy of an article from the *London Daily Mail* of April 26, relative to the manufacture of window glass in Belgium by machinery invented by Emile Fourcault, honorary engineer of the mines at Lodelinsart, near Charleroi:

The Fourcault machine turns out continuously sheets of glass 39½ inches wide, of any desired length and of a uniform thickness, varying from one-fifteenth to five-sixteenths of an inch. This glass can be obtained as rough glass for making extra thin glass, as horticultural glass, and as window glass for certain export markets.

The machine is described as a box of fire-brick material floating on a "springing fountain" of glass. In the bottom of this box is a slit called the stretcher, and through this stretcher a sheet of plate glass is introduced into the molten mass. The molten glass adheres to this plate. When the plate is pulled up vertically it is followed by a mass of melted material that wells up without effort. Once started, the molten glass continues to flow out in a sheet without the plate being dipped in the stretcher again.

The "springing fountain" in which the stretcher floats is a kind of pit, the walls of which are heated by the heat of the glass, and on the top of the pit is an apparatus for dragging the glass up and for annealing. This apparatus is simply a chimney to draw off the heat, in which there are about 17 pairs of rollers. The glass is lifted through these rollers by adhesion and by the time it reaches the top of the chimney it is sufficiently cool to be cut with a diamond into desired lengths while still attached to the machine.

The operation of annealing—depriving glass of brittleness by allowing it to cool slowly—is at once difficult and capricious. The greatest importance of annealing in all branches of window-glass making lay in the fact that the plastic glass had to be manipulated by tools which were colder than the glass. It was, and is by the older method, a very delicate operation. The Fourcault machine does away with all this. Annealing is no more a necessity. The glass coming out from the "delivery box" cools and congeals gradually, and at a certain point has lost its heat. It is then that it comes in contact with the first lifting rollers, which are at the same temperature as the glass itself. Hence the glass appears at the top of the chimney perfectly flat and possesses unequaled brightness on both sides.

As the Fourcault machine is particularly recommended for its simplicity and for the saving of time and material which it effects, it will no doubt become of great importance to glass manufacturers.

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REVIEW OF THE MARKETS.

WIRE NAILS: A meeting was held last month by a number of the manufacturers of Wire and Wire Products, at which time the principal thing to be settled was the reduction of production during the Summer months, while at the same time the present official schedule of prices was to be maintained. The meeting so decided, and this action will tend to prevent any great accumulation of Nails, and insure a more even market. Under the circumstances there is a much firmer market for Wire Nails, as lower prices are not expected and the mills are booking an increased volume of business. Quotations are as follows: f.o.b. Pittsburgh, 60 days or 2 per cent. discount for cash in ten days:

Carload lots to jobbers	$1.80
Carload lots to retailers	1.85

New York.—The wants of the local market have been fairly good for July, and the quotations are unchanged, as follows: Single carload, $1.99. Small lots from store, $2.05.

CUT NAILS: The moderate demand which has been the feature of the market for Cut Nails, has resulted in a concession of 5 cents per keg being made below the official quotations. The new business is not very large even at the concession. Quotations are as follows: Carload lots, $1.75. Less than carload lots to Jobbers, $1.80, and to Retailers, $1.85, f.o.b. Pittsburgh. Iron Cut Nails for delivery at Pittsburgh, Buffalo and all points west of these cities 10 cents advance per keg on Steel Cut Nails.

New York.—The local market is made agreeable to the prices at which business at mill is obtained. Light demand for immediate requirements being the character of the trade, New York quotations are as follows: Carloads on dock, $1.89. Less than carloads on dock, $1.95. Small lots from store, $1.95 to $2.00.

BARB WIRE: This is the time of the year, when the demand is decidedly inactive. Few orders on the mills are the rule. Quotations are as follows: f.o.b. Pittsburgh, 60 days or 2 per cent. discount for cash in 10 days:

	Painted.	Galv.
Jobbers, carload lots	$1.95	$2.25
Retailers, carload lots	2.00	2.30
Retailers, less than carload lots	2.10	2.40

SMOOTH FENCE WIRE: The mills are receiving but little of new business, and yet the market is fairly strong, though the demand is only moderate. Quotations are as follows: f.o.b. Pittsburgh, 60 days or 2 per cent. discount for cash in 10 days:

Jobbers, carload lots	$1.65
Retailers, carload lots	1.70

The above prices are for base numbers, 6 to 9. The other numbers of Plain and Galvanized Wire take the usual advances.

RIVETS: The manufacturers of small Iron and Steel Rivets held a meeting June 30, at which the present discount to the trade in general of 75 and 10 and 5 per cent. was unchanged. Business in this line was reported very good, as sales have held up well and the market continues firm.

PUTTY: At a meeting of Putty Manufacturers, who claim to make 90 per cent. of the total production in the United States, an agreement was reached to maintain the following advanced quotations, which represent an advance of 5 cents per 100 pounds.

	Per 100 Pounds.
In barrels and tubs	$1.10 to $1.15
In bladders	1.75 to 1.80
In 12½, 25 and 50 pound tins	1.45 to 1.60
In 1, 2, 3 and 5 pound tins	2.05 to 2.95

ROPE: The following prices may be said to represent the market:

	Cents per pound.
Pure Manila, 7-16 and larger	12 to 12¼
Pure Sisal, 7-16 and larger	10
No. 2 Sisal, 7-16 and larger	8 to 8¼

LINSEED OIL: The following quotations are announced on "City" Raw Oil by the Dean Linseed Oil Co.:

In lots of less than 5 barrels.....51 cents per gallon.
In lots of 5 barrels or more.....50 cents per gallon.

The "American" brand for respective quantities, 1 cent per gallon less.

The five-barrel price applies only to deliveries of that quantity at one time.

Boiled Linseed Oil, 2 cents per gallon higher than Raw.
Calcutta Oil.....60 cents per gallon.

THE CLEVELAND TRADE.

The value of the Supreme Court, as one of the departments of the Government, is being more and more appreciated. The recent decision on the right tax franchises, modifies the evil of their early under valuation. The immense gain in value of these franchises gives great importance to that decision. The precedents of courts have been of great value in the past, and can be depended upon in the future. In our impatience to accomplisn special ends, there is at times a demand, to limit the power of one, or another of the three departments of Government, but it behooves us to preserve the balance they give. In a world governed by law care not to make exceptions authority, is a part of wisdom. The flaming success that sometimes comes through flagrant violations of business rules tends to destroy confidence that there is a law or causes confusion as to what it commands. Betimes, however, it re-asserts itself and the moral and ethical sense is restored, but the lesson needs repeating, as we learn very slowly that the law befriends only those that work with it, and in the end crushes those who disobey it. We need to be constantly reminded that the moral law works as surely as the law of gravitation. Business organizations have helped in finding a concensus of opinion regarding business methods, but there is great need yet for improvement among the captains of industry and finance. Official integrity is a valid test of civilization and until Republican Government shall become an example, boasting is premature. That our faults are known is no cause for pessimism. Conscious virtue and unconscious villany, are alike dangerous. Business remains good. The falling off in the price of pig iron and steel creates no stampede, as it did when the mills were eager to slaughter their competitors. The small mills know they cannot destroy the larger ones, and the large ones are conservative because they are large. Many of the manufacturers would be glad to renew old contracts, but unless the decline is more radical, they must pay more for the raw material for the last half of the year, so there is no probability of lower prices for manufactured goods.

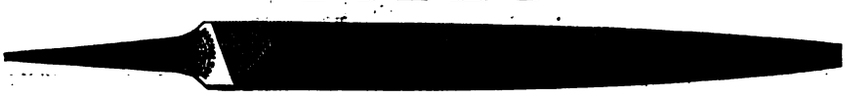
THE LOCKWOOD-TAYLOR HARDWARE CO.
C. B. Lockwood, President.

THE PITTSBURGH TRADE.

Business for June shows quite a satisfactory volume, sales being larger than during the corresponding month last year. Extremely hot weather about the middle of the month brought an avalanche of orders for Screen Doors, Refrigerators and similar goods. Jobbers' stocks of these items were rapidly depleted and difficulty was experienced in some lines in filling orders promptly. Mail orders were frequent during the month showing an active demand and a reduction of stocks of seasonable goods in the hands of the retailers. Indications are that this demand will continue through the Summer and we look forward with confidence to a good volume of business this Fall. The question of Special Brands, which is now being discussed by the trade, is a very interesting topic but it seems to us that the manufacturers themselves, who are now complaining that their goods do not receive proper recognition, are the very ones who are chiefly responsible for present conditions. Special Brands were adopted by the jobbers because they could not make a living profit on many goods sold under manufacturers' brands. If a satisfactory profit can be made on manufacturers' brands, is it not natural to suppose that the jobber would prefer to sell such goods which are often widely advertised by the maker and well known to the trade, rather than a similar article under his own brand for which he must create a market? This is undoubtedly the case, but when manufacturers are unable or unwilling to see that the jobber is entitled to a profit for distributing their goods which will cover the cost of doing business, or, as has sometimes been the case, the maker fixes a price at which his goods shall be sold to the retail trade which forces the jobber to sell them for less than it costs to handle them, no recourse is left but for the jobber to adopt a private brand which he can control and the price of which

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FILES



Nicholson
Arcade
American
Great Western
McClellan

PROGRESSIVE Hardware Merchants confine their sales to these well-known Brands.

MANUFACTURED BY NICHOLSON FILE CO.
Providence, R. I.

Kearney & Foot
Eagle
J. B. Smith
"X-F"
Gold Medal

RASPS



he can regulate. This is what has been done and many jobbers have now a well-established reputation for their Special Brands, which the manufacturers will find it hard to combat. If manufacturers had been content to allow the jobbers a fair margin of profit for the service performed in distributing their products, and willing to regulate their prices to the different classes of trade so as to eliminate competition outside of the regular channels, they would not now be facing the condition which confronts them. LOGAN-GREGG HARDWARE CO.

THE COLUMBUS TRADE.

June was certainly a wet one. Rain and then more rain. While there are some good fields of corn, there are more poor ones and we must have a very late Fall to make an average crop. The wheat is not going to be as good as was expected. Some weavel and rust, and the cold, wet weather has interfered with filling. Clover is heavy, but timothy and oats have had too much rain, still both will be fair crops. With all the discouraging weather, trade is good but not what it would have been had the weather been more favorable. This has been a great season for lawn mowers, scythes, snaths and screen goods, and the demand still continues. One of our local papers had a cartoon representing the world as a head; with an awful ache, and it certainly portrayed conditions admirably; wars, strikes, grafts, railroad accidents and what not. It certainly has been a strenuous year thus far. The investigation in Chicago with reference to strikes should open the eyes of honest laboring men. It has been suspected for a long time that such rottenness existed, but now it is proven. Philadelphia is certainly to be congratulated on the prospect of more honest government. It is strange that the masses will allow such conditions to exist when they have good reasons for believing they do exist. Still they fold their hands year after year and submit to being robbed until some official tries to steal the whole town at one haul. Then they arouse themselves and show to the world that all that is needed is concerted and determined action to clean any city of corrupt officials. Graft from a township trustee to United States Senators seems to be fashionable these times. We believe there is room for investigation as to salaries of Fire Insurance officials. Rates have advanced full double during the past 10 years. The amount of insurance has increased wonderfully and very much more than the percentage of losses. Head officials draw larger salaries than the President of the United States. General agents in all cities as a rule have large incomes and the insured are forced to pay high rates to pay extravagant expenses. It is possible they have a lot of pensioners and dummy officials that should be cut off the pay roll. We may be wrong as to our surmises, but we do know insurance rates are too high. Why should a wholesale stock of Hardware take a higher rate than a retail stock? There is no logical reason for it, still such is the case The local board will meet and say, well we lost 100 thousand dollars the last six months in such a city, and of course we do not want to pay out of our reserve fund, so we will just "soak" the insured another 10 or 15 per cent. to pay it. At any rate, that has been the case in Columbus, and no doubt is true of other cities. Columbus is having a record breaking building boom, and the steadily increasing population explains it. The 1905 directory is over 180 thousand and five thickly settled sections just out of the corporation not included. We have an air ship too, but the durned thing hasn't got the right flop yet. Toledo has us beat on that one point "only," and that isn't much, as walking is good. THE SMITH BROS. HARDWARE CO.

THE ST. PAUL TRADE.

We are enjoying a very good trade with, up to this writing, very good prospects for a crop, though we now wish to call a halt on so much rain and cool weather. This is prolonged rather long. We will soon need some sunshine and warm weather to make the good prospects materialize. Business conditions in general could not be better. Prices are firm. The goods are used up as soon as manufactured, so what more can we ask for? The philosophical way to look at the troubles in business is to remember that the trials, irritations and troubles in trying to do business have always existed and always will exist. We read that Adam and Eve had their troubles and believe that all of their descendants have had theirs. Don't worry, but work. Do right and trust in the Lord, never forgetting that you must do your part, if you are to achieve success. The Hardware business is a good trade, if one studies it and keeps himself posted on all its details. HACKETT, WALTHER, GATES HARDWARE CO.

THE NEW ORLEANS TRADE.

NEW ORLEANS, July 4, 1905.

(Special Correspondence.)

Further development of transportation facilities, an increased demand for mill supplies, particularly for sawmills, etc., and continued activity in builders' and building Hardware, characterizes the domestic Hardware situation for the past half month, while a new element of hopefulness marks the relation of the local jobbers with the Panama Canal proposition, and influences the entire export outlook.

In the domestic trade the sudden increase in the price of cotton, more than making up for the shortness in the crop, has brightened the outlook immeasurably, while the continued favorable prospects for the cane crop adds to the pleasant features that lighten the future. The increase in the price of cotton is due to the cotton crop report issued by the government, this coming out Monday, July 3, and sending the price up over $5 per bale.

STANLEY RULE & LEVEL CO.

NEW BRITAIN, CONN., U. S. A.

Improved Carpenters' Tools.

SOLD BY ALL HARDWARE DEALERS.

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Generally speaking, the markets are running evenly, with a slight falling off in activity during the past two weeks or twenty days, but not behind the same period one year ago. Farming implements have come at the foot of the list, this being governed at this time of the year by the actual size of the crop and acreage, irrespective of the prospective prices for the products. Building activity, save in New Orleans, has fallen off to some extent, but in the city is maintained, and increases from week to week, with no diminution of the volume of demand for the Hardware involved in sight for another eighteen months.

There has been a perceptible increase in the demand for mill supplies. The chiefest demand is coming from the timber section of Louisiana and Mississippi, where the sawmills are increasing their activity, and where new lands and new plants are being exploited continually. The Lucas E. Moore Safe Company, recently organized, is to establish large plants out along the line of the proposed Colorado Southern Railroad, and the present company from which this corporation is to be formed, has already begun its activities. There is every prospect that during the Autumn there will be the largest demand on record for Hardware supplies of all kinds for the sawmills.

So far as is discernible, the market fluctuations have had no effect on the demand for any particular line of Hardware.

EXPORT TRADE.

Stauffer-Eshleman & Company received last week word that they had obtained the first really commensurate contract for supplies to the Panama Canal Commission, the total being $20,000, with perhaps the addition of several thousands more when the final lists come to hand. The largest single items in the contract thus far ascertained were copper and other wire, door hinges, and interior house fixtures, with a considerable proportion of miscellaneous Hardware. A number of other firms have within ten days received word that they had been successful in bidding on smaller offerings.

One business house suffered a loss of nearly two thousand dollars on one contract because of a clerical error in the submitted bid, which placed its price really lower than the market quotations at the factories; the commission refused to consider the matter and insisted on the contract being fulfilled. A very rigid inspection is going on, and several lots of goods have been turned down, among them being a very heavy shipment of brick from Texas, refused in New Orleans.

The Public Belt Commission is in the field for a heavy purchase of Hardware supplies incidental to the construction of its twenty-mile belt road about the city. One set of bids were all refused three days ago because the bidders had not in any case adhered to the specifications.

Saturday, July 1, the Board of Trade, the allied business organizations of the city, the Governor, the Mayor and a number of other city and State officials, participated in the celebration of the driving of the first spike in the public belt road. The wholesale merchants and jobbers of the city have taken a deep interest in this enterprise, feeling that it will emancipate them from the system hitherto existent whereby a man bringing goods into New Orleans for export or transshipment was compelled to use the terminal facilities of the trunk line bringing in the goods.

Fairbanks Company, which recently purchased a half-square of ground on the Illinois central belt road through the heart of the city, was refused switch track privileges by the city council, because some nearby property holders said it would make too much noise and would mar the beauty of the Lee Statue two squares away. The Fairbanks people are understood to have purchased another square of ground on the river front, where they will be enabled to get switch track privileges from the Louisville and Nashville, the Texas and Pacific, and the Illinois Central, and also from the proposed belt road.

There has been established an Interchange Committee to promote the location of factories and jobbing houses in New Orleans. A list of industries that it would benefit the city to have locate here has been made, and systematic efforts will be pushed to have success crown the efforts of the committee.

On the list are the following items of interest to the Hardware and allied interests:

Factory for implement handles.

Factory for oars.

Factory for plows and simpler agricultural implements.

Factory for brass castings and fixtures.

Iron rolling mill to handle 1,500 tons of scrap iron shipped out of New Orleans every month.

Stove foundry.

Motor boat and automobile factory.

Pottery plant.

On this committee are: J. C. W. Wright, chairman; J. D. Connel, J. Albion Saxton, William T. Arny, Max A. Kory, John H. Murphy, E. Miller, Lawrence Eabacher and Lynn H. Dinkins, from the Board of Trade. Others are to be interested and appointed from the other exchanges.

Planters in all the sugar section are deeply interested in the trials of various sorts of cane loaders that are to take place during the month at the Sugar Experiment Station in Audibon Park. There are six machines in the market. Four of these are on hand, the Bodley, the Trouard, the Mire, and the Goetz.



The 20th Century White Flame
HEAT & LIGHT IN ONE

Wholesalers are Placing their Orders Now to Insure Suppy for the Fall and Winter Demand.

GAS BURNERS GIVING HEAT AND LIGHT

At cost of LIGHT *ONLY.*

**Fits Any Gas Fixture--
Heats and Lights Any Room.**

Retails at $1.25

Good Margin for Jobber and Retailer—Big Seller.

For full particulars address,

20th Century Mfg. Co.
19 Warren St., New York.

Mfrs. of the Famous 20th Century Bicycle and Automobile Headlights.

ANOTHER GINGER TALK OF A SALES MANAGER TO HIS MEN.

I inspected one of our sales-offices in a neighboring State last week.

That's why we have a new manager there this week.

I dropped in at the office quite informally, without notifying the manager that I was coming. Seated in a broad, comfortably-cushioned chair, he looked as peaceful and placid—and inert—as a blinking frog on a lily pad. I wondered how long he had been sitting in that chair without moving.

"How's business?" I inquired.

"O, very fair," he said cheerfully. "Nothing rushing, but as good as we can expect at this time of year."

Nothing rushing, but good as we could expect! I choked a snort before it escaped me.

"How many orders yesterday?" I asked.

The placid manager turned over a lot of papers on his desk. "Where are those salesman's reports?" he inquired of his stenographer.

"I put them on your desk as requested," the girl replied.

"Then they must be here somewhere," he said. He pawed over the mass of disordered papers.

I waited.

"I must have mislaid them," he announced at length, with a cheerful smile. "I've been intending to sort these papers out for the last four days, but I haven't had time to get around to them yet."

He settled back in his comfortable chair, sighed contentedly and glanced at the clock. "Quarter before twelve," he exclaimed. "Suppose we go out to lunch."

"Wait a bit," I remarked. "Did you receive a big batch of advertising matter from the company last week?"

"I did."

"Have you sent it out into the territories of your men?"

The manager fished his pockets—peacefully, placidly—one after the other.

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I waited.

And waited. And waited.

At length he drew forth a ragged envelope. On the back was scrawled a tangle of figures.

He pondered these for a moment, then remarked: "I have made a note of all I have sent out, but these entries are not up to date. I had a later statement, but I can't seem to find it. Guess I must have left it at home." He began to fish his pockets anew.

"What are these papers on your desk?"

"Correspondence. I haven't had an opportunity to answer it all yet. But I'll get caught up in a day or two."

I picked up a letter. It read: "Send your salesman down to-day—before three o'clock, if possible."

I looked at the heading.

The letter was dated two days back.

"Have you had a salesman make that call?" I inquired.

The manager took the letter from my hand. "Oh, that call!" he exclaimed. "No—not yet. I didn't have a man free the day that letter came in, and since then I've had so much to do that I overlooked it. I'll send a man around in the morning."

I made no comment. I had seen and heard enough.

I didn't stay to lunch.

I left for home.

Three hours later I was interviewing the president of our company.

"I hate to let him go," said the president. "He is a first cousin of my wife's, and she will make a tremendous fuss. But business is business. It takes live men to get orders—we can't carry dead weight and get ahead. You have my permission to make a change in the management of that office."

I made the change.

I appointed as the new manager a salesman who had a record as a business-getter—an aspiring young chap, nervous as a thoroughbred horse, and overflowing with spirit and energy. He went into that office as a full head of steam pounds into an engine cylinder—and forthwith every wheel in the organization began to move with the whiz and whirl of power.

In four days' time the sales of the office jumped up fifteen per cent.

The place has awakened from its long slumber.

The manager we let go was a fair type of the common or garden variety of business man—the easy-going, neutral-tinted, second-rate dawdler.

Every selling force has a number of these incapables—men who do business as a beggar lives upon the street—from hand to mouth. They drift along on the current of the day as a water-soaked log drifts down a sluggish stream. The atmosphere about them is loaded with delay. Their work drags interminably—their mail goes unanswered—their appointments are postponed—documents pile up before them—orders get cold before they are filled—they carry about important data on scraps of paper in Heaven-knows-what pocket of the Lord-knows-which suit of clothes.

When a paper demanding action falls into the hands of one of these men, it becomes forthwith a dead document—entombed for weeks, months or all time in a convenient pigeon hole.

Such a man's desk is a cemetery; his office is a place of stagnation more choked with dead matter than a standing pond.

A man of this sort has no more initiative than a load of sand. He attends from day to day to the casual details—or some of them—that turn up of themselves at his elbow and force themselves upon his attention. *But he has no perspective—no view of his work as a whole, no clear conception of the main objects that he should accomplish—no systematic method of covering all the points that offer opportunities for profitable action—no scheme of unearthing fresh possibilities and continually throwing out new lines of attack.*

He has no mind to plan, and no steam to push a plan through to completion. He lacks every quality of an executive.

Yet how numerous he is in business.

How many men are attempting to fill the positions of business generals who ought to be carrying water in the army's rear—and will be before the war is over.

How many leaders are conducting on to failure business enterprises which under proper management would march straight forward over every obstacle to success.

Men of this type do not necessarily neglect business for other pursuits. Their trouble lies deeper than that.

They get down to the office at the regulation time, they remain at work the regulation time, they knock off work—or their semblance of work—at the regulation time. They put in the regulation number of hours all right—but they might as well be a thousand miles away asleep under a shady tree so far as actual accomplishment of anything valuable is concerned.

They are all the time doing things, but they never get anything done.

The business world demand results—and these men cannot get results.

It calls in thunderous tones for productive action—and they can only imitate productive action, as a stage soldier imitates marching by marking time.

They start out, but they never arrive anywhere—they set sail, but they never make port.

Every stay is slacked on board their business craft—every bolt is loosened—their working equipment is slipping and sliding all over the deck—the compass is out of whack—the sails are unbent—the engine is choked with rust—nothing is shipshape or in working order. Like abandoned derelicts they go drifting and dodging across the business sea, doubling and redoubling on their track, headed everywhere in general and bringing up nowhere in particular.

They are tranced in inertia—steeped in postponement—paralyzed with procrastination. They are Rip Van Winkle sleepers—in a world that sets its highest premium on being wide awake.

And because these men are asleep, they do not realize their own condition. There is nothing in this earthly frame of things more marvelous than the infinite self-complacency with which a slow-going, jog-trot man moves on his sluggish jog-trot way.

Uncle Obadiah's old mare upon a country road is a skittish thoroughbred in comparison.

Such a man is conscious of no fault in his methods. He believes that he is moving as fast as anybody.

And if he isn't, what difference does it make? He is sure that he will arrive all right in the end.

A jog is a fast enough pace for him. "Fairly good is good enough," is the basic principle of his easy-going philosophy. "O, that will do well enough," is the expression most frequently on his lips.

He is content to be just holding his own—just getting along. So on he goes—jog, jog, jog—his mind full of peace—even though his pocket be empty of coin.

The jog-trot traveler esteems himself a business man because he is in business.

One may as well say a mud turtle is a pickerel because he happens to crawl into a pond frequented by pickerel.

A business man is a man who *does* business—who gets *results.*

Lukewarm water won't take a locomotive anywhere, and lukewarm purposes won't lift a man to any height of achievement in the business world.

The great things of history were never done by jog-trot men, take-your-time men—self-complacent plodders—placid, peaceful, rut-travelers—easy-going followers of routine.

All of these are men in different stages of slumber.

It takes a live man to get things done in this world—a man intensely wide awake—a man palpitating with eager energy, his head full of the fire of ambition, his heart full of the hunger of achievement, his veins full of red blood.

Business is a battle, but many men in business have no more fight in them than has a feather bed. They are constitutional Quakers—they keep peace with all the world and with every obstacle, attacking nobody and nothing—not even their difficulties. They are drab-colored, half-hearted, inoffensive non-combatants—camp-followers hanging around the edge of the business scrimmage and never plunging straight into the thick of the fray, where the hard knocks are going and all the glory and prizes are to be won.

Genius is intensity. The man who gets anything worth having is the man who goes after his object as a bulldog goes after a cat—with every fiber in him tense with eagerness and determination.

It takes force and fierceness, gimp, grit and gumption to run down success.

Life is no dressing-gown-and-slippers game. It is a fight fiercer than a street riot. Destiny is trying to down you. Square off and hit out at her as hard as you are able.

You alone can save yourself from failure. Be on your guard against your weakness. Get a grip on yourself. Take your habit of puttering and dawdling by the throat and choke the life out of it.

Stop loitering. Quit lagging at the tail of the procession, where you have to take every one else's dust. Hit up the pace—break out of the rear ranks—make a dash for the front of the parade, where you can get a view of the prospect ahead and hear the music of the band wagon. Bring all your powers into play—go in for all you are worth. *Do something—if it be only for a single occasion, with all your earthly might.*

Key yourself up to concert pitch.

Don't be a lump of dough. Set a little yeast at work in yourself and see if you can't rise.

W. C. HOLMAN, in *Salesmanship.*

✤

A combination of copper and arsenic makes white copper.—*Exchange.*

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IT MAY SURPRISE YOU TO KNOW THE TRUTH

Some of our customers who were most conservative at first now buy

Star Safety Razors And Supplies

at what they would have formerly considered "terribly reckless purchasing." They have learned the value of the "STAR" PROPOSITION.

THINK IT OVER

Our first year in business we manufactured and sold 1,600 STAR SAFETY RAZORS. We were the pioneers. It is always hard to convince the "other fellow." When Columbus said the world was round, people called him crazy. To introduce the STAR SAFETY RAZOR, we had to convince each purchaser of its merits and that it was not a novelty of no practical value. Each purchaser became a whirlwind of enthusiasm and an advertising medium for STAR SAFETY RAZORS. To-day over 7,000,000 STAR SAFETY RAZORS are in daily use. Our sales are larger than all other makes of safety razors combined, and we fully expect to sell 1,000,000 in 1905; that means an output each day of over double of what we sold in one year at the start.

Quality and Practicability have brought about this result.

Since the advent of the "STAR" over forty safety razors of various designs and patterns have been offered to the trade as a substitute for the ORIGINAL and MECHANICALLY PERFECT "STAR."

Did you purchase any of these various makes? Were they satisfactory?

Did they meet with the endorsement of the public? Can you conscientiously recommend them?

Have you any dead stock of safety razors on hand to-day and would you be glad to close them out at less than cost?

Do you think it is good business policy to carry in stock an inferior article because it is offered to you at a lower price?

WE WANT EVERY DEALER to have one of our "STAR" Assortments "A"; it will swell your profits.

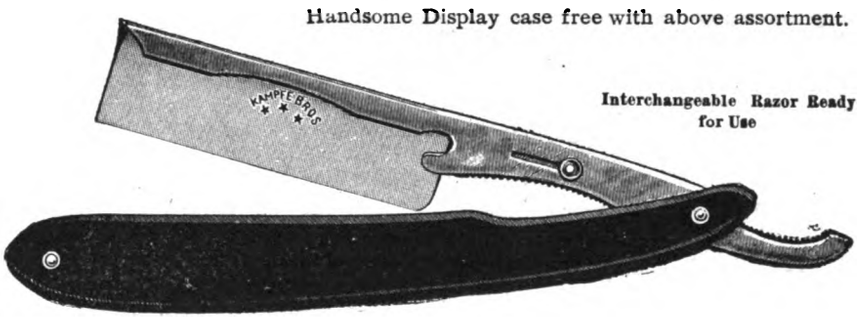


Assortment "A"

6 only—No. 1 Star Safety Razors, complete.
3 " —No. 2 Star Safety Razor Blades.
2 " —No. 3 Stropping Machines.
2 " —No. 25 Star Strappers.
2 " —No. 26 Diagonal Strops.
1 " —No. 4 Jewel Case, one blade.
1 " —No. 5 Star Case, two blades.
1 " —No. 6 Star Case, three blades.
1 " —No. 7 Star Case, four blades.
1 " —No. 9 Traveling Case, two blades.
1 " —No. 24 Combination Outfit.
2 in Signs, 1 Counter Mat and Catalogues.

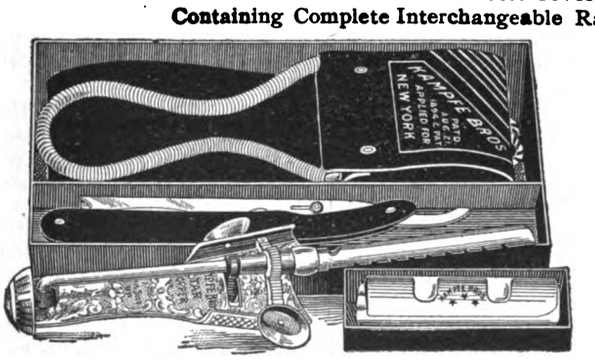
Handsome Display case free with above assortment.

Kampfe's Star Interchangeable Razor



Interchangeable Razor Ready for Use

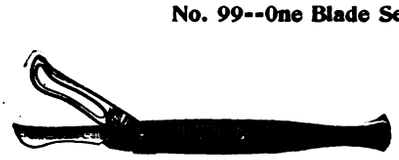
Handsome Leatherette Covered Paste-Board Box.
Containing Complete Interchangeable Razor, one Blade, Star Stropper and Strop.



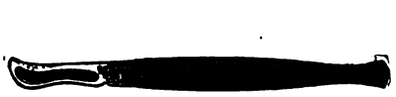
No. 99--One Blade Set.

Experience teaches us that about one man in twenty-five knows now to strop a razor properly. Many can and would prefer to use an old-style razor, but have found the proposition unsatisfactory for the reason that they are unable to keep their razor in condition for use. On account of such conditions existing many advertisements appear in the various publications: "*Razors requiring no honing or stropping; always ready for use; guaranteed to give satisfaction.*" THIS IS FALLACY. No razor can shave properly unless properly stropped, giving it the keen edge that cuts the beard and does not pull or scrape. Any practical cutler will bear us out in this statement. Our Interchangeable Razor overcomes all these difficulties. It is an improved old-style razor with interchangeable blades to be inserted in our new device (blade holder and handle). These blades can b. stropped with our SPECIAL Star stropper (size larger than the stropper used to strop a safety blade). We offer them for sale in sets only, the razor and handle complete, including Star Stropper and Diagonal Strop. Also in sets containing two, three, four and seven blades.

We are catering to the thousands who wish to overcome the difficulty that they have had in properly stropping their razor, and for this reason we have decided to offer the New Interchangeable Razor in sets only, including the Star Stropper and Diagonal Strop.



"Star" Safety Corn Razor



Send for catalogue, circulars and wholesale quotations.

Simple, Safe and Sure. Gives immediate relief to sufferer from any corn, no matter how hard it may be. Impossible to cut the foot. Can be stropped or honed like any razor. With every initial order for 12 we send handsome display case. Leather pocket with each Razor.

KAMPFE BROS.,

Inventors and Manufacturers

Star { Safety Razors / Interchangeable Razors / Safety Corn Razors / and Supplies

8-10-12 Reade Street, NEW YORK

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HARDWARE DEALERS' RECORD.

Hardware dealers, the country over, are requested to contribute to this page. News of new stores, changes, improvements, etc., will be gladly received, and promptly published.

New Stores, Incorporations, Etc.

Ashdown, Ark.—The Ashdown Hardware Company was incorporated with an authorized capital of $50,000. The stockholders are: C. L. and George H. Briant, H. P. Haisliu, A. R. Boarman, W. O. Sims, H. L. Toland & Co., of this place; N. C. McCrary, of Richmond, and W. F. Bridewell, of Hope.

Aurora, Ill.—Fred. Grometer to-day effected the purchase of the George Schlitz Hardware store at No. 20 North Broadway and will take possession at once. Mr. Grometer was for many years with the firm of Erlenborn & Grometer in River Street, but has been out of business for some time. He proposes to add considerably to the general Hardware stock carried by Mr. Schlitz and to increase the business along other lines.

Burlington, N. C.—The Burlington Hardware Company has been incorporated to do a general wholesale and retail Hardware business. The capital is $5,000, and the principal incorporators are: R. E. L. Holt, C. T. Holt and W. W. King.

Circle City, Cal.—The Corona Hardware and Implement Company, which recently incorporated with a stock of $25,000, has organized by electing W. C. Barth, president; William Riddell, vice-president and manager; E. A. MacGillivray, treasurer; R. M. Wollitz, secretary.

El Paso, Texas.—T. F. Doyle, formerly employed by J. D. Milne, the sign painter, and also as accountant under R. E. Comfort, while superintendent of the Mexican Central, has just inherited a fortune amounting to $50,000. He has concluded to return to El Paso, and will start a Hardware store, with which business he is thoroughly familiar. Mr. Doyle came to El Paso from the East.

Fremont, N. C.—The Nahunta Hardware Company, with authorized capital stock, was chartered recently. The incorporators are: C. C. Aycock, J. T. Hooks, Cutlar Lee, T. C. Hill, H. F. Yelverton, Alex. Aycock and J. D. Best, all of Fremont.

Jackson, Miss.—Lumkin Hardware and Furniture Co. has been formed at Tupels, Lee Co., with a capital stock of $20,000. H. T. Lumkin, T. J. Kennedy.

Knoxville, Tenn.—Walter M. and Charles F. Simpson, George M. Miller, R. G. Wright and James T. Moore have opened up a new Hardware and harness store at 25 Market Square. Walter M. and Charles F. Simpson are already well known in the harness world. George M. Miller, formerly with the Southern Saddlery Co., of Chattanooga, and Howard Karns, of Knoxville, is conceded one of the foremost harness men of the South. He is not only a member of this firm, but also fills the office of foreman.

New York, N. Y.—R. Christensen & Co. has been incorporated; manufacture Hardware and Hardware supplies; capital, $10,000. Incorporators: Rudolph Christensen, Curtis L. Wilcox, both of Brooklyn; Franklin Wagner, New York.

Oklahoma City, Okla.—The Storm & Erickson Bros. Hardware Co. has been incorporated with a capital of $6,000.

Oklahoma City, Okla.—W. W. Storms and Erickson brothers have established as an incorporated firm to engage in the retail Hardware business, and have leased the south ground floor room in the new Bassett Block on Broadway. They will open up for business next Monday.

Windsor, Miss.—Windsor Hardware and Furniture Company was recently incorporated; $600; all paid. Incorporators: C. P. Lewis, W. W. Moffett, W. J. Colbow and R. F. Williams.

Winnipeg, Man.—Ethelbert (Bert) Lennox and W. J. Butt have opened an up-to-date retail Hardware store at the corner of Portage and Sherbrooke. Mr. Lennox was formerly traveler for Merrick, Anderson & Co., Mr. Butt being warehouse manager for the same firm.

Changes.

Altus, Ark.—S. I. Rossen has been succeeded in the Hardware and furniture business by S. I. Rossen & Co.

Anniston, Ala. —The stockholders of the City Hardware Company held their annual meeting recently and elected the following officers for the ensuing year: President, J. R. Landham; vice-president, E. A. Donahoo; secretary, treasurer and general manager, Ross Blackmon.

Auburn, Neb.—C. Ruckman, who recently purchased the Scammon and Redfern Hardware and furniture store, has sold the same to C. J. Lynch and Edward G. Smith. Mr. Smith has been in the employ of the Gilmore Armstrong Company for the past ten years and Mr. Lynch has been in the clothing business here for the past five years and both are well known business men of South Auburn.

Auburn, Neb.—Lynch & Smith have purchased the Hardware business of C. Ruckman.

Beatrice, Neb.—J. T. Baughan, of David City, has purchased the Hardware store of W. N. Farlow, on North Fifth Street.

Belvidere, Ill.—Cox Brothers, Hardware dealers on North State Street, have sold their business to Gingles & Clark, of South Dakota. A part of the consideration is a tract of Dakota land near Alexandria, said to be first-class property. H. J. Coxe may move there. The Hardware business is the old established Greenlee Company.

Bowling Green, Ohio.—With the closing of the present week the firm of G. W. Loomis & Co., whose name is so familiar to the people of Wood County, passes into history. This by reason of J. W. Knight, who acquired an interest in the business a year or so ago, having bought the entire business of the firm. The immense stocks of the firm in their two stores in this city and their store at Luckey are being invoiced this week preparatory to the final closing of the details of the transaction. The firm of G. W. Loomis & Co. has been one of the fixed business institutions, one of the largest Hardware, farm implement and vehicle concerns of the county for nearly a score of years, and has enjoyed a very extensive business. In the future the ownership will be vested in the name of J. W. Knight.

Burwell, Neb.—T. H. Doran has purchased the Hardware business of A. A. Garber.

Cedar Rapids, Iowa.—The Norris and Loring Wholesale Hardware Company, of this city, has sold its business to the Cutler Hardware Company, of Waterloo, and the stock will be removed at once to the latter city. The negotiations for the transfer have been going on for some weeks. Mr. G. H. Norris, president of the Norris and Loring Company, desired more time to devote to some valuable patents which he owns.

Central City, Neb.—G. A. Clark has sold his Hardware business to J. Stevens.

Central City, Neb.—Ross Bros. have been succeeded in the Hardware business by Ross, Dye & Cougile.

Charleston, S. C.—Mr. Walter Pringle announced that he had purchased the business and stock of the firm of Marshall, Wescoat & Co., Meeting Street, and would organize a stock company for the purpose of continuing the business under the name of the Marshall-Wescoat Company. Mr. Pringle said that the details of the sale of the stock, which had been made after inventory, were not of general interest. The fact that the place is to remain open and actively in the trade, however, is most interesting and satisfactory. The house has done an immense business in shelf and heavy Hardware, cutlery and agricultural implements, and these lines will be handled as heretofore. Mr. Pringle could not tell just when the new company would be organized, but indicated that it would be done as soon as the legal formalities connected with the purchase could be accomplished.

Clearwater, Kan.—Hammers Bros. have sold their Hardware and implement business to Smith & McLaughlin.

Columbia, Tenn.—George W. Everett, who for the past fourteen years has been traveling for the Gray & Dudley Hardware Co., of Nashville, has bought out the Biles Hardware Co., at Sparta, Tenn., and will continue the business for himself.

Davenport, Iowa.—S. H. Reynolds & Co. have sold out their Hardware business.

Enid, Okla.—E. F. Peters has succeeded to the Hardware business of Peters & Gibbs.

Fort Smith, Ark.—The Speer Hardware Company filed notice of an increase of capital stock from $60,000 to $300,000, the increase to be effected by issuing 9,600 additional shares of common stock valued at $25 each. Every person now holding stock in the corporation is to receive four shares of the new stock for each share now held.

Franklinville, N. Y.—John E. Robeson, who for thirty-four years has conducted a Hardware store here, concluded a sale yesterday to E. A. Parsons, of Arcade, for something over $5,000. Mr. Parsons took possession to-day and will move his family here from Arcade at once.

Grand Rapids, Mich.—W. L. DeGraff and J. K. Quantrell have purchased the Hardware business of W. & J. Stadt, at 616 North Ottawa Street, which they will conduct under the name of De Graff & Quantrell. This firm had been engaged in the Hardware business at New Buffalo, coming to this city and opening a jewelry store and bazaar at 457 South Division Street, which it will continue to conduct.

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There Are Lots of Men

who think a Razor Strop is of little importance. This is certainly a mistaken idea; a good razor strop, when made PROPERLY is the WHOLE THING, makes shaving easy.

The Gibford RED-E-FOR-USE Razor Strop is a joy to the user.

If you have not sold the Gibford strop, write for catalog and allow us to send you a sample half dozen, express prepaid.

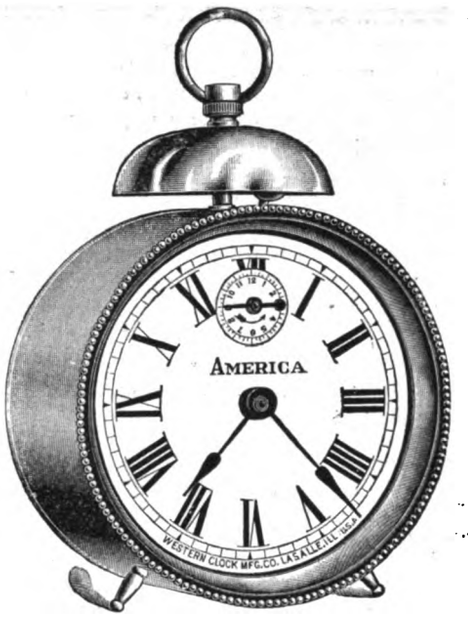
WRITE FOR CATALOG ANYWAY.

Address Dept. A.

GIBFORD MFG. CO.

Adrian, Mich., U. S. A.

The America Alarm



Gives you an opportunity to offer a clock, accurate, efficient, guaranteed, at a remarkably low price and is sold at a figure that leaves you plenty of room for profits. Your jobber has the "America."

The Western Clock Mfg. Co.

La Salle, Ill.

NEW YORK 51 Maiden Lane

CHICAGO 131 Wabash Ave.



The demand for

BISSELL'S

"CYCO" BEARING SWEEPERS

grows daily and the chief contributing factors of this growth are thorough sweeping qualities, superiority of mechanism and appropriateness of design and finish, salability, profit paying qualities to the dealer under our fixed price system, and extensive advertising by which the name of Bissell has been made a household word.—Remember, the best is always the cheapest, and the demand to-day is for the article of reputation and unquestioned merit that is thoroughly advertised.

Write for our special Fan Offer, in force until July 25th.

Bissell Carpet Sweeper Co.,

(Largest Carpet Sweeper Makers in the world.)

Grand Rapids, Mich.

Branches:
New York, London, Toronto, Paris.

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HARDWARE MANUFACTURERS' RECORD.

Hardware manufacturers, the country over, are requested to contribute to this page. News of new factories or companies, changes, improvements, etc., will be gladly received, and promptly published.

New Incorporations, Etc.

Camden, N. J.—National Nailless Horseshoe Co., No. 317 Market Street, Camden, N. J.; manufacture nailless horseshoes; capital, $250,000. Incorporators: William P. Maxfield, T. F. Clabby, Joseph E. Walton, E. E. Comber, Thomas W. Jones, all of No. 317 Market Street.

Cazenovia, N. Y.—Safety Lock & Knob Co.; manufacture locks, door knobs and Hardware; capital, $100,000. Incorporators: Battese Revoir, Bartis M. Revoir, Eugene B. Goodrich, all of Syracuse, N. Y.; Myrta E. Howell, Onondaga, N. Y.; Emmet H. House, Fulton, N. Y.

Cincinnati, Ohio.—The Champion Tool Works Co. has been incorporated; Thomas Bentham, Harvie Kruizburg, W. Donaldson, Edward Mcgoldrick, Olive B. Kruizburg and others. Capital, $15,000.

Cleveland, Ohio.—The American Fender and Manufacturing Co. has been incorporated; Thomas E. Greene, Albert H. Miller, John Kundt, R. G. Burkhardt, John Gabel and others. Capital, $50,000.

Cleveland, Ohio.—The Smokeless Powder and Cartridge Co. has been incorporated; Alonzo M. Snyder, A. E. Clevenger, G. D. McGwinn, N. I. Young, Elmer G. Derr. Capital, $5,000.

Des Moines, Iowa.—Alline Electrical Company, of Fort Dodge, has been incorporated with a capital of $25,000; Cedar Rapids Implement Works, with a capital of $100,000.

Detroit, Mich.—The Walsh Safety Lock Snap Co., capitalized for $10,000, filed articles of association with the county clerk yesterday. Of the capital stock $2,000 has been paid in cash and $8,000 in patents. Stockholders are Joseph A. Walsh, trustee; William F. Fishback and Harry M. Donahue.

Hamilton, Ont.—The first annual meeting of the Canadian Shovel and Tool Company, of Hamilton, was held this morning, when the following directors were named for the year: C. H. Holton, president; E. McCarty, vice-president; W. A. Holton, secretary-treasurer; F. Skelton and J. C. McCarty. The stock of the company has now been fully subscribed and the new plant is rapidly nearing completion in the east end. Some of the machinery has already arrived and the balance is ready for shipment. In a very short time the company will be ready to do business.

Minneapolis, Minn.—Lever Cream Separator Company, Minneapolis; capital, $800,000; incorporators, Frank C. McMullen; Robert M. Works and M. J. Mulcahy, Minneapolis.

New York, N. Y.—The Davies Automatic Shear Co., recently incorporated, is fully equipped to manufacture its shears, on which it owns several patents covering shear connections. The company will buy the blades from standard makers and manufacture the connecting devices. Peveril Meigs, Jr., of No. 18 Exchange Place, is treasurer.

New York, N. Y.—Villard Advertising Jar Co. has been incorporated; manufacture glass jars, etc., for advertising; capital, $60,000. Incorporators: Richard H. and K. Villard, Thornwell Mullally and James O. Tryan, all of New York.

New York, N. Y.—Webb Self-Lighting Co., manufacture lamps, stoves, furnaces, etc.; capital, $250,000. Incorporators: Washington I. Marble, No. 345 Broadway, New York; Nicholas A. Donnelly and James G. Gregg, both of No. 141 Broadway, New York.

Oklahoma City, Okla.—The Barber Tool Company, of Oklahoma City, with $5,000 capital stock. Incorporators, Newton Avey, Melvin Barber, L. Overholser and D. O. Larimer, all of Oklahoma City.

Toledo, Ohio.—The Home & Farm Supply Co., of Toledo, capital, $100,000, was incorporated to-day by John M. Ormond, Frank T. Oakley, B. L. Paine, N. O. Winter and Cyrus Husey. Half of the stock is to be 7 per cent. preferred. Mr. Ormond said to-day that the company will do a farm supply business, selling seeds, farm implements, etc., by mail order, and will establish a number of branches in other cities. Toledo will be the headquarters of the company, which will shortly open a store in the downtown district.

Toledo, Ohio.—The Keasey Wood Split Pulley Co., which early in the Spring suffered a complete loss of its factory by fire, has now become installed in its new plant.

Toledo, Ohio.—The Superior Agu Stove Company, $5,000 capital stock, was incorporated by A. H. Snodgrass, C. J. Schumacher, William H. Holmes, D. M. Kable and H. Swift.

Warren, Pa.—A certificate of incorporation was filed for the Rogers Shear Company, of Warren, Pa., to deal in general merchandise, both wholesale and retail. The incorporators are: James P. Rogers, William B. Rogers and David Shear, all of Warren, Pa.; capital stock, $25,000.

Worcester, Mass.—The Parker Wire Goods Co. has increased its capital stock from $15,000 to $20,000, which has been made necessary by the growth of the business.

Changes.

Anderson, Ind.—The Dunn-Louisio Manufacturing Company yesterday disposed of their rapidly growing business to the Anderson Tool Company. The company manufactured a computing oil tank which proved a winner, and the tool company was anxious to manufacture the article. The tool company is erecting a large addition to its building on Jackson Street, and will install the new department in the addition.

Binghamton, N. Y.—Work of excavating the cellar for the addition 40 by 134 feet for the 1900 Washer Company will be completed, and the work on the foundation will be started soon. The new addition will be three stories high and have a basement which will be used largely as a storeroom for stock. The addition has long been necessary to the business because the company had no place to store its stock and was working in a sort of hand-to-mouth manner turning the stock into machines just as fast as it arrived. At present the company is about 10,000 machines behind its orders. During the last five years the business of the company has had a marvelous increase. About 1900, the old Griswold soap factory was purchased by the company and an addition 40 by 60 feet was added. In the following year another addition 40 by 90 feet was added facing the railroad tracks, and the year following 40 by 69 feet was built. With the new addition the company will have a frontage on the railroad tracks of 361 feet, besides a wing extending north of about 90 feet. The addition which is now in course of construction is being erected on the west end of the old building.

Cincinnati, Ohio.—The Cincinnati Tin & Japan Co. has sold the property on which it is now located for $85,000. Mr. Bell, secretary of the company, owns property in other parts of the city, from which a selection will doubtless be made for a new factory site, though nothing is to be done in that direction for a year or more, as the terms of the contract require that the company shall continue to occupy the property just sold for that length of time.

Columbus, Ind.—C. S. Baker and C. M. Keller, the committee representing the new Jenney Manufacturing Company, just organized here, with a capital stock of $300,000, returned from Ottumwa, Ia., where they have been to pass deeds and conveyances. This large manufactory of agricultural implements will now be moved here as soon as the necessary buildings can be erected. There will be fourteen buildings, covering five acres of ground. Fifty families, or 250 souls, will be brought here with the plant. It will be in operation here by September and will work 300 hands.

Detriot, Mich.—The Smiley Tool Works have been purchased by Charles H. Muckenhirn and the machinery moved to Salem.

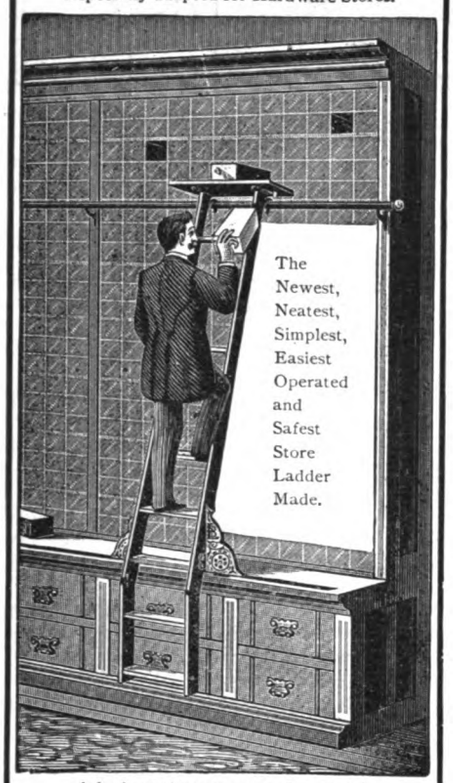
Jamestown, N. Y.—William Hjorth & Co. have purchased the Josephus H. Clark property on Harrison Street, and in the near future will erect a factory for the manufacture of wrenches, pliers and Hardware specialties, the present quarters in the building on Taylor Street formerly occupied by the Anchor Fence Company, being inadequate on account of the rapid growth of the business. The property has a frontage of 120 feet on Harrison Street, and 120 feet on Taylor Street, and is 200 feet deep. The firm of William Hjorth & Co. consists of William Hjorth, his son, Arthur W. Hjorth, and his son-in-law, Roland M. Taylor.

Kent, Ohio.—The Seneca Chain Co., of Kent, Ohio, will increase its plant for the manufacture of hand-made straight link chain and will add a testing machine of 3,000 pounds capacity. When these improvements have been made the concern will give employment to a number of additional men.

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procured promptly and with care in all countries. Also trade marks and copyrights.
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ATTORNEYS-AT-LAW.
WASHINGTON, D.C.
St. Paul Building, NEW YORK.

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The BICYCLE STEP LADDER.
Especially adapted for Hardware Stores.



Ask about the new **noiseless** track.
Highest award World's Fair.
WRITE US.
THE BICYCLE STEP LADDER CO.,
65 Randolph St., CHICAGO .ILL.

DEALERS

should insist on their jobbers supplying them with **Pelouze Family Scales** having the **New Silver Finished Dials.**

Capacity 24 pounds by ounces.

The best and handsomest finished scales on the market. While superior in many ways to other makes, prices are as low.

Send for complete Catalogue G; 40 styles: Counter, Family, Market, Candy and Postal Scales, Ice Scales, Spring Balances, etc.

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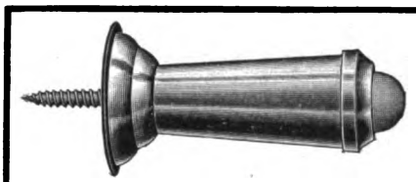
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PELOUZE SCALE & MFG. CO.,
118-133 W. Jackson Boul., CHICAGO.



No. 700 Silver dial, tin scoop.
No. 800 Silver dial, steel platform.

Received Highest Award at World's Fair, St. Louis.



The Champion Metallic Base Knobs
NEVER BREAK
(TRADE MARK)

Can be screwed into hardwood without injury. Ingeniously constructed rubber button easily replaced. Made in either Steel, Brass or Bronze and all Finishes to match other hardware. Manufactured only by
THE CHAMPION SAFETY LOCK CO., Geneva, O.



BOX STRAPPING OF ALL KINDS
BOX CORNER FASTENERS, SEALS, ETC.
WRITE FOR SAMPLES, CATALOG AND DISCOUNTS.
STANDARD METAL STRAP CO., 336-342 E. 38 St., New York



Old Putty Face has lost his place,
As a filler, his days are numbered,
"ORIENTAL'S" the name that's laid claim to fame
Put your faith in it, you wont have blundered

ORIENTAL FLOOR AND CRACK FILLER

(The Perfect Filler)

HAS REPLACED PUTTY

wherever there is a demand for an economical, durable and hygenic beautifier of crack and nail-scarred floors and woodwork.

WHY? Because it is absolutely non-shrinkable, dries hard as steel in twenty-four hours, and never falls out or away from the crevice.

WHY? Because it settles in the cracks, solidly and evenly, and can be stained any desired shade or color to match the woodwork, blending so perfectly that a floor appears as one solid piece.

WHY? Because it is sanitary, rendering the floors and woodwork germ and vermin proof and saves the carpets and clothes by making mothproof the apartment where it is used.

WHY? Because it is as cheap as putty, but better; because it makes floors easy to clean, and because it dries hard over night so floors can be used uninterruptedly.

SAMPLE SENT ON REQUEST.

Adams & Elting Co.
CHICAGO, U.S.A.

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BICYCLE AND SPORTING GOODS RECORD.

Bicycle manufacturers and dealers, the country over, are requested to contribute to this page. News of new stores, changes, improvements, etc., will be gladly received, and promptly published.

New Stores, Incorporations, Etc.

Baltimore, Md.—Robert L. French, who is the "Co." in Howard A. French & Co., has purchased the business of G. W. Thompson & Co., 251 Broadway, that city. The same lines, bicycles, motors and sporting goods, will be handled.

Birmingham, England.—The practice of bicycle stealing has become so very prevalent that the local insurance companies have taken warning and will no longer assume bicycles as risks. One company, more hardy than the others still insures machines under the express condition that they are to be used only for pleasure purposes, not at all in the way of business, since the majority of the thefts have been of machines which have been left standing at the curb by tradesmen and others who were in the way of business.

The bicycle still holds its own abroad, as is shown by the fact that the exports of bicycles and parts of bicycles from Germany during the years 1902, 1903 and 1904 were valued at $3,427,200, $4,416,600 and $4,795,700, respectively.

Brooklyn, N. Y.—Since the Alpha Motorcycle Club, the first in America—went out of its rather listless existence when the Kings County Wheelmen sold their clubhouse last year—the club had shared the building— the City of Churches has been without a motorcycle organization. The void, however, is in a fair way of being filled, a meeting for the purpose having been held on Thursday night, when a temporarary organization was effected, with E. W. Carritt as chairman and Charles L. Simms as secretary. Another meeting will be held at No. 33 Grant Square next Thursday, when the organization will be completed.

Chicago, Ill.—London Auto Supply Company has been incorporated; capital $10,000. Manufacturing. Incorporators, W. B. Junes, F. C. Smith, Max Weiss.

Dallas, Texas.—The Mosely Sporting Goods Company, capital stock $30,000, has been incorporated. Purpose, to buy and sell goods, wares and merchandise. Incorporators, E. A. Mosely, J. H. Miller, E. W. Rose, E. P. Webster and E. A. Worden.

Glenville, O.—Jay Lewis, lately of Shelby, L., has opened up a completely equipped bicycle and automobile repair shop in the Keiper block, 2848 St. Clair street. Lathes, drills, etc., driven by a powerful engine make the workshop a good one.

Changes.

Hookeston, Ill.—The firm of Walter & Arndt has been dissolved by mutual consent, Mr. Arndt retiring and taking with him the electrical and bicycle repairing departments, and Mr. Walter retaining the balance of the business.

Monmouth, Ill.—Morton Humphrey has become a partner in the Wallace Auto and Cycle Co. of South Main street. He is an experienced machinist and has been employed for a number of years at the McIntosh foundry.

Onaway, Mich.—Henceforth, or at any rate until further notice, the American Wood Rim Co. will operate but one plant, that at this place. Its factory at Marietta, Ohio, has been idle for some little time, and at a special meeting of the directors held last week in Bradford, Pa.—once the chief source of production—it was decided also to shut down and discontinue manufacture at that point.

Suffern, N. Y.—W. S. Sloan, the bicycle dealer, is building a garage adjoining his bicycle store on Orange Avenue for the storing of automobiles.

Toledo, O.—The capital stock of the Consolidated Manufacturing Company was increased from $600,000 to $1,000,000 and the old Arizona charter of the company surrendered, the reincorporation being under the Ohio laws. Half of the capital stock is to be 6 per cent. preferred. The Consolidated Manufacturing Company is the successor of the Snell Cycle Fittings Co. and the Kirk Manufacturing Co., which industries were merged some time ago. The company's plant is on Fernwood avenue and the Lake Shore tracks, and the new concern will manufacture vehicles of all kinds and their parts, engines, motors, compressors motors and motor machines, bicycles and autos, batteries, pumps and stamped metal goods and forgings. The reincorporation and increase in capital is to extend the scope of the business, which will now become one of the largest in Toledo. A number of prominent local capitalists are identified with the company, which will enter extensively into the manufacture of automobiles.

Home, Kan.—G. W. Reinhardt has engaged in the Hardware and implement business.

Lafayette, Ind.—A notice showing that the Westfall-Moore Hardware Company had changed its name to the Moore & Kemple Hardware Company, has been filed by Thomas J. Kemple, president of the company.

Lennox, S. D.—W. Heibult has succeeded to the Hardware business of Miller & Heibult.

Longton, Kan.—Crumrine & Croner have succeeded to the Hardware and implement business of Crumrine & Nichols.

Marion, Ia.—S. X. Way has sold his Hardware business to J. M. Croner & Co.

Marysville (Yuba Co.), Cal.—After sixteen years of continuous service as cashier, accountant and bookkeeper with the W. T. Ellis Company, David Canning will resign next week to enter into business for himself. The Hardware firm of Lydon & Follansbee .s about to dissolve by mutual consent, and Canning will purchase the interest of Follansbee in the business.

Ottawa, Kan.—W. E. Harris has engaged in the Hardware business.

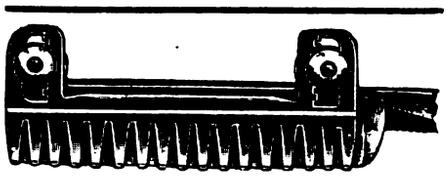
Miscellaneous.

Grand Island, Neb.—The gun and bicycle shop of William Gunther was robbed recently and about $200 worth of goods taken, including twenty-four revolvers, one silver watch, one gold watch, the name of Mr. Gunther being inscribed; several rings, ten flash-lights and a few other smaller articles. The burglars gained entrance by forcing the door of an adjoining carpenter shop and then boring through two wooden walls, that of the carpenter shop and that of the gunsmith's.

Hartford, Conn.—Although the Pope Mfg. Co. has discontinued its Chicago sundry department, Hartford headquarters reports that it merely implies a corresponding enlargement of the Eastern department; in fact, a special staff of travelers will be organized which will be devoted exclusively to the sale of sundries.

New York, N. Y.—The announcement is made by Frank A. Burrelle that he offers a valuable cup to be competed for by all tire manufacturers. Within the next few days a meeting of tire experts and prominent automobilists will be held. At this meeting a committee will be appointed to arrange all necessary details for the competition and make the rules under which the necessary runs will be made for the Burrelle cup.

San Francisco, Cal.—So satisfactory was the administration of the old officers of the New Century Wheelmen, that most of them were unanimously re-elected at the annual meeting last week. Following is the new board: President, Gus L. Baraty, re-elected; first vice-president, J. T. Tennant; second vice-president, C. Schiller; recording secretary, H. Stranahan, financial secretary, J. Herzog; treasurer, W. E. Lee, re-elected; captain, A. Greeninger, re-elected; first lieutenant, D. Mainland, re-elected; second lieutenant, H. Wilkes, re-elected; sergeant at arms, William Janssen; racing board, H. M. Strohlein and L. G. Shaw.



WOODY'S EZY RAZOR GUARD

Satisfaction Guaranteed. Can Shave in Half the time. Adjustable to any Blade. Reversible. Retails Readily for 50c. Helps to Sell Razors. Price to Merchants per doz. $2.00 Can send 1 doz. by mail.

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"Three in One" Lubricates
Prevents Rust, Cleans and Polishes
G. W. COLE CO.
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WIRE and WIRE NAILS

¶ You ought to have our prices on Special and Common Nails, Iron and Steel Wire, and Wire Plant Supports.

¶ The profits on our goods will make you our steady customer.

¶ Write us to-day.

Mention HARDWARE.

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PRICE $5.00
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Sent to responsible parties on approval.

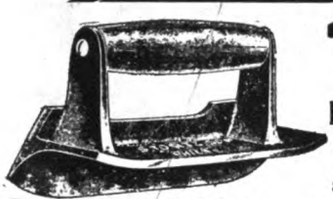
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STENCILS-BURNING BRANDS
STEEL STAMPS & DIES
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Best in quality. Unsurpassed as sellers. Get prices from W. L. Barrett, Bristol, Conn.



Cement Curb Tool

Get Ready! Stock up for Spring trade in

Cement Workers', Contractors' and Paviors' - - TOOLS

Our line is complete, our prices are low, our catalog yours for the asking.

JOHN STORTZ & CO.
214-216 VINE ST., PHILA., PA.

H. & R. Single Gun AUTOMATIC AND NON- Ejecting.

12 & 16 GAUGE
Steel and Twist Barrels

20 GAUGE,
Steel Barrel.



Simplest "Take Down" Gun Made.

Superior in Design, Workmanship and Finish, and the Most Popular Gun on the Market.

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Also makers of H. & R. Revolvers.
Catalog on Request. WORCESTER, MASS.

BLASTING SUPPLY? Write for Prices and Particulars on

ELECTRIC EXPLODERS, ELECTRIC SAFETY FUSES, ELECTRIC TIME FUSES, ETC., TO

STAR ELECTRIC FUSE WORKS, Wilkes-Barre, Pa.

Glass Cutters that Cut

Ours stand first for durability and fine cutting qualities

Note our patent interchangeable feature.



Extra cutter wheels are placed in handle instead of tube. Send for catalog. Mention HARDWARE.

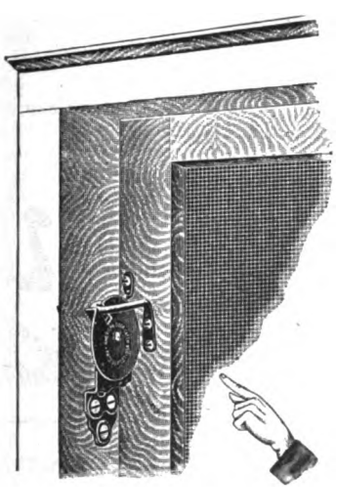
The Favorite

FLETCHER, TERRY & CO., Forestville, Conn., U. S. A.

American Door Catch

FOR

Fly Season



Goes on the inside of door and can be locked.

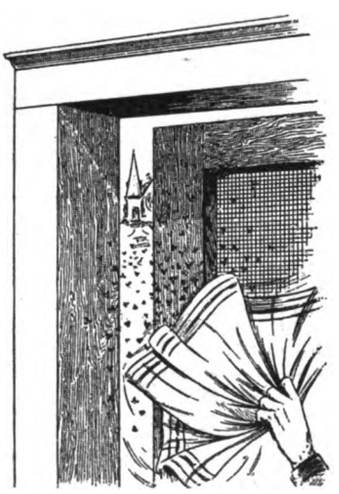
Retails 15c.

THE BEST CATCH ON EARTH, AND AT THE RIGHT PRICE.

Sold by all Leading Jobbers.

Drop a postal for sample catch, mailed free. Attach it to a door and note result.

A mounted wood model free with first order of 3 dozen.



Holds any door, right or left, flush or lapping; inside or outside; on cupboard doors, right or left side, on top or underneath shelf.

It keeps the dust out, keeps the flies away, stops rattling, prevents warping, and keeps the door closed.

Each catch packed complete with cardboard templet, screws, staple and hook for locking is sealed in a strong envelope; no extra parts needed on the American. When you buy an envelope you get it all.

One dozen envelopes in a neat, strong carton, swing back cover, and two-color display cards.

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AMERICAN HARDWARE MFG. CO.,
OTTAWA. ILLINOIS.

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WIRE WORKS CO.
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WIRE GOODS
Artistic Metal Works.
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Hardwaremen's Exchange

Notices of **HELP WANTED** *or* **SITUATIONS WANTED** *will be inserted in this column, for subscribers free of charge. Should not exceed four lines. Notices of* **SIDE LINE OFFERED, SIDE LINE WANTED** *and* **ALL OTHER NOTICES.** *two cents per word. No ad received less than three lines.*

Hardware Salesmen Wanted.

SPECIALTY SALESMEN to sell splendid specialty—a cherry seeder; best and also the cheapest on the market; model can be carried in vest pocket; easy to sell; liberal commission; good money for the right parties; write to-day for particulars. E. L. Arnott, Greenfield, Ohio.

For Sale.

FOR SALE. Our Hardware, Tin and Plumbing business opened May 1st. Town 7 months old, 1200 people, growing rapidly. Climate of the best. $3,000 cash includes building 24 by 60. Good opening for any one. Address Box 127, Twin Falls, Idaho.

Side Line Offered.

SALESMAN to carry a good side line that will pay traveling expenses. Sells to house furnishing, general, and hardware stores. Pocket model free. Season now on. Novelty Mfg. Co., Ottawa, Ill.

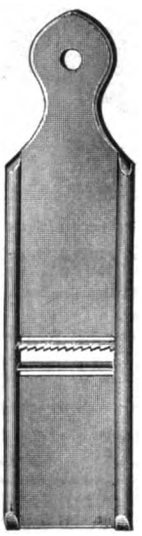
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A TRAVELING SALESMAN. Now employed; 15 years successful; experience in selling Hardware specialties to jobbers; would consider desirable change in similar capacity. Address, "Salary," care Hardware Publishing Co., New York City.

Wanted.

HAMBURG IMPORT FIRM keeping traveling men on the road all over the European continent throughout the whole year wants connection with American Manufacturers or Commission houses which bring upon the market novelties in household goods and Hardware. At the same time this firm recommends itself as buyer of European products of industry. Banking references given and wanted. Please apply sub. H. L. 1657-g to Advertising Agency, Rudolf Mosse, Hamburg, Germany.

Every Housewife



Knows the superiority of grated corn for fritters and other dishes. Makes the cooking so much more tasty than corn cut from the cob. With the

Favorite Corn Grater

the inside of the kernel is extracted, leaving the hull on the cob. Pass the corn forward over the teeth, which will puncture the grain and the smooth edge will scrape out all the nutritious elements and leave the shell of the grain on the cob.

The grater is made of hardwood, fine steel and handsomely finished.

Size 12x3 inches. Dozen packed in paper box. Gross lots in cases. Weight, 70 pounds per gross.

Dealers have always found it a good summer seller.

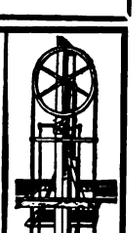
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Lititz, Pa., U. S. A.

Improved Quick and Easy Rising Steam, Electric and Hand Power

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Send for Circulars.



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KIMBALL ELEVATOR CO., 120 Cedar St., New York.
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TROY, N.Y.
MANUFACTURERS OF
HARDWARE AND HOUSEHOLD **SPECIALTIES**

NICE

BARN AND ROOF PAINT

has made more friends among consumers for Dealers and more friends among Dealers than any other Barn or Roof Paint ever made.

While price is low, quality has not been sacrificed.

Dealers find it a pleasure to sell goods of this class, because while realizing a good profit they can feel sure they are making a permanent customer who will be satisfied — yes, pleased, with results and tell others about it.

What better advertisement for any Dealer?

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272-274
So. 2d St.
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Robert Murray.
24 Duane St.,
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General Hardware

Agent for Atlantic Screw Works.
Wood Screws of Every Description.
Agent for Maynard's Socket Shovels.



SCHOFIELD'S ECONOMY OVEN
For Gas and Gasoline Stoves having only ¼ the space to be heated; saves ¾ THE COST OF BAKING, no one using a Gas or Gasoline Stove can afford to do without it; *Guaranteed to Bake Perfectly*, top and bottom alike. Packed one dozen in a case. Shipping weight, 100 lbs. per case. **SCHOFIELD & CO., Mfrs., Freeport, Ill**

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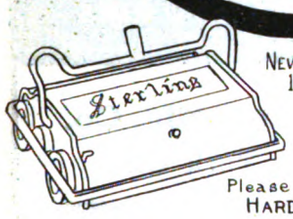
STERLING

STEEL CARPET SWEEPERS

In comparison with old style, wooden sweepers have as many points of superiority as the modern battleship over the frigate of 1812.

Let us tell you more of the Sterling's many advantages, and how we give this handsome display stand Free with Sterling Sweepers.

STREATOR METAL STAMPING CO.
STREATOR, ILL.



NEW YORK OFFICE
10 WARREN ST.



Please mention HARDWARE

DON'T barter your reputation by selling poor Hack Saws. It's bad business. We know of no better way of keeping the dents out of your business reputation than by selling the Hack Saw with a name for Quality—

The "Sterling"

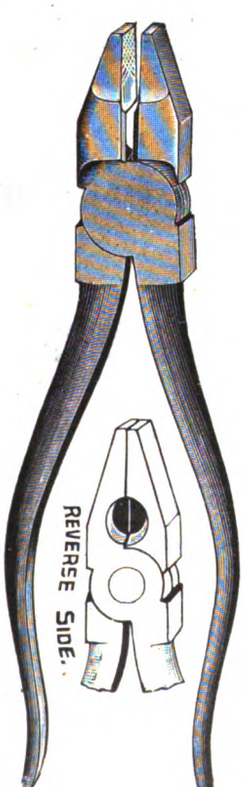


Hack Saw

It has no flaws, faults, or weak spots. As a seller it is above reproach.

The question remains: How many do you need? Write your Jobber **TODAY**.

Diamond Saw and Stamping Wks.,
BUFFALO, N.Y.



Our No. 80 Lineman's Plier

The Cronk & Carrier Mfg. Co.
Elmira, N. Y.

Convenient
Durable
Powerful

Is a distinct step in advance of any other Lineman's Pliers on the market to-day.

Fit for the hardest kind of service.

Throat is round and will cut larger insulated wire than other Lineman's Pliers.

It will cut anything from music wire to 16 d Nails. None better for general use.

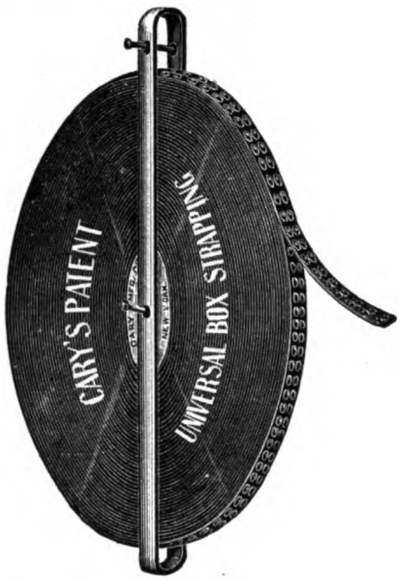
Five sizes: 5 in., 6 in., 7 in., 8 in., and 9½ in. lengths.
Forged from best Tool Steel --fully warranted.
We make the largest line of Pliers for Farmers' use.

Our Special Quotations will interest the dealer. Ask us about them when you write for catalogue.

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CARY'S UNIVERSAL BOX STRAP

A continuous Metal Strap with a series of raised bosses along edges to strengthen it and to protect nail-heads.



Put up in coils 300 feet each.
Patent Metal Reel Frame with each coil.
Straps made in four widths: ½, ⅝, ¾ and 1 inch.
Patented in all countries.

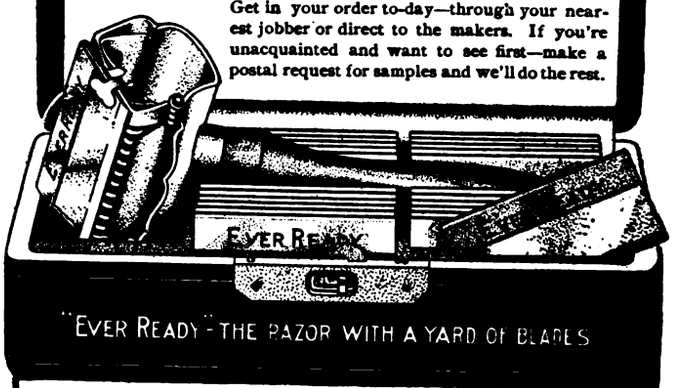
CARY MFG. CO,
19 & 21 Roosevelt Street, New York.
Cable Address: CARLEIO

EVERYBODY—EVERYWHERE
IS CALLING FOR
"Ever-Ready" Safety Razors

The only $5.00 retail proposition on the market to-day that gives the customer a run for his money and allows the retailer a profit that is worth his while. **"Ever-Ready" sets contain twenty-four keen, perfect blades**—a dozen more than any other similar priced razor. "Ever-Ready" blades are as thin as paper and yet can be rehoned and resharpened at will—another incomparable feature.

Advertised at $5.00—
BIG PROFITS TO RETAILERS

Get in your order to-day—through your nearest jobber or direct to the makers. If you're unacquainted and want to see first—make a postal request for samples and we'll do the rest.

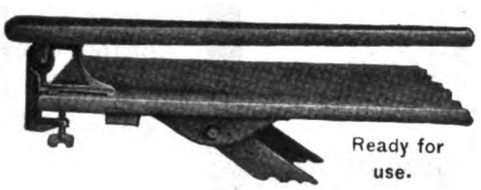


Reichard & Scheuber Mfg. Co.
66 Duane St., New York City
Makers of Yankee Safety Razors—Yankee Sets—Stropping Machines and Radio Magno Razors.

AUXILIARY IRONING BOARD



Turned back out of way.



Ready for use.

A Money Maker

USED THE YEAR 'ROUND - USED THE WORLD 'ROUND

A most substantial and satisfactory auxiliary to table or regular ironing board for ironing sleeves, shirt waists, etc. The turn-back feature is its great convenience. None other has it. Always in place. Never in the way. It is not a cheaply-constructed article, but one built for every-day use and for universal satisfaction.

We have further information we will be glad to give you.
Better write for it.

W. H. GLENNY AND COMPANY, SPECIALTY MFG. DEPT.
ROCHESTER, N. Y., U. S. A.

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PRICES CURRENT

The prices in this Prices Current are intended for the Hardware trade only, and for such quantities as are usually purchased by retail dealers. They are carefully revised and represent quotations at which purchases can be made. Very small quantities, and broken packages, frequently make higher prices necessary.

Subscribers are requested to notify us of any discrepancies, as we desire to make this department of our paper worthy of their constant attention.

The list prices, from which discounts are given, will always be furnished the dealer upon request, by the manufacturer quoted.

Ammunition

CAPS—PERCUSSION—

Eley's E. B.....60c
G. D.....per M 34@35c
E. L.....per M 40@45c
G. E.....per M 50@52c
Musket.....per M 62@63c

PRIMERS—

Berdan Primers $2.00 per M.....20&5%
B. B. Caps (Sturtevant Shells) $2.00 per M.....20%
All other Primers per M. $1.52 to $1.60.

CARTRIDGES—

Blank Cartridges:
22 C. F., $5.50.....10&5%
32 C. F., $7.00.....10&5%
22 cal., Rim, $1.50.....10&5%
32 cal., Rim, $2.75.....10&5%
B. B. Caps, Can. Ball, swgd.....$1.90
B. B. Caps, Round Ball.....$1.49
Cent. Fire.....25%
Target and Sporting Rifle.....15&5%
Primed Shells and Bullets.....15&10%
Rim Fire Sporting.....50%
Rim Fire Military.....15&5%

SHELLS, EMPTY—

Brass Shells:
First quality, all gauges.....60&5%
Climax, Club, Rival, 10 and 12 gge..65&5%
Paper Shells:
Acme, Ideal, Leader, New Rapid, Magic, 10, 12, 16 and 20 gauge.....35&5%
Blue Rival, New Climax, Challenge, Monarch, Defiance, New Victor, Repeater, Yellow Rival, 10, 12, 16 and 20 gauge.....20%
Climax, Union, League, New Rival, 10 and 12 gauge.....25%
Climax, Union, League, New Rival, 14, 16 and 20 gauge ($7.50 list).....$20.
Expert, Metal lined, and Pigeon, 10, 12, 16 and 20 gauge.....33⅓&5%

SHELLS, LOADED—

Black Powder.....40%
Smokeless Powder, medium grade....40&5%
Smokeless Powder, high grade....40&10&10

SHOT—

Drop, up to B 25 lb bag.....$1.65
Drop, B and larger, per 25 lb bag..... 1.90
Buck, 25 lb bag..... 1.90
Chilled, 25 lb bag..... 1.90
Dust Shot, 22 lb bag..... 2.25

GUN WADS—₱ 1000—

B E., 11 up.....$ 60
B. E., 9 and 10..... 70
B. E., 8..... 80
B. E., 7..... 80
P. E., 11 up..... 1.00 } 15%
P. E., 9 and 10..... 1.25
P. E., 8..... 1.50
P. E., 7..... 1.50
Ely's B. E., 11 and larger.....$1.70@$175
Ely's P. E., 12 to 20.....$.00@$3.25

Animal Pokes

Iowa Farming Tools. ₱ doz.
Hawkeye.....$3.25
Western..... 4.00

Anti-Rattlers

Fernald, Quick Shift, ₱ doz. pair, net..$2.00
Burton's, ₱ doz. pair, Nos. 2 and 5..... 50c
Per doz. pair, No. 1..... 75c
Per doz. pair, No. 4..... 1.00
Kohler's: ₱ Gro.
Daisy, No. 4.....Net. $5.00
Perfect, No. 2.....Net. 7.20
Bolt Holder, No. 1.....Net. 9.00

Anvils

American "Horse-Shoe".....9¼c
Arm and Hammer.....8½@8¾c
Eagle Anvils, ₱ lb, net.....7¼@8c
Peter Wright's.....10¼c
Trenton.....9 to9¼c
Columbian, all steel, ₱ lb, net.....9c

ANVIL AND VISE COMBINED—

Millers Falls (with drill).....$18.00, 15&10%

Augers and Auger Bits

Boring Machine Snells.....70%
Com. Auger Bits.....75@75&10%
Forstner Pat. Bits.....25%
Ford Auger Bit Co:
Auger Bits.....
Car Bits..... } 40@40&5%
Machine Bits.....
C. E. Jennings & Co.:
D'ble Spur pattern car, No. 30..40&7½&10%
Nobles Double Spur, No. 32.....55&10%
No. 10, Extension Lip.....25&10%
Car Bits, No. 10.....25&10%
Car Bits, No. 30.....40&7½&10%
Ring Augers.....66⅔&10%
Jennings' Pattern.....60&10%@70%
Snell's Auger and Car Bits.....60%
Extra.....60%
No. 1.....60&10%
Russell Jennings' Augers and Bits.....25&10&2½%

HOLLOW AUGERS—

Ames.....25&10%
Bonney's Adjustable..... 9.00&10.00
Hibbard's Adjustable.....Net prices
Ives.....25&10%
Millers Falls, Goodell.....15&7½&10%
Universal, each $4.50.....25%

EXPANSIVE BITS—

C. E. Jennings & Co.....33⅓&10%
Clark's small, $18.....55&10%
Clark's large, $26..... 55&10%
Ives' Model, ₱ doz. $60.....50%

DOUBLE CUT GIMLET BITS—

Common, net.....$3.00@$3.25
German Pattern, net.....$4.50@4.75
Mayhew's Diamond ₱ doz. $1.25.....40%
C. E. Jennings & Co.....45&10%
Ladds.....60&10%
Mayhew's.....40&10%
Snell's Bell Hangers.....60%&5%

TWIST DRILLS—

Bit Stock.....60&10@60, 10&10
Taper and Straight Shank...60&10@60, 10&5

SHIP AUGERS AND BITS—

Ford Auger Bit Co.....40%
L'Hommedieu's.....15&10%
Snell's.....40%
Watrous'.....35&5&10%

Awl and Auger Handles

See Handles

Awls

Per Gro.
Handled Brad.....$2.75@3.00
Handled Scratched.....$3.50@4.00
Patent Peg.....$31@34c
Sewing, Com.....88c@$1.00
Shouldered Peg.....65c@70c
Shouldered Brad.....50%
Socket Scratch ₱ doz.....$1.00
Stanley Rule and Level Handled Brad.....45%

Awl and Tool Sets

Aiken's Awls and Tools:
No. 10, ₱ doz. $7.50; No. 20, ₱ Doz. $10.....60%
Brad Sets:
No. 42, $10.50; No. 45, $12.50.....70%
Fray's Adj. Tool Hdls, Nos. 1, $12; 2, $18; 3, $12; 4, $9; 5, $7.....50%
Ice Awls.....55%
Miller's Falls Adj. Tool Holders:
Nos. 1, $12; 2, $12; 4, $12; 5, $18....15&10%
C. E. Jennings & Co's. Adj. Tool Hdls..33⅓%
Rollis Hdw. Co., Adj. Tool Holders, No. 1, $18.....30%

Axes

First quality, best brands.....$6.50to9.75
Ice, Bradley's.....30%
Bradley's wide bit, net.....$10.50
Long Island, net.....$9.25

HATCHETS—

Hunt's, Underhill's, Blood's or Plumb's:
Shingling, etc.....33⅓&5
Broad and Bbl.....33⅓%
Boy's Axes.....33⅓&5
D Simmons & Co.:
Broad.....
Shingling and claw..... } 50&5%
Lath, Hunters', etc.....
Picks and Mattocks.....50%
Peck Edge Tool Co.:
Hatchets, shingling, etc.....33⅓&5
Broad and Bb'l.....33⅓
Boy's Axes and Hatchets.....33⅓&5

Axle Grease

Dixon's "Everlasting" Graphite:
1 lb cans (36 in case).....15 ea.
2 " " " " .....25 "
10 " firkins (6 in case).....$1.20 "
25 " " ..... 2.75 "
50 " kegs..... 5.00 "
100 " " ..... 9.00 "
200 " half bbls..... } 8½lb
375-400 lb " ..... }

Balances, Spring

Chatillon's:
Light, class A.....40&10%
Circular Balances, class C.....50%
Ice Balances, class B.....50%
Straight Balances, Class A1 and A2...40%
Class D. E. F.....30%
Class G.....20%

Balances, Sash

Caldwell's.....50%
Pullman's.....50&10%&50

Beef Shavers

Enterprise:
Japanned, each, $8.00.....25@30%
Tinned, each, $10.50.....25@30%

Bells

HAND—

Hand Bells, polished brass.....60@60&10%
Pure bell metal.....60%
Silver chime.....33⅓@35%
White metal.....60%

DOOR—

Trip, Gem.....50&10%
Gong, Abbe's.....45%
Gong, Yankee.....55%
New Departure:
Rotary.....50@10%
Push.....50%

"AT THE TOP OF THE HEAP FOR 25 YEARS"

IF YOU KNOW OUR "GEM" SPRING HINGE YOU KNOW A WINNER

If you don't know the Gem Spring Hinge drop us a postal and we will make you acquainted with its points of excellence through the medium of our Builders Hardware Catalog No. 12.



"GEM"

The Columbian Hardware Co.

Manufacturers

Cleveland, Ohio, U. S. A.

CHICAGO OFFICE, 27 LAKE ST.

NEW YORK OFFICE, 14 WARREN ST.

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COW—
Common wrought ..... 75%@75&10%
Kentucky ..... 70@70&10%
Kentucky, Sargent's list 70%
Texas Star 50%
Western, Sargent's list ..... 70@70&10%

Bellows
Blacksmiths' ..... 65&10@70%
Hand ..... 25&10%
Moulders' ..... 25&10%

Belting Rubber
Boston Belting Co:
"Boston" 50%
"Imperial," seamless stitched 45%
Niagara 60%
New Jressey Car Spring & Rubber Co:
Extra Para ..... 40&10%
Reliable ..... 50&10%
Staple ..... 60&10%

Bench Stops
Morrill's No. 1, $10.00 per doz.; No. 2, $12.50 ..... 50%
Seymour Smith & Sons ..... 25&10%
Miller's Falls ..... 15&10%
Weston's 40

Binder Twine
Per Pound
Sisal 10c
Standard 10c
Standard Manila 11c
Manilla 12c
Pure Manila 13c

Bit Holders.
Angular 45%
Extension:
Barber's, ₱ doz. $15.00 ..... 45@50%
Ives' ₱ doz. $20.00 ..... 60&10%

Blind Adjusters
Columbian 33⅓%
Domestic, ₱ doz. $3.00 ..... 33⅓%
Excelsior, ₱ doz. $10.00 ..... 50&10&2%
North's 10%
Zimmerman's 50%

Blind Fastenings and Tenons
Security Gravity, ₱ gr $9.00
Zimmerman's 50%

Blocks, Tackle
Eddy's ..... 50&10@60%
Hartz' Steel ..... 40&10@50&5%
Iron Strapped, Japanned Sheaves ..... 70&10%
Iron Strapped, Lig Vitae Sheaves 60%
Rope Strapped, Japanned Sheaves ..... 65&10%
L. V. Sheaves 40%
Lanes:
Junior, Self Sustaining 30%
Pat. Automatic 30%
Perfect Safety 30%
Stowell, Novelty Block ..... 50&10%

Bolts
DOOR AND SHUTTER—
Cast Iron Barrel, Square, &c ..... 60&10%
Cast Iron Chain ..... 60&10%
Cast Iron Shutter Bolts ..... 60&10%
Ives' Patent Door Bolts 60%
Wrought Barrel ..... 80@80&10%
Wrought Barrel Bolts, Griffin's ..... 75&10%
Wrought Square ..... 70@70&10%
Wrt Shutter, St'nrd list ..... 50&10@50&10&5%
Wrought Spring, Sargent's ..... 70&10@75%
CARRIAGE, MACHINE, &C.—
Common carriage (cut thread), ⅝x6 and smaller ..... 75&2½%
Larger and longer 70%
Phila. Eagle, $3.00 list May 24, '99 ..... 80&10%
Bolt ends, list Feb. 14, '95 ..... 70&5%
Bolt ends, with C and T nuts ..... 65&10%
Machine, ⅝x4 and smaller ..... 75&5%
Machine, larger and longer ..... 70&5%
TIRE—
American Screw Co:
Bay State, plain, list Dec. 28, '99 ..... 72½%
Bay State, fluted 72½%
Eagle Phila 82½%
Norway, Phila 80%
Common ..... 72½@72½&10%
Norway, Phila 80%
Portchester, Norway 80%
Phila 80%
STOVE AND PLOW—
Plow ..... 70&10@70&10&5%
Stove ..... 80@80&10%
MISCELLANEOUS—
Sink 80%

Bone Mills
Enterprise ..... 25@30%
Stearns 40%

Borers, Tap
Enterprise ..... 20@25%
Each $1.25, $1.65, $2.50
Nos 1 2 3
C. E. Jennings & Co.:
No. 6 ..... 30&10%
No. 10 ..... 25&10%
Common ring ..... 20&10%
Ives ..... 25&10%

Boring Machines
WITHOUT AUGERS—
Upright. Angular.
Jennings' ..... 35&5&10%
Miller's Falls ..... $7.50, 15&19%
Snell's, Rice's Pat $2.50, $2.75
Ajax 40%
Phillips ..... $4.00 net

Bow Pins
Hotchkiss ..... 60&10%

Boxes, Mail
Heller's ..... 40&5%

Box Hooks
Humason & Beckley's ..... 60&10&10%

Box Openers
Humason's ..... ₱ doz. net $5.00
Bemis & Call's 65%

Box Scrapers
Bradley's 20%

Box Strapping
Cary Mfg. Co's., in case lots:
"Universal" ..... 20&10&10&10
Standard Metal Strap Co's.:
Eclipse ..... 20&10&10&5%

Braces
Barbers' ..... 50&10&10@60&10%
Barbers' Ratchet ..... 60@60&10%
Common Ball American ..... 60@60&10%
Ives':
Barbers' ..... 60@5%
Barbers' Ratchet ..... 60@60&10%
New Haven Novelty 70%
New Haven Ratchet ..... 60&10%
Spofford ..... 60@5%
C. E. Jennings & Co.:
No. 108@114½ ..... 50&5&10%
No. 208½@214½ ..... 50&5&10%
Lancasser Mach. & Knife Works 50%
Gen. Spofford's 60%

Brackets
Griffin's Folding ..... 70&10%
Griffin's Pressed Steel 80%
Bradley's Patent, full cases ..... 80&10&10%
Bradley's, in broken cases ..... 80&10%

Bracket Saw Frames
Miller's Falls Co ..... 25&10%

Bracket Sets
Miller's Falls Co ..... 33⅓&10%

Bright Wire Goods
Standard list, June 24, 1903 ..... 90&10&10@90&10&10%&5%

Bull Rings
Humason, Beckley & Co's 80%
Rea's 2½ in. net, ₱ doz $1.50
Sargent's 80%
Seymour Smith & Sons 60%

Bull Punches
Humason & Beckley's, ₱ doz. net $3.05

Butchers' Cleavers
Bradley's 40%
Foster Bros., flat heads 30%
Foster Bros., round heads 30%
Lancaster Mach. & Knife Works 33⅓40%
L. & I. J. White 30%
Plumb's 33⅓%

Butcher Knives
See Knives.

Butchers' Saw Blades
Miller's Falls Co., Star ..... 15@15&10%
C. E. Jennings & Co ..... 30&10%

Butter and Cheese Triers
Ordinary Black Handle 25%
Humason & Beckley's 40%

Butt and Rabbet Gauges
Stanley's ..... 25&10%

Butts
BRASS—
Wrought Brass, list September, 1896 ..... 30%
CAST IRON—
Fast Joint, broad ..... 40&10@50%
Fast Joint, narrow ..... 40&10@50%
Loose Joint ..... 70&5@75%
Loose Joint, Japanned ..... 70&5@75%
Loose Joint, Jap. with Acorns ..... 70&5@75%
Loose Pin ..... 70&5@75%
Mayer's Hinges ..... 70&5@75%
Parliament Butts ..... 70&5@75%
WROUGHT STEEL—
Table and back flaps 75%
Narrow and broad 75%
Inside Blind 75%
Loose Pin 75%
Loose Pin, Ball and Steeple Tip 85%
Japanned, Ball Tip Butts ..... 70&10%
Bronzed Wrt. Nar. and Inside Blind Butts ..... 55&10%
Ext 10&5&10%

Calipers
Bemis & Call:
Wing 60%
Double 65%
Inside and outside 65%
Straight leg 65%
Call's Pattern, inside 55%

Can Openers
American ..... ₱ gross, $1.75@$2.00
Goodell's Acme ..... ₱ gross, 6.00
Hopper's ..... ₱ gross, 15.00
No. 5, iron handle ..... ₱ gross, $2.00@2.25
Phœnix 40%
Sardine Scissors ..... 75&10%
Sardine Scissors, forged steel ..... ₱ doz., $4.50
Sprague, Nos. 1, $2.00; 2, 2.25; 3, 2.50 ..... 75&10%
Universal, ₱ doz 50%

Cartridges
See Ammunition.

Casters
Bed ..... 70@70&10%
French or Philadelphia Iron wheel 75%
Plate ..... 60@60&10%
Payson's Furniture ..... 70&1&10%
Payson's Truck ..... 70&10%
Standard, Ball Bearing 45%

Cattle Leaders
Humason, Beckley & Co's 70%
Sargent's ..... 70&10%
Welton's ..... 70&10%

Chain
American Coil, Straight Link:
Inch ..... ₱ 100 Lbs.
5-16 ..... $7.50
¼ 5.35
5-16 ..... 4.40
⅜ 3.70
7-16 ..... 3.55
½ 3.45
9-16 ..... 3.40
⅝ 3.35
¾ 3.30
⅞ 3.25
1 to 1¼ 3.25
Covert Manufacturing Co., Breast chain, Halter chain, Heel chain, Rein chain, Stallion chain ..... 35&5%
Galvanized Pump chain, ₱ lb ..... 5@5½c
Ger. coil, list July 24, '97 ..... 60&10@60&10&10%
Ger. Halter chain, list July 24, '97 ..... 60&10&10%
Jack chain, Iron ..... 60&10@60&10&5%
Jack chain, Brass ..... 60&10@60&10&10%
Oneida Wire Dog chains ..... 45@50&5%
Trace Wagon and Fancy Chains:
New list ..... 60@60&10%
Bridgeport Trace chains 65%
Stake chains 65%
Heel chains 30%
COW TIES—
American ..... 45@50%
Niagara ..... 45&5@50&10&5%
Covert Mfg. Co.:
Cotton 45
Hemp 45%
Jute 50%
Sisal ..... 30&10%

Chain Guards
Aluminum S. & N. Co 50%

Carpet Stretchers
Montross' "Excelsior," ₱ doz., $6.00 ..... 20%
Bullard's 33⅓%
Cast iron, Steel points, ₱ doz 80%
Sockets, ₱ doz ..... $1.75@$2.00

Carpet Sweepers
Bissell's Cyco Bearing: ₱ Doz.
"Parlor Queen" $30.00
"Elite" 29.00
"Boudoir" 27.00
"American Queen" 27.00
"Ideal" 25.00
"Gold Metal" 24.00
"Premier" 24.00
"Superior" 24.00
"Prize" 24.00
"Welcome" 24.00
"Grand Rapids," nickel 24.00
"Grand Rapids," Japan 22.00
"Standard," nickel 22.00
"Standard," Japan 20.00
"Crown Jewel," nickel 21.00
"Crown Jewel," Japan 19.00
"Crystal" 36.00
"Grand," length of case, 17 inches 36.00
"Club," length of case, 24 inches 54.00
"Hall," length of case, 28 inches 60.00
"Junior," nickel, length of case 12½ inches 22.00
"Junior," Japan, length of case 12½ inches 20.00
"Misses" 9.00
Sterling Carpet Sweepers:
Model A, Nickel trimmings 25.00
" B, Japd. " 21.00
" " Nickel " 23.00
" C, " " 21.00
" D, Japd. " 19.50

Carpet and Rug Beaters
₱ Doz. ₱ Gro.
No. 12, Wire, Tinned ..... $0.85 $ 9.50
" 11, Wire, Coppered 1.10 12.00
" 11, Wire, Tinned 1.20 13.50
" 10, Wire, Glavanized 1.50 18.00

Cherry Stoners
Enterprise ..... 25@30
Goodell's Family, net ₱ doz $5.00
Rollman's, net, ₱ doz 6.00

Chisels
SOCKET FRAMING & FIRMER—
Standard Makes ..... 70&10@75%
L. & I. J. White ..... 30@30&5%
C. E. Jennings & Co., No. 70 ..... 25&10%
Jennings & Griffin Mfg. Co ..... 65&2&10%
TANGED & MISCELLANEOUS—
W. & S. Butchers' ..... $4.75@$5.00&0&2
C. E. Jennings & Co ..... 25&10%
Jennings & Griffin Mfg. Co.:
Tanged Chisels ..... 25&10%
Tanged Gouges ..... 25&10%
Tanged Firmers ..... 40&10%
Tanged Gouges 40%
L. & I. J. White ..... 25&5%
COLD CHISELS—
Good quality, ₱ lb ..... 13&16c
Snell's best C. S ..... 50&10%
Cronk's 50%

Cleaners, Sidewalk
₱ Doz.
Challenge Shank $3.25
Star Shank 3.25
Star Socket 4.00

Clippers
HORSE—
Chicago Flexible Shaft Co's.:
Each.
Lightning eBlt Clipping Mach $15.00 15%
New '98, Chicago 8.75 15%
1902 Chicago 10.75 15%
Twentieth Century 5.00 20%

Cocks, Brass
Hardware List:
Compression, Plain bibbs, Globe, Kerosene, Racking, &c., Cocks ..... 70&10@75%

Coffee Mills
Box and Side ..... 50&10@60%
Enterprise Mfg. Co ..... 25@30%
Lane Bros. Co 30%

Compasses, Dividers, &c
Athol Calipers and Dividers 40%
Bemis & Call Co's.:
Compasses 50%
Dividers 65%
Compasses, Calipers, Dividers ..... 75@75&10%
Stevens' "Ideal" ..... 25&10%
Stevens' "Leader" ..... 25&10%

Coopers' Tools
Bradley's:
Hoop Drivers 25%
Rivet Sets 20%
Cold Chisels ..... 20&5%
Punches 15%
Vises 15%
Inshaves 20%
Barton's ..... 20@20&3%
L. & I. J. White ..... 20@20&5
Sandusky Tool Co ..... 25&10@30&10%

Corkscrews
Detroit Cork Screw Co 33⅓%
Humason & Beckley Mfg. Co ..... 50&10%
Samson, ₱ doz $10.00

Corn Hooks
₱ Doz.
Kretsinger Cut-Easy ..... net $3.00

Corn Knives and Cutters
Bradley's ..... net
Wadsworth's ..... net $1.50

Counterainks
Mayhew's Diamond ..... 40@45%
Smith's 25%
Snell's 40%
Wheeler's Patent 50%

Cow Ties
See Chain.

Crayons
Sargent's List 20%
Dixon's: ₱ Gro.
Eclipse ..... 7 in., $3.75; 9 in., $4.38
Emerald 5.00
Oriole 5.00
Rainbow 3.12
Solid 7.50
Tailors, black, $5.62; red and blue 9.00

Curry Combs
Kohler's 40%
The Metal Stamping Co 40%
Southington Cutlery Co's ..... 25&10%

Cutlery
Foster's Pocket 30%

Diggers
See Post Hole, etc.

Dividers
See Compasses, Dividers, etc.

Dog Collars
Walter B. Stevens & Son:
Brass 40%
Embossed Glit ..... 30&10%
Leather 40%
Union Hd'wre Co., new list ..... 50@50&10%

Door Checks
Bardsley's 40%
Columbia ..... 50&10%
Eclipse ..... 60&10%
Home ..... 50&10%
Pullman's Screen, ₱ doz. net $4.50

Door Holders
Empire 50%

Door Springs
Columbian Steel 20%
" Faultless 50%
Gem (Coil), list Oct. '95 ..... 20%
Pullman, Perfect 20%
Pullman Coil 20%
Star (Coil), list Oct. '95 ..... 30%
Torrey's Rod, 39 in., ₱ doz. net $1.25
" " 48 in., " " " 3.50
Victor, Coil ..... 50&10&10%
Chicago Coil Springs ..... 40&10%
Reliance Coil Springs ..... 40&10%

Drain Cleaners
Iwan's Adjustable 55%
Iwan's Stationary 45%

Drawer Pulls
Drawer Pulls, Griffin Mfg. Co., list ..... 75&10%
Sargent's list 60

Drawing Knives
Standard Makes ..... 70&10@75%
Adjustable Handle ..... 25@25&10%
Bradley's ..... 40&5%
Jennings & Griffin ..... 65&2&10%
Watrous ..... 16⅔&10%
L. & I. J. White ..... 20&5@25%

Drills and Drill Stocks
Automatic Boring Tools, Goodell's ..... 40&5&40&10%
Blacksmiths' 60%
Breast, Goodell's ..... 25@30%
Breast, Miller's Falls, each $3.00 ..... 15&10%
Stearns' bench 30%
Hand, Goodell's ..... 30&10%
Whitney's Hand Drill, No. 1, $10.00, Adjustable, No. 10, $12.00 ..... 33⅓&5
TWIST DRILLS—
See Augers and Bits.

Egg Beaters
Holt-Lyon Co.: ₱ Doz. ₱ Gro.
No. 5 Japanned, Dasher flared $0.85 $9.50
No. A, Japanned, 6 doz, $6.60 ..... 1.15 13.00
No. 1, Tinned 1.40 16.80
No. B, Japanned, hotel size 1.85 22.00
No. 6, Japanned, Dasher flared 1.65 19.20
No. 2, Tinned, hotel size 2.00 24.00
Taplin Mfg. Co.: ₱ Gro.
No. 60 Improved Dover ..... $ 6.00
No. 75 Improved Dover 6.50
No. 100 Improved Dover 7.00
No. 102 Improved Dover, Tinned 8.50
No. 150 Improved Dover, Hotel 15.00
No. 152 Improved Dover, Hotel T'd. 17.0
No. 200 Improved Dover, Tumbler ..... 8.
No. 202 Imp'd Dover, Tumbler T'd. 9.50
No. 300 Imp'd Dover Mammoth ₱ doz 2.00

Escutcheons
Wood 25%

Farriers' Knives
₱ Doz.
"Challenge" $3.00
Popes 3.00
Wilkinson's, net 3.00
Wostenholm's 3.25

Faucets
Iron Petroleum ..... 70@70&10%
John Sommer's "Peerless," Tin Key 40%
"Boss," Tin Key 30%
"Victor," Metal Key ..... 50&10
"Duplex," Metal Key 60%
"I. X. L.," Corked Lined 50%
"Reliable," Cork Lined ..... 50&10%
"O. K." Cork Lined 50%
"Chicago," Cork Lined 60%
"Perfection," Cedar 40%
"No Brand," Cedar 50%
SELF MEASURING—
Enterprise ₱ doz. $36.00 ..... 40&10%
Lane's ..... $40.10&2%

Files
DOMESTIC—
New list, Nov. 1, 1899:
American ..... 75&10@75&10&10%
Arcade ..... 75&10@75&10&10%
J. Barton Smith ..... 75&10@75&10&10%
Disston's 75%
Disston's Superfine 50%

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Eagle .....75&10@75&10&10%
Great Western.....75&10@75&10&10%
Kearney & Foot.....75&10@75&10&10%
McClellan .....75&10@75&10&10%
Nicholson .....70&10@75&5%
Nicholson's X. F. Files.....40@40&10%
Royal .....80@80&10%

IMPORTED—
Stub's.....Stub's list, 30@33⅓%

Filters

Acorn.....50%
Fulper's Natural Stone.....$3.50@$13.50
Subject to trade discount.

Fish Hooks

Am. Fish Hook Co. list.....60@60&10%
Kirby & Limerick, low list (50c. base)..10%

Fishing Tackle

	₱ Doz.
Bishop's,	
Level Winding Jeweled Reel	$78.00
Level Winding Steel Pivot Reel	66.00
Auto Even Spooler	30.00
Gun Cleaner	4.20
Lightening Fish Scaler	3.00
Fish Hook Shield	3.00

Fish Scalers

Covert's Saddlery Works:
Great American.....60&20%

Fruit, Wine & Jelly Presses

Enterprise .....20@25%

Fry Pans

Standard list.....70&10%

No.	0	1	2	3	4
₱ doz.	$3.00	$3.75	$4.25	$4.75	$5.25
No.		5	6	7	8
₱ doz.		$6.00	$7.00	$8.00	$9.00

Gauges

Bemis & Call's Steel.....50%
Clapboard.....25&10%
Disston's Mortise.....70%
Marking Mortise, etc.....60%
Stanley's.....35%
Starrett's Surface, Center and Scratch.....25&10%
Wire, Morses.....25%
Wire, P. S. & W., low list.....30@60&10%

Gimlets

"Diamond" Gimlets, ₱ gro.....$4.00@$4.25
Double Cut.....40&10&50%
Metal Head.....50&10%
Wood Head.....50%

Gimlet Bits

See Augers and Bits.

Globe and Racking Cocks

See Faucets.

Glue

Le Pages Liquid.....25&25&10%
Mystic.....40%
Martins.....40&10%

Glue Pots

See Hollow Ware.

Graters

Enterprise .....25@30%

Graphite, Lubricating

Dixon's Pure Flake:
632— 1 lb. cans.....20c. ea
633— 5 lb. screw top tin cans.....85c. ea
634— 10 lb. screw top tin cans....$1.60 ea
644— 25 lb. boxes.....15c. lb
645— 50 lb. boxes.....14½c. lb
646—100 lb. kegs.....14c. lb
647—350 lb. barrels.....12c. lb

Grindstone Fixtures

Cronk's.....50%
Forest City.....30@30&10%
Sargent's Patent.....60&10&10%
Stowells Extra Heavy.....50&10&10%
Stowells Light.....60&10%

Gunpowder

See Ammunition.

Gun Wads

See Ammunition.

Hafts

Brittons, ₱ doz.....$6.50

Halters

Covert Mfg. Co.:
Jute Rope Halters.....50%
Sisal Rope.....30&10%
Web Halters.....35&5%

Hammers

HANDLED HAMMERS—
Cheney's:
Adze Eye and Plain.....40&10&10%
Blacksmiths and Riveting.....50&10%
Machinists and Engineers.....60&5%

Magnetic tack, Nos.	1	2	3
	$1.25	$1.50	$1.75

40&10@40&10&10%
Maydole's.....33⅓&5@40&10%
Sargent's new list.....40%
Fayette R. Plumb:
Plumb, A. E. Nail.....33⅓&7½%
Engineers and B. S. Hand.....50&12½%
Quaker City Hammers.....40&5%
Riveting and Tinners'.....40&2½%

HEAVY HAMMERS & SLEDGES—
Under 3 lb 50c lb.....80&10@85%
3 to 5 lb 40c lb.....80&10@85%
Over 5 lb 30c lb.....85%
Wilkinson's Smiths.....9½c@10c ₱ lb

Hammock Ropes

Covert Mfg. Co.:
Jute .....40&5%
Sisal 20%

Hand Cultivators

Ulrich Mfg. Co.:
Osborne's, ₱ doz.....$15.00

Handles

WOOD—
Auger, assorted, ₱ gro.....$2.75@3.00
Auger, large, ₱ gro.....3.25@3.50
Auger, Ives' Pat., No. 1.....60&10%
No. 2 to 32½.....40%
Axe, Pick, etc.....50&10@60%
Bliss Mfg. Co.:
Chisel
Brad Awl
File
Auger
Soldering Iron
} 25@33⅓
Brad Awl, ₱ gro.....$175@$2.00
Chisel, Worcester, leather capped, ₱ doz. net.....$1.50
File, assorted, ₱ gro.....$1.40@$1.50
Firmer, Chisel, Apple, assorted, ₱ gro. $2.25@$2.75
Hammer, Hatchet.....50%
Hoe, Rake and Fork.....45@50
Rollis Hdw. Co. Hafts, $9.00.....40&10%
"Simplicity" File Hdls, ₱ gro....$ .90&1.50
Saw and Plane.....40&10&50%
Shovel and Spade, Wood D Handle.....40%
Shovel and Spade, Long Handles..40&5@50%

CROSS-CUT SAW HANDLES—
Atkins.....40&5%
Champion .....45@45&10%
Disston's.....50%

Hangers, Barn Door

Old Pattern.....60&10%
New England.....66⅔@70
Chicago Spring Butt Co.:
Fraction.....25%
Oscillating.....25%
Big Twin.....25%
Lane's:
Covered.....60&2%
Hinge Pattern, net.....$6.08 ₱ doz.
Standard.....60&5%
Special, No. 25.....$3.50
" " 30.....3.90
" " 40.....5.00
" " 20.....6.25
Track for same, ₱ 100 ft. net.....3.75
Cronk's:
Nos. 1, 1½, 2 and 3.....60&10%
Nos. 11, 12.....70%
Nos. 22, 21½, 22.....60%
Nos. 32, 50.....60&20%
No. 44.....60%
McKinney's, "None Better", No. 2, $18; No. 1 Special, $15, ₱ doz. pr..60&10%
Myers' Stay-on.....60&5%
Wilcox's New Century.....50&10&10%

Hangers, Garment

Pullman's.....₱ gro. net $9.00

Hangers, Parlor Door, Etc

Lane's:
Standard.....net $3.20
Ball Bearing..... " 4.15
No. 105..... " 3.85
New Model..... " 2.25
New Champion..... " 2.85

Hardware Shelving

OAK CABINETS—
J. D. Warren Mfg. Co.:
No. B 438, 40 drawers, no partitions, run. ft., $3.60; net each.....$30.00
No. 1656, 58 drawers, no partitions, run. ft., $4.38; net each..... 36.47
No. 1658, 64 drawers, no partitions, run. ft., $6.52; net each..... 54.28

OAK BASES—
No. 1700, open base with center shelf, run. ft., $1.85; net each..... 15.40
No. 1702, open base with center shelf, run. ft., $2.25; net each..... 18.75
No. 1703, with two adjustable center shelves, run. ft., $2.75; net each.... 22.92

NAIL BIN BASES—
No. 1782, 12 spaces, 160 lbs. each, run. ft., $2.71; net each..... 22.57
No. 1770, 8 nail spaces and 4 open shelf spaces above, run. ft., $3.10; net each..... 25.84
No. 1772, 8 nail spaces and 6 assorted oak drawers above nail bins, run. ft., $3.68; net each..... 30.68

Hasps and Staples

Cronk's.....50%
McKinney's "Perfect", $1.10 ₱ doz.....50%
Wrought.....90@90&10%
Wrought, Stanley.....80%
Wrought, Griffin.....80%

Hatchets

See Axes.

Hay Tools

F. E. Myers & Bro.:
Myers Unloader, double steel track..$7.00
Myers Unloader, wood track..... 7.00
Comb. Car, Double steel T..... 7.00
Comb. Car, wood track..... 7.00
Rev. Car, Double steel track..... 7.00
Rev. Car, wood track..... 7.00
Myers Unloader, cable..... 7.00
Myers Unloader, single rail..... 7.00
Sure Grip Sling Car, steel or wood track.....12.00
Dbl. Rail steel track, complete, ₱ ft.. —
Single Rail steel track, complete, ₱ ft .20
D. H. Fork steel, regular, each..... 1.60
Nellis Fork, each..... 3.00
Double Grapple Fork, each..... 7.00
Sprouts, Shear Fork, each..... 1.50
Walker Fork, each..... 2.50
Common 6 in. wood sheave pulley, Fig. 433, ₱ doz..... 3.20
Faultless steel frame K. P. pulley, Fig. 485, ₱ doz..... 4.00
Faultless Steel Frame, 6 in. plain pulley, Fig. 485, ₱ doz..... 3.50
Malleable Frame K. P. pulleys, Fig. 676, ₱ doz..... 4.60
Reed Wood Frame pulley with hook, Fig. 434, ₱ doz..... 4.00
Steel Frame pulley with iron sheave, Fig. 565, ₱ doz..... 3.50
Floor pulley, wood sheave, Fig. 486, ₱ doz..... 4.50
Hanging Hooks for double steel track, ₱ doz..... 1.40
Hanging Hooks for single steel track, ₱ doz..... 1.40
Hanging Hooks for wood track, 10 in., ₱ doz..... 1.00
16 in., ₱ doz..... 1.20
Floor Hooks, ⅝ in., ₱ doz..... 1.40
Malleable Rafter brackets, ₱ doz.... .70
Wrought Rafter brackets, ₱ doz..... .70
Rope Hitch, ₱ doz..... 3.20
Discount on above 50%

Hay and Straw Knives

Auburn Hay, com. and spear point..40&10%
Iwan's Hay, sickle edge, ₱ doz., net.. $9.50
Iwan's Hay, imp. serrated, ₱ doz., net.10.00
Kohler's Hay, sickle edge, ₱ doz., net.10.00
Auburn Straw.....40&10%
Weymouth, pat.....65&5%
Wadsworth's.....40&5%

Hedge Trimmers

Wadsworth's:
No. 1, ₱ doz., net.....$8.00
No. 2, ₱ doz., net..... 6.00

Hinges

WROUGHT IRON HINGES—
Screw Hook and Strap { 6 to 12 in., ₱ lb....3½c; 14 to 20 in., ₱ lb.....3c; 22 to 36 in., ₱ lb....2¾c

STRAP AND T HINGES—
New list, Dec. 20, 1904:
Light Strap Hinges.....70%
Heavy Strap Hinges.....75&5%
Light T Hinges.....65%
Heavy T Hinges.....60%
Extra Heavy T Hinges.....70&10%
Hinge Hasps.....50%
Corrugated Heavy Strap.....70&5%
Corrugated Ex. Heavy T.....70&10%
} Extra 10%

WHITE'S EDGE TOOLS

The feature that commends itself about White's Edge Tools is that they are easy going—they never cumber the shelves of a hardwareman.

Nearly Three-quarters of a Century on the Market

is the reason for this. They sell well because they are well made and because in all that time they have improved with age.

If you are looking for perfection in Edge Tools, look at White's. A single sample order will furnish conclusive proof.

Send for it to-day and be convinced.

L. & I. J. WHITE CO.

Buffalo, N. Y., U. S. A.

DON'T FAIL

TO MENTION "HARDWARE"

WHEN WRITING

TO

THESE ADVERTISERS.

PAINTS, OILS AND COLORS.

Oils

Linseed, City, raw, in barrels, ₱ gal....51c
Linseed, City, boiled, in bbls, " " 53c
Out of Town, on spot, ₱ gal.....50c
Calcutta, raw, in barrels, ₱ gal.....60c
Lard, prime city, ₱ gal.....58@60c
Lard extra, No. 1.....47@48c
Lard, No. 1.....35@39c

Paints and Colors

Barytes, Foreign floated, ₱ ton..... $17.50@19.00
Barytes, American floated, ₱ ton..... $16.00@18.50
Barytes, crude, ₱ ton.....$17.00@11.00
White Lead, American, dry, in bbls., ₱ lb.....6c
White Lead, American, in oil, in lots of less than 500 lbs., ₱ lb. net.....7c
In lots of 500 lbs. and over, ₱ lb.....6½c
White Lead Eng., in oil, ₱ lb.....9½c
Litharge Kegs, ₱ lb.....6¾@7¾c
Zinc, American dry, ₱ lb.....4½@5c

Putty

In bulk.....$1.15
In bladders.....$1.75
In cans, 12½ lb. to 25 lb.....$1.50@1.60

Spirits Turpentine

In regular bbls.....60@61c
In machine bbls.....61@61½c

Dry Colors

	₱ lb
Blue, Chinese	30@35
Blue, Prussian	28@34
Blue, Ultramarine	5@15c
Sienna, Italian, burnt & powdered	3@6½c
Sienna, Italian, raw & powdered	3@6½c
Umber, Turkey, burnt	2½@3½c
Umber, Turkey, raw	2½@3½c
Green, Chrome, ordinary	5@7½c
Green, Paris, in kegs	12½@14½c
Indian, Red, American	3@3½c
Indian, Red, English	4½@8½c

Colors in Oil

Black Lampblack, best	12@14c
Blue, Chinese	35@40c
Blue, Prussian	32@35c
Blue, Ultramarine	14@16c
Sienna, burnt	11@13c
Sienna, raw	11@13c
Umber, burnt	12@16c
Umber, raw	11@14c
Brown, Vandyke	11@14c

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SPRING HINGES—

Bommer Brothers:
- Bommer Spring Hinges 40%
- Bommer B. B. Floor Hinges 40%

Bardaley's Patent Checking 15%
Chicago Spring Butt Co.:
- Chicago Spring Butts 25%
- Triple End Spring Butts 50%
- Chicago Ball Bearing Floor Hinge 50%
- Garden City Fire Engine House Hinge 25%
- Chicago Saloon Door Hinge 25%

Columbian:
- Steel Hinges 60%
- Floor Hinges 60%
- American ..... 30&5%
- Gem 30%
- Oxford ..... 30&5%
- Acme, Steel 35%
- " Brass 25%

Niles Mfg. Co 30%

GATE HINGES—

Clark's, Nos. 1, 2, 3 ..... 50&10@60&10%
N. E., ₱ doz., $7.80 ..... 60%
N. E., Reversible, ₱ doz., $5.80 ..... 60%
N. Y. State, ₱ doz., $4.90 ..... 60%
Western, ₱ doz., $4.20 ..... 60%

BLIND HINGES—

Parker ..... 70&10@70&10&10%
Sargent's, Nos. 1, 2, 5, 11, 13 ..... 75%
W. H. Co's., No. 2 Mortise Gravity 60%
Stanley's Steel Gravity Blind Hinges with Screws, $1.20 ₱ doz. sets ..... 30&10%

Hitching Cords

Covert Mfg. Co ..... 45&2%
Covert Mfg. Co ..... —
Hitchers Stall 35%

Hollow Ware

ENAMELED—

Lalance & Grosjean Mfg. Co. list Nov. 1, '01:
- Agate Nickel Steel Ware ..... 50&20%
- Pearl Agate Ware ..... 50&20%
- Blue and White Ware ..... 60&15%
- All White Ware ..... 50&20%
- Regal Steel Ware ..... 60&10%
- Peerless Ware ..... 70&10%
- Granite Ware, list Jan. 1, 1894, revised Jan. 2, 1895 ..... 40&10%

Iron Clad:
- Peppered Ware, high list 70%
- Mottled Ware, high list 75%

STOVE HOLLOW WARE—

Blacklock:
- Ground ..... 55@60&10%
- Plain or Unground ..... 60@65&10%
- Country Ware ₱ 100 lbs. net ..... $2.75@$3.00
- Enameled Ware ..... 50@55&10%

WHITE ENAMELED WARE—

Maslin Kettles 70%
Tinned Boilers and Saucepans ..... 40@45%
Enameled ..... 50@55%

GLUE POTS—

Tinned 35%
Enameled 40%

SILVER-PLATED HOLLOW WARE—

4 mo. or 5% cash in 30 days.

Hartford Silver Plate Co ..... 40&5%
Holmes & Edwards Silver Co ..... 40&15&5%
Meriden Brittania Co ..... 40&10%
Rogers & Brother ..... 40&5%
William Rogers Mfg. Co ..... 40&10%

Hooks

BUSH—

Jennings & Griffin's ..... 33⅓&5%
Wadsworths 60%

CAST IRON—

Ceiling, Sargent's list ..... 50&10@60%
Chandelier ..... 60@60@10%
Clothes Line, Sargent's list ..... 50&10&10%
Coat and Hat, Sargent's list ..... 50&10@60%
Coat and Hat, Stowell's 70%
Harness, Sargent's list ..... 50@50&10%
Lamp ..... 60@60&10%
Picture ..... 50&10%
Screw Hat ..... 60&10@70%
Wardrobe ..... 60@10@60&10&10%

WROUGHT IRON AND STEEL—

Cotton, ₱ doz $1.25
Wrought Staples, Hooks, &c. See Wrought Goods.

MEAT—

Enterprise 40%
Humason & Beckley, new list ..... 85&10%

WIRE—

Atlas, new list, single cases 75%
- Ten case lots ..... 75&10%

Wire Coat and Hat, Acme ..... 60@60&10%
Wire Coat and Hat, Gem ..... 60&10%
Wire Ceiling, Gem ..... 60&10%

MISCELLANEOUS—

Belt ..... 60&10%
Covert Mfg. Co.:
- Safety Gate and Scuttle Hooks ..... 35&5%

Grass, Wadsworth's 60%
Gronk's, Grass, ₱ doz $3.00
Hooks and Eyes, Brass ..... 60&10&10%
Hooks and Eyes, Mal. Iron ..... 70&10%
Cotton, box and hay ..... 60@10&10%

Horse Clippers

See Clippers.

Horse Nails

Nos.	6	7	8	9	1	
A. C.	25c	23c	22c	21c	21c	40&5%
American, all sizes, net 9½c						
Nos.	6	7	8	9	10	
Anchor and New Haven	23c	21c	20c	19c	18c	40% @40&5
Nos.	6	7	8	9	10	
Ausable	28c	26c	25c	24c	23c	50&10%
C. B. K	25c	23c	22c	21c	21c	40%
Capewell	19c	18c	17c	16c	15c	10&5%
Champlain	25c	23c	22c	21c	20c	40&10&5%
Clinton Fin	19c	17c	16c	15c	14c	30&10%
Essex	28c	26c	25c	24c	23c	40&10&5%
Lyra, all sizes, net 9½c						
Maud S	25c	23c	22c	21c	21c	50%
Neponset, Nos. 5 to 10, ₱ lb 12c						
Northwestern	25c	23c	22c	21c	20c	25@25&5%
Putnam	23c	21c	20c	19c	18c	33⅓%
New Hutnam	19c	18c	17c	16c	16c	10&10%
Vulcan	25c	21c	20c	19c	18c	25&10%
Western, net 8½c						

Horse Shoes

F. O. B. Pittsburgh:
Horse and mule, Iron, ₱ keg $4.00
- Steel, ₱ keg 3.75

Horse Ties

Covert Mfg. Co.:
- Cotton 45%
- Hemp 45%
- Jute 50%
- Sisal ..... 30&10%

Hose, Rubber

Boston Belting Co.:
- "Boston" 50%
- Niagara 60%

N. J. Car Spring & Rubber Co.:
- Extra Para ..... 40&10%
- Reliable ..... 50&10%
- Staple ..... 60&10%

Standard ..... 70&10%

Hose Bands

Star Hydrant ..... 80&30%
Steam 70%

Ice Awls, Chippers &c

Copeland Ice Pick, ₱ gross ..... $9.00 net
Crown ..... net
Gem Ice Shave ..... net
Sargent's Ice Awls 55%
Snell's 50%
Star ..... net

Ice Cream Freezers

See Freezers, Ice Cream.

Ice Shredders

Enterprise, ... No. 33, ₱ doz. $6.00 25@30%
No. 34, ₱ doz. 15.00 25@30%

Jack Chain

See Chain.

Jacks

See Wagon Jacks.

Jack Screws

See Screws.

Kettles

Spun brass, plain ..... 20@25%

Knives

Kimball's:
- Bread Knives, ₱ doz. $1.50 ..... 20%
- Butcher Knives 25%
- Shoe Knives 25%

Cronk's Chopping 33⅓%
Dunlap Kitchen and bread Knives 25%
Foster Bros., butcher, &c 30%
Table and Pocket, see Cutlery.
Wilson's Butcher Knives ..... net

Knives, Hay and Straw

Wadsworth ..... 40&10%

Knife Sharpeners

Pike's: 40%
- Nat. Grit Carving Knife Hones ₱ doz $3.00
- Solid Stone Carving Knife Hones ₱ doz $2.50
- Quick Edge Pocket Knife Hones ₱ doz $3.00
- Mounted Kitchen Sandstone ₱ doz $1.50

Knobs

Bardsley's wood, door, shutter and base ..... 10@15%
Base, rubber tip, 2¼ in bead, ₱ gro. ..... $1.15@$1.25
Dor Mineral ..... 65@70c
Door Por. Jap'd ..... 70@75
Door Por. Nickel ..... $2.10@$2.20

Lanterns

C. T. Ham, Class A, B, C and D ..... 40&10%

Latches

₱ Doz.
Cronk's barn door, net $2.00
Lane's Barn Door ..... 40&10%

Lawn Mowers

Champion ..... 75&10%
Clipper Improved ..... 50&10&10&5%
Enterprise ..... 40&10%
Genuine Philadelphia Mowers:
- Styles M, S, C, K, T ..... 70&10%
- Style A (all steel) ..... 60&10%
- Style E, low wheel ..... 60&10%
- Style E, high wheel ..... 70&10&5%
- Drexel, low list ..... 40&10%
- Gold Coins, low list ..... 40&10%

New Departure, high wheel ..... 70&10%
New Departure, low wheel 75%
Pennsylvania ..... 60&10

Lawn Sprinklers

Enterprise ..... 25@30%
Philadelphia Lawn Mower Co.:
- Philadelphia Lawn Sprinkler:

Nos.	1	2	3	
Per Dozen	$12.00	$15.00	$24.00	30%

Kohler's:
- Daisy, net, ₱ doz $7.50
- Mystic 6.00
- Rainmaker 4.80
- Dew Drop 1.20

Lawn Swings Easy

Ulrich Mfg. Co., ₱ doz $75.00

Leads

Covert Mfg. Co.:
- Cotton 45%
- Hemp 45%
- Jute 50%
- Sisal ..... 30&10%

Lead Pipe, Etc

₱ Lb.
Bar Lead ..... 5¼@6c
Block Tin Pipe ..... 35@37½%
Lead Pipe, full lenghts ..... 5 to 5¼
Lead Pipe, tin lined 12½c
Sheet Lead, full rolls 6¼c

Lemon Squeezers

Berger Bros., ₱ doz. 8 in., $1.00; 10 in., $1.40 ..... 20%
Hotchkiss, Straight Flush, ₱ doz $9.60
Little Giant ..... 50@50&5%
Porc. lined, Iron, ₱ doz $1.75
Porc. lined, Wood, ₱ doz $1.25
Wood, common, ₱ gro. ..... No. 0, $5.25 @$5.50; No. 1, $5.25@$6.50

Levels

C. E. Jennings & Co's.:
- Hexagon ..... 25&10%
- Iron Bench, new design ..... 25&10%

Hollis Hardware Co.:
- Adj. Steel 7 in., $24.00 ..... 40%
- 12 in., $37.00 ..... 40%

Lifters

See Transom Lifters.

Lines

Cotton and Linen Fish 40%
Cotton Chalk, 20 feet ..... 40&10%
Cotton Trot 20%
Samson Cot., Nos. 4, $2.20; 4¼, $2.75 ..... 20%
Silver Lake braided, ₱ gro., Nos. 0, $6.00; 1, $6.50; 2, $7.00; 3, $7.50 ..... 20%
Wire Clothes:

	18	19	20
1000 feet	$2.20	$2.00	$1.85
75 feet	1.80	1.70	1.30

Loaded Shells

See Ammunition.

Locks

DOOR LOCKS, LATCHES, &C—

Lockwood Mfg. Co 40%
R. & E. Mfg. Co 40%
Reading Hardware Co ..... 45&20%
Sargent & Co ..... 40&10%

CABINET—

Eagle Lock Co 33⅓%
Corbin 33⅓%
Yale 33⅓%

PADLOCKS—

Acme bicycle and satchel, ₱ doz., $9.00 ..... 40%
Ames Sword Co 40%
Brown's brass 25%
Brown's chain 25%
Champion 40%
Eagle 40%
Slaymaker's:
- General line ..... 35&10%
- Scandinavian 90%
- " steel keys 50%

Smith & Egge bicycle 50%
Wrought Iron ..... 75&10@80%
Yale Lock Co 60%

TRUNK—

Corbin's ..... 25&10%
Eagle 40%

Machine Bolts

See Bolts.

Mail Boxes

See Boxes, Mail.

Mallets

Hickory ..... 45@5&50%
Lignumvitæ ..... 45@5&50%
Bliss:
- Carpenters, Tinners, Box, Carvers 33⅓%

Maslin Kettles

See Hollow Ware.

Mattocks

Cronk's Garden 33⅓%
Regular Goods ..... 70&10%@75%

Meat Cutters

American 30%

Nos.	1	2	3	4	B	5
Each	$5	$7	$10	$25	$50	$60

Dixon's, ₱ doz ..... 30&10@40%

Nos.	1	2	3	4
Each	$14	$17	$19	$30

Enterprise ..... 25@25&7½%

Nos.	5	10	12	20	22	32
Each	$2	$3	$2.75	$6	$4.50	$6

Little Giant ..... 33⅓@40%

Nos.	305	310	312	320	322
Each	$35	$48	$44	$72	$68

Woodruff's, ₱ doz ..... 30&10@40%

Nos.	100	150
Each	$15	$18

Beef Shavers (Enterprise) ..... 25@30%

Meat Jiuce Extractors

Enterprise ..... 25&30%

Metals, Anti-Friction

	₱ Lb
Magnolia Metal Co.:	
Defender	18c
Cosmic	10c
Magnolia, Anti-Friction	25c
Mystic	15c

f. o. b. New York or Chicago.

Melting Ladles

Monroe's Patent, ₱ doz., $4.00 ..... 40%
Sargent's ..... 60@60&10%

Mitre Boxes

C. E. Jennings & Co ..... 30&10%
Seavey's, ₱ doz., $30 ..... 40%
Stanley Rule and Level Co.:
- Nos. 340 to 460 ..... 30%
- Nos. 50 and 60 ..... 35%

Motors

COFFEE MILL—

Specialty Novelty Co., each $5.00

Nails

WIRE AND CUT NAILS—

See Review of the Markets for Quotations.
Wire nails and brads, Papered Assn list, July, 1899 ..... 90, 90&10%

PICTURE—

Niles' Patent 40%
Porcelain head, combination list ..... 60&10%
Porcelain head, Sargent's list 60%

Nail Nippers

"Gem," ¼ gross lots, ₱ gross $21.00
" less quantity, ₱ dozen 2.00

Nail Pullers

Ajax, 5 lbs., ₱ dozen, net $7.50
Black Hawk, ₱ dozen 9.00
Cyclops ..... 50&10%@50%
Cronk's, ₱ dozen, net $12.00
Eureka, No. 74, ₱ doz., net $8.50
Eureka, No. 75, ₱ doz., net $8.00
Giant, No. 1, ₱ doz., $18.00; No. 1¼, $16.50; No. 2, $15.00 ..... 30&5%
Lightning, ₱ doz., $18.00 ..... 30%
Morris No. 1, list $20.00 ..... 50%
National, ₱ doz., $24.00 ..... 10%
Pelican, ₱ doz., $ 9.00 ..... 40@40&10%
Rollis Hardware Co., No. 1, $18.00 ..... 50&10%

Nail Sets

₱ Gro
Hunters, Cup Point, knurled $10.00
Hunters, Cup Point, plain 9.00
Octagon ..... 4.00@4.75
Round, assorted ..... 3.00@3.25
Square ..... 4.00@4.25
Snell's:
- Octagon, ₱ gro $5.25
- Corrugated 6.75
- Knurled ..... 6.75@7.50

Nippers

Acme 50%
Smith's cutting 50%
Todd's cutting 50%

Nut Crackers

₱ Gro
Acme, Japanned, $30.00 ..... 40%
Acme, Nickel Plated, $8.00 ..... 20%

Nuts

Cold Punched:

Mfrs. or U. S. Standard.	Off List
Square, plain	$4.20
Hexagon, plain	5.40
Square, C. T. & R.	5.10
Hexagon, C. T. & R.	5.80

Hot Pressed:

Mfrs. U. S. or Nar. Guage	Standard
Square, blank	5.40
Hexagon, blank	5.80
Square, tapped	5.40
Hexagon, tapped	5.80

Oils

Linseed, city, raw, in barrels, ₱ gal 49c
Linseed, city, boiled, in barrels, ₱ gal 51c
Out of town on spot, ₱ gal 48c
Calcutta, raw, in barrels, ₱ gal 60c
Lard, prime city, ₱ gal ..... 56@58c
Lard, Extra, No. 1 ..... 48@49c
Lard, No. 2 ..... 36@38c

Oilers

Brass and copper ..... 50&10
Tin or steel ..... 65&10
Cushman & Denison's: ₱ Doz
- Gem ..... $ .50
- Leader ..... .60
- Perfect oilers 1.50
- Star pocket oilers ..... .75

"Paragon," brass ..... 45@50%
"Paragon," zinc ..... 60&10%
Wilmot & Hobbs Mfg. Co's. Steel anti-rust ..... 70@70&10%
Zinc and tin ..... 65@65&10%
American Tube & Stamping Co.:
Spring bottom cans ..... 70@70&10%
Railroad oilers, etc ..... 60@60&10%

Oil Stones, Etc

AXE STONES—

Pikes': 40%
- Hindostan, large axe ..... 8c ₱ lb
- " small " ..... 10c " "
- Queer Creek Axe ..... 20c " "

OIL STONES—

Pikes': 33⅓
- Lily White Washita ..... 60c ₱ lb
- Rosy Red " ..... 60c " "
- Extra " ..... 50c " "
- No. 1 " ..... 40c " "
- No. 2 " ..... 30c " "
- Lily White " round edge slips ..... 90c " "
- No. 1 Washita, round edge slips ..... 70c " "
- Washita Pen Knife pieces ..... 70c " "
- No. 1 Hard Arkansas stone 3 to 5¼ in. long ..... $2.80 " "
- No. 1 Hard Arkansas stone 5¼ to 8 in. long ..... $3.50 " "
- No. 1 Soft Arkansas stone 3 to 5¼ in. long ..... $1.50 " "
- No. 1 Soft Arkansas stone 5¼ to 8 in. long ..... $1.70 " "
- Soft Arkansas, round edge slips ..... $2.50 " "
- Hard Arkansas, round edge slips ..... $4.00 " "
- Hard Arkansas Pocket Knife pieces ..... $4.00 " "

Pikes':
- Washita and Arkansas stones, mounted in pol. hardwood cases, all sizes 30%
- India Oilstones, all grades and sizes 33⅓%
- Queer Creek Oilstones ..... 20c ₱ lb
- Chocolate Oilstones ..... 50c " "
- Regular Hindostan ..... 8c " " 40%
- Small Hindostan ..... 10c " "

Packing, Steam

RUBBER—

Boston Belting Co.:
- Phoenix, net ₱ lb 50c
- Plumbago 50%

Pure Packing, "Excelsior" 50%
Extra 60%

MISCELLANEOUS— ₱ Lb

American Packing ..... 8c@10c
Cotton Packing ..... 16c@25c
Italian Packing ..... 9½c@12c
Jute ..... 4½c@5c
Russian Packing ..... 8½c@11c

Padlocks

See Locks.

Parers

APPLE—

Advance	₱ doz	$ 4.00
Baldwin	"	4.00
Bonanza Improved	each	6.50
Daisy	₱ doz	4.00
Dandy	each	7.50
Eureka Improved	"	20.00
Family Bay State	₱ doz	15.00
Improved Bay State	"	36.00
Little Star	" "	5.00
New Lightning	" "	7.00
Reading, 72	" "	3.25
Reading, 78	" "	6.25
Rocking Table	" "	6.50
Turntable, '98	" "	6.00
White Mountain	" "	5.00

POTATO— ₱ Doz

Saratoga $7.00
White Mountain 6.00

Pencils

Dixon's:	₱ Gro
Carpenter's	$2.17@6.75
Carpenter's, blue or red lead	4.00@7.50
Office	1.87@7.50
Lumber	6.87
Colored lumber	9.00
Black artists	9.37
Colored	4.38@7.50
Assortment boxes	1.31@2.50

Percussion Caps

See Ammunition.

Picks and Mattocks

List Feb. 28, 1899 ..... 70&10@75%

Pipe Hangers, Conductor

Iwan's, Perfection wire 50%

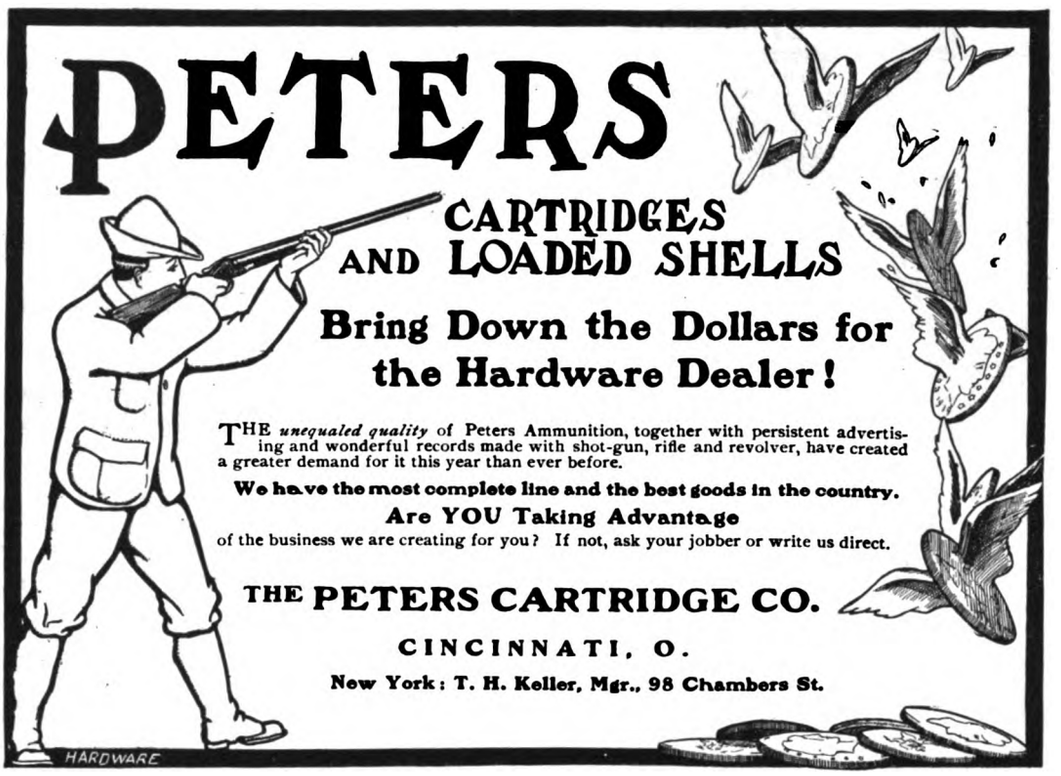
Planes and Plane Irons

WOOD PLANES—

Bailey (Stanley R. & L. Co.) 40%
Bench, first quality ..... 40&10%
Bench, second quality ..... 50&10%
C. E. Jennings & Co ..... 50&10%
Molding ..... 33⅓&5%

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PETERS



CARTRIDGES AND LOADED SHELLS

Bring Down the Dollars for the Hardware Dealer!

THE *unequaled quality* of Peters Ammunition, together with persistent advertising and wonderful records made with shot-gun, rifle and revolver, have created a greater demand for it this year than ever before.

We have the most complete line and the best goods in the country.

Are YOU Taking Advantage

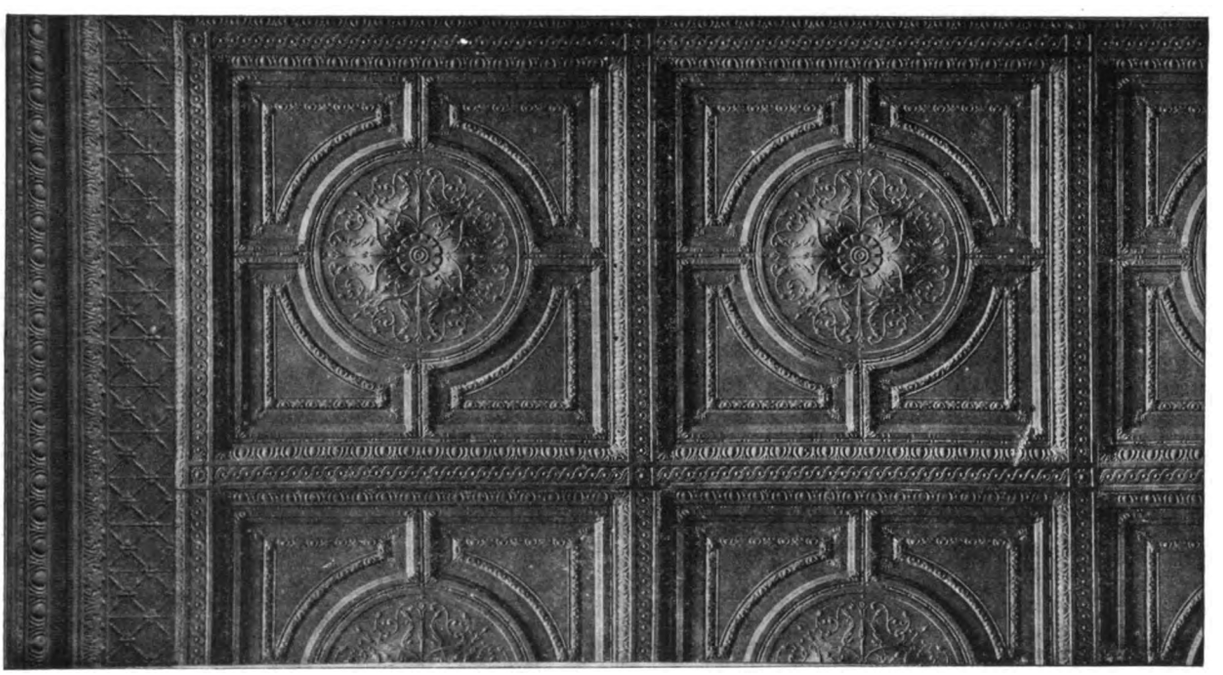
of the business we are creating for you? If not, ask your jobber or write us direct.

THE PETERS CARTRIDGE CO.

CINCINNATI, O.

New York: T. H. Keller, Mgr., 98 Chambers St.

HARDWARE



Northrop's Metal Ceilings

The latest and the best designs in Metal Ceilings are finely illustrated in our new catalog. You ought to have a copy.
Name anything you wish in the way of metal ceilings or walls for rooms of any size, shape, kind or purpose, and you'll find that the original

NORTHROP METAL CEILINGS

are still unequalled in sharpness of stamping, simplicity of construction and architectural fineness.
Every Hardwareman ought to handle Northrop's Metal Ceilings. Any mechanic can put them up.
Remember: If you'll send us the particulars about any room, we'll submit drawings and prices.

NORTHROP, COBURN & DODGE CO., Manufacturers
40 CHERRY STREET, NEW YORK

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IRON PLANES—
C. E. Jennings & Co., iron....50&10%
Sargent's....60@60&10%
Standard Tool Co....50@60&5%
Stanley Rule & Level Co.:
Bailey's....40%
Miscellaneous....35%

PLANE IRONS—
Buck Bros....30%
Butcher's....$5.00@6.25 to £
C. E. Jennings & Co....16⅔&10%
Stanley R. & L. Co....35%
L. & I. J. White....20&5@25%

Pliers and Nippers
Button....79&10@75%
Cronk & Carrier:
Pliers.
No. 1....60&10%
" 20, net....$9.00
" 40....75%
" 50....80%
" 65....40%
" 70....50%
" 80....40%
" 85....40%
Wm. Johnson's Gas Pliers....66⅔%
Smith's Side Cutting....25%

Plow Bolts
See Bolts.

Plumb Bobs
Keuffel & Esser Co....33⅓

Plumbs and Levels
Cook's....40&10&10%
Davis':
Inclinometers....20%
Iron Levels....25&10%
Disston's....70%
Machinists'....25%

Pocket Levels
Stanley's....45%
Duplex....35%

Poachers
See Egg Poachers.

Police Goods
Tower & Lyons....25%

Polish Metal
Presoline Liquid, new list....40%
Prestoline Paste....40@40&10%
U. S. Metal Polish Paste, 3 oz boxes,
℔ doz....$ .50
℔ gross....4.00
¼ pound boxes, ℔ dozen....1.25
1 pound boxes, ℔ dozen....2.95
U. S. Liquid, 8 oz cans, ℔ dozen....1.25
℔ gross....12.00
Barkeeper's Friend Metal Polish
℔ dozen....1.75
℔ gross....18.00

Polish, Stove
Black Eagle benzine paste, 5 lb cans, ℔ lb....10c
Black Eagle, liquid, 10 oz. cans, ℔ doz....75c
Black Jack paste, ¾ lb cans, ℔ gross....9.00
Black Kid paste, 5 lb can, each....65c
Ladd's Black Beauty, ℔ gross, $10.00....50%
Joseph Dixon's, ℔ gross, $5.75....10%
Dixon's Plumbago, ℔ lb....8c
Fireside, ℔ gross....2.50
Gem, ℔ gross., $4.50....10%
Japanese, ℔ gross....3.50
Jet black, per gross....3.50
Peerless Iron enamel, 10 oz. cans ℔ doz....1.50
Wynn's:
Black silk, 5 lb. pail, each....70c
Black silk, ¼ lb. box, ℔ doz....1.00
Black silk, 5 oz box, ℔ doz....75c
Black silk, ¼ pint liquid, ℔ doz....1.00

Poppers, Corn
Square.	℔ Doz	℔ Gro
1 qt		$ 9.00
1½ qt		11.00
2 qt		13.50

Post Hole Diggers
Disston's Samson Digger, ℔ doz. $34....25%
Kohler's:
Little Giant....℔ doz., net $12.00
Hercules...." " 9.50
Invincible...." " 9.00
Pioneer...." " 7.20
Universal...." " 13.00
New Champion...." " 5.50
Rival...." " 7.50
Ryan's....℔ doz., $20.00....25%
Iwan's:
Split handle....net $7.00
Perfection...." 8.00
Rockford Tack & Nail Co.:
Rockford brand....℔ doz., " 6.50
Atlas pattern...." " " 7.50

Post Hole Augers
Iwan's Patent improved....40&5%
Perfection....℔ doz., net $8.25
Split handle...." " 7.50
Vaughan's, 4 to 9 in....." " 6.00

Potato Hooks, Etc
Hoe Down Hooks....75&10&2%
Hop Hooks....60&10&2½%
Potato Hooks....70

Powder
See Ammunition.

Presses
See Fruit and Jelly Presses.

Primers
See Ammunition.

Pruning Hooks and Shears
Cronk's Pruning Shears, all styles....33⅓%
Disston's Combined Pruning Hook and Saw, ℔ doz.: $18.00....25@25&10%
Disston's Pruning Hook, ℔ doz., $12.00....25@25&10%
Smith's:
Pruning Shears....60&10%
Rockdale Pruners....33⅓%
Standard Tree Pruners....75%
E. S. Lee & Co's. Pruning Tools....40%
P. S. & W. Co's. Shears....40%
Waters' Tree Pruners....75&10%

Pulleys
Awning....60@60&10%
Axle....50&10@60%
Brass screw....45&10%
Ceiling....50@10&60%
Clothes line, Japanned....60%
Common Sense....60%
Dumb Waiter....60@60&10%
Empire Sash Pulley....60%
Fox all steel....50%
"Grand Rapids," all steel....50%
Hay Fork, swivel eve., ℔ doz., 4 in., $8.75; 6 in., $5.00....55%
Hay Fork, Hartz, 4¼ in., ℔ doz., $6.00....50&10%
Hay Fork, 5 in., solid, $5.70....50%
Hot House....50&10@50&10&10%
Stowell's Anti-Friction, 5 in. wheel, ℔ doz., $12.00....40%
Side, Anti-Friction....60%
Shade rack....45%
Upright....50&10@50&10&10%

Pumps
Cistern, best grades....60@60&10%
Pitcher Spout, best grades....75&80%
Power Pumps, Myers'....50%
Spray Pumps, Myers....50&10%
Spray Pumps, Kohler's:
Daisy, net ℔ doz....$ 7.50
Mechanical, net ℔ doz....7.50
F. E. Myers & Bro., low list:
No. 1, Fig. 328, 3 in. Shallow Well Pump....13.00
No. 8, Fig. 328, 3¼ in. Shallow Well Pump....15.00
No. 5, Fig. 307, 3 in. Deep Well Pump....15.00
No. 6¼, Fig. 307, 3¼ in. Deep Well Pump....17.00
No. 14, Fig. 521, 3 in. Deep or Shallow Well Pump....15.00
No. 32, Fig. 523, 3 in. Deep Well Pump....17.00
No. 56, Fig. 331, 3 in. Shallow Well Pump....14.00
No. 59, Fig. 332, 3¼ in. Shallow Well Pump....17.00
No. 70, Fig. 333, 2¾ in. Deep Well Pump....15.00
No. 72, Fig. 333, 3 in. Deep Well Pump....15.00
No. 102, Fig. 448, 3 in. Lift Pump....9.00
No. 108, Fig. 448, 3¼ in. Lift Pump....11.00
No. 128, Fig. 510, 3 in. Lift Pump....7.00
No. 131, Fig. 510, 3¼ in. Lift Pump....8.50
No. 225, Fig. 389, Windmill Pump....12.50
No. 235, Fig. 408, Windmill Pump....16.00
No. 240, Fig. 406, Regulator Pump....28.00
No. 302, Fig. 477, Spray Pump, complete....11.50
No. 330, Fig. 547, Knapsack Spray Pump....10.00
Discount 50% f. o. b. Ashland.
No. 268, Fig. 513, Low Down Tank Force Pump, net....5.00
No. 320, Fig. 492, Bucket Spray Pump, net....2.00

Punches
Benis & Call Co's.:
Cast Steel Drive....50%
Morrill's....50%
Niagara Hollow....45%
Niagara Solid....55%
Saddlers' or Drive, good....60@65%
Snells' Tinners'....40&5%

Rail
Barn Door, Light, Inches...	⅛	¼	⅜
℔ 100 feet	$1.40	1.95	2.50

Barn Door, "None Better" No. 1, ℔ ft....3¾c
Barn Door, "None Better" No. 2, ℔ ft....4c
B. D. for N. E. Hangers:
Angular, ℔ ft., 6c....70%
Double Flange, ℔ ft., 8c....70%
Cronk's:
O. N. T. style, No. 13....25¢ ℔ ft
Double braced....3c
Lane's:
O. N. T. 1 in., ℔ 100 ft., net....$2.75
O. N. T. 1¼ in., net....3.00
O. N. T. 1½ in., net....4.00
Hinge Hanger, 1 in., ℔ 100 ft....3.50
" " 1¼ " " " 3.96
Stowell's Wrought steel....25%
Sliding Door, Bronzed Wrought Iron, ℔ ft....6½c
Sliding Door, Steel, Brass Plated, ℔ ft....5½c
Sliding Door, Wrought brass, 1⅜ in ℔ lb. 30c....25@30%
Victor Track Rail, 7c ℔ ft.....60&10&2½%

Rakes, Etc
Cronk's:
Malleable....70%
New Champion....75%
Victor....80%
Anti-Clog Lawn....75%
Never Break Garden....75&10%
Queen City Lawn....40%
Kohler's:
	Net
Lawn Queen, 20	$3.45
" 24	3.80
Jumbo Lawn, 36	5.25
Paragon (wood head)	2.75
Steel Garden, 10th	2.24
" " 12th	2.40
" " 14th	2.64
" " 16th	2.88

Rasps, Horse
Disston's....75%
New Nicholson Horse Rasp....70&10@75&5%
See also Files.

Razors
Electric....List Net
Boracic....60%
Fox....50%
J. R. Torrey Razor Co....20%
Wostenholm & Butcher, $10.00 to £....10%

Razor Hones
Belgian German and Swaty, all sizes....50%

Registers and Ventilators
HOT AIR—
New list, July 1, 1905:
Black Japanned, White Japanned, Bronzed Finishes, Electro-Plated and Nickel Plated....70&10%
White Porcelain....60%
Solid Brass and Bronze Metal....50%

Revolving Chimney Tops
Iwans' Volcano....50&5%

Rifle Cleaners
Bishops':
Small Bore Rifle Cleaner, ℔ doz.....$3.00

Rings
See Bull and Hog Rings.

Rivets and Burrs
COPPER—
Belt with Burrs....50&60@60%
Hose with Burrs....50&10@60%

IRON OR STEEL—
New list, Jan. 8, 1904.
Tinners....75%&5%
Miscellaneous....75%&5%

Rivet Sets
Regular list....70%

Rollers, Stay
Cronk's:
Nos.	50	55	56	60	65
℔ Dozen	$1.00	.80c	.75c	.75c	.90c

Rope
Cotton Rope:	℔ Lb
Best ¼ in. and larger	16½c
Medium	14½c
¼ in. and larger	
Common	10½c

Jute Rope:
A grade....6c
C grade....5½c
Manilla Pure
7-16 in. and larger....12c
⅜ in....12½c
¼ and 5-16....11c
Steel, Pure:
7-16 in. and larger....10c
⅜ in....10½c
¼ and 5-16 in....11c

Root Cutters
Lane's....25%

Rules
Athol, Steel....33⅓%
Boxwood....60&10@60&10&10%
Ivory....35&10@35&10&5%
Keuffel & Esser Co.:
Folding, wood....35&10%
" steel....33⅓&10%
Lufkin's:
steel....50&10%
Lumber....60%
Miscellaneous, Stanley's....60%

Sad Irons
DOVER ASBESTOS—
Polishing....50%
Pressing....50%
Laundry....45%
Sleeve....50%
Tourist....50%
Toy....50%
Blacklock:
Plain black in cases, ℔ 100 lbs....$2.75
Bronze finished in cases, ℔ 100 lbs....3.15
Aluminum finish, in cases, ℔ 100 lbs. 2.95
Full nickel, in cases, ℔ 100 lbs....3.75

COLD HANDLED—
Enterprise Mfg. Co. of Pa....20&5&5%

Safety Fuse
See Fuse.

Safety Lifts
Burr Mfg. Co., steel....70&10%

Sand and Emery Paper and Cloth
Baeder, Adamson & Co's. list:
Emery cloth....50&10@60%
Garnet paper....25%
Flint and emery paper....50&10@60%

Sash Balances
Caldwell Mfg. Co....50%
Pullman....50&10@60%
Victor bronze....75%
Victor steel....70%

Sash Chain
Competition....50&10%
Giant....40%
Monarch B. C. Co....70%
Pullman bronze....70%
Pullman cop steel....70&10&10%
Royal metal....65&5%
Steel B. C. Co....70&10%
Steel, copperplated....70%
Victor bronze....70%
Victor steel....75%

Sash Cord & Weight Fastener
Ives....40%

Sash Cord
Cable Laid Italian, ℔ lb....16@18c
Cable Laid Russia, ℔ lb....15c
Common India, ℔ lb....10@10½c
Patent Russia, ℔ lb....14c
Patent India, ℔ lb....12½@13c
Silver Lake:
A Quality, drab, ℔ lb....40c
A Quality, white, ℔ lb....35c
B Quality, drab, ℔ lb....35c
B Quality, white, ℔ lb....30c

Sash Fasteners
Imperial....33⅓%
Sash rollers....70%
Ives casement fasteners....40%
Champion....50%
Monitor, steel....25%
Shutter, sheaves....60%
Window screen sash lifts....62%

Sash Locks
Champion meeting rail....50%
Champion side....60%
Ives' patent:
Bronze and Brass....62½
Crescent....50&10%
Iron....62½
Window ventilating....60%
Robinson pat. ventilating sash lock....40%
Wrought bronze and brass....55%
Wrought steel....55%
Payson's signal....80%
Pullman patent ventilating....25%

Sash Weights
Ton lots at factory (Eastern)....$25.00

Sausage Stuffers or Fillers
Enterprise Mfg. Co....25@25&7½%
National Specialty Mfg. Co....30%

Saws
Atkins:
Band to 14 in. wide....90%
Band ⅛ to 3-16 in. wide....50%
Butcher....40&10%
Pruning and Compass....40%
Circular....50%
Cross Cut....35&5%
Gang....50%
Hand, Panel and rip....40%
Wood....40&10%
Diamond Saw and Stamping Works:
Sterling Kitchen saws....25%
Disston's:
Circular, solid and inserted tooth....50%
Band 8 in. to 16 in. wide....60%
Band ⅛ in. to 1¾ in....60%
Cross cuts....50%
Narrow cross cuts....55%
Mulay, mill and drag....50%
Framed wood saws....35%
Wood saw blades....35%
Wood saw rods....5
Hand saws, Nos. 12, 90, 9, 16, D100, D85, 120, 76, 77, 8....22½
Hand saws, Nos. 7, 107, 107½, 8, 1, 0, 00, combination....30%
Compass, keyhole, pruning, dovetail, &c....25%
Butcher saws and blades....35%
C. E. Jennings & Co's.:
Butcher....30&10%
Hand Panel, rip & other saws....20&2½&10%
Peace:
Cross cuts....50%
Hand panel and rip....30%
Richardson:
Circular and mill....50%
X cuts....50%
Hand saws....30%
Star, Butcher....25%

HACK SAWS AND FRAMES—
Chatillon....30%
Diamond Saw & Stamping Works:
Sterling hack and saw blades....35%
Sterling hack saw frames....20%
Disston's:
Concave blades....25%
Keystone flex. back and mach. blades....40%
Hack saw frames....30%
Griffin's:
Complete....40&10%
Saw blades....35&5&10%
Star, saws and blades....22½

Saw Filer
Disston's D8 Clamp and Guide, $30.00 ℔ doz....30%

Saw Frames
C. E. Jennings & Co....30%
Richardson's Wood....net

Saw Sets
Atkins,
Criterion saw sets, ℔ doz....$6.00
Excisor saw tools, " " 6.00
Disston's Monarch, Nos. 1 & 10 & Star....30%
Hart's patent lever....20%
Kohler's:
"Giant Royal," ℔ doz. net....$3.50
"Royal," ℔ doz. net....5.00
Morrill's:
Nos. 1, $15.00; 10, $15.63; 11, $15.63....50%
Cross cuts, Nos. 3 & 4, $30.63; 5, $30.00....50%
Richardson's....25%
Seymour Smith & Son, hammer, ℔ doz. $4.75
Stillman's, ℔ doz....1.00
Taintor's Positive, $18.00 ℔ doz....60%

Scales
Chatillon's:
Eureka....40%
Favorite....40%
Grocers' triple scales....50%
Family, Turnbull's....30@30&10%
Hatch:
Counter....40%
Tea....40%
Union Platform, plain....$1.30@$2.00
Striped....$2.00@$3.20
Pelouze....50%

Scale Beams
Chatillon's No. 1....30%
Chatillon's No. 2....40%

Scrapers, &c
Adj. Box scrapers (S. R. & L. Co.) $6.00....45%
Box, 1 handle, ℔ doz....$2.00
Box, 2 handle, ℔ doz....$3.00@$4.00
Foot....55&5@60&5%
Ship, Common, ℔ doz., net....$2.40
Ship, R. I. Tool Co....10%

SIDEWALK—
Kohler's steel No. 7, ℔ doz....$2.50

Screens
DOOR—
Phillips.	℔ Doz
Style E, ⅛ in	$10.00
Style Q77, ¼ in	7.50
Style X Y, ¼ in	10.50

WINDOW AND FRAMES—
Phillips:
Flyer pattern....60&10@60&10&5%
Air Line pattern....60&10%
Perfection....60&10@60&10&5%
Screen frames....70&5@60&10%

Screw Drivers
Brace Screw drivers....25&10&5%
Buck Bros....30%
Screw Driver Bits....27½
Champion....40%
Disston's Flat Blade, electric, telegraph and cabinet makers....70%
Electric spiral, No. 01, ℔ doz., net....$6.00
Electric spiral, No. 02, " " " 5.00
Ellrich's socket and ratchet....40&10%
Fray's hollow hdle sets, No. 8, $12.00....50%
C. E. Jennings & Co., No. 285....40&10%
Jennings & Griffin....66⅔%
Sargent & Co's.:
No. 1 forged blade....50&10@50&10&5%
Nos. 20 and 40....66⅔%
Screw Driver bits (Snell's) ℔ doz....60c
Stanley R. & L. Co's.:
No. 64, varnished handles....60&10%
No. 66....70&10%
Victor....55%
Defiancio....70%
Snell's No. 5....75%
No. 10....80%
Nos. 20 and 30....70%
Tower & Lyon:
Champion....40%
Magazine....25%
Machinists'....40%
Belsley's patent....33⅓%

Screws
WOOD SCREWS—
List July 22, 1903.
Drive screws, diamond point....87½&10%
Iron, bright flat head....87½&10%
Iron, bright round and oval head....85&10%
Brass, flat head....85&10%
Brass, round head....80&10%
Bronze, flat head....77½&10%
Bronze, round head....75&10%
Nickel Plated, iron flat head....77½&10%
Nickel Plated, iron round head....77½&10%

MACHINE—
List, January 1, 1898.
Brass, flat head; Brass, round head; Iron, flat head; Iron, round head....50@50&10%

COACH, LAG AND HAND RAIL—
G. P. Coach, list Oct. 1, '99....75&12½%
Hand Rail....70&10@70%
Lag screws, list Oct. 1, 1890.
Cone Point....75&17½%

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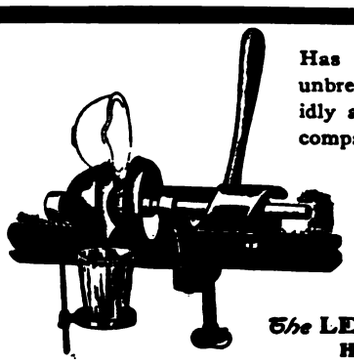
Columbia
Can Opener

It never slips nor tears. A high grade can opener at a low price—10 cts. retail. Discount most liberal to the trade. Send for it.

A. F. Meisselbach & Bro
30 PROSPECT STREET
NEWARK, N. J.



The "Leader" Lemon Squeezer



Has no loose parts. Is unbreakable. Works rapidly and thoroughly. Most compactly put together.

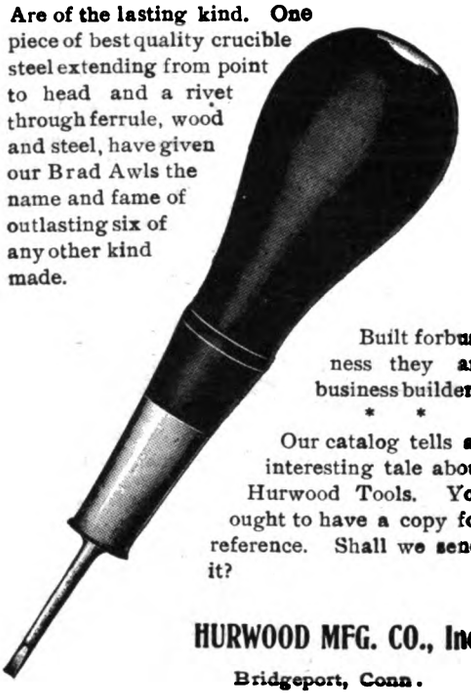
Two styles — nickel plated and Japanned.

Mention HARDWARE.

The LEADER MFG. CO.
Hartford, Conn.

HURWOOD BRAD AWLS

Are of the lasting kind. One piece of best quality crucible steel extending from point to head and a rivet through ferrule, wood and steel, have given our Brad Awls the name and fame of outlasting six of any other kind made.



Built for **business** they **are** business **builders.**

* *

Our catalog tells **an** interesting tale **about** Hurwood Tools. **You** ought to have **a** copy **for** reference. Shall **we send** it?

HURWOOD MFG. CO., Inc.
Bridgeport, Conn.



GET BUSY

That is the one secret of success in the Hardware trade.
The rapid sales and quick turning over of capital that

A Line of Arcade Goods

will produce is a revelation to Hardware dealers, and there is a reason for it. Consumers know the excellent quality that the name Arcade signifies. They know that it stands for the highest satisfaction and greatest efficiency that their money can buy. It is this knowledge that makes them demand Arcade Goods when they are in need of any of the 300 articles we manufacture.

To prove their unquestionable merit to any doubting dealer we will send a sample of any article desired.

We show on this page four articles that are money-makers for the dealer.



The Crystal Coffee Mill

THE CRYSTAL COFFEE MILL

with glass hopper and tumbler. This is the most perfect mill made and with it the most discriminating customers may be interested. Its superior advantages are appreciated on sight.

THE JEWEL COFFEE MILL

with glass canister holding one pound of coffee. This is a companion of the Crystal, but sells at a lower price. A liberal dose of these two mills will prove a tonic to your coffee mill trade.



The Jewel Coffee Mill

You can satisfy every requirement of your trade with one of the sixty different styles of wood, glass and metal mills which we manufacture.

THE FAMOUS GEM

is known to housekeepers everywhere as the one dependable mop head. It is made of the best steel and equipped with the latest improved spring adjustment. It is a most durable, saleable and profitable article.



The Gem Mop Head.

THE EIGHT SPACE SPICE CABINET

is made of hard wood in natural finish. It is strongly built to withstand the roughest usage. Each compartment is labeled and fitted with iron pulls. The general effect is one that appeals to the careful housewife.



Eight Space Spice Cabinet

Write for Our Latest Catalog

ARCADE MANUFACTURING CO.
Freeport, Ill.

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BENCH, HAND, ETC—
Bench, iron, ₱ doz.....1 in., $2.50@$2.75
1¼, $3.00@$3.25; 1½, $3.50@$3.75
Bench, wood, beech.....30@30&5%
Hand, wood.....30@30&5%
Jack Screws, Miller's Falls, roller bearing.....50&10%
Jack Screws, Miller's Falls, without roller bearing.....40&10&10%
Jack Screws, P. S. & W.....50%50&5%
Jack Screws, Sargent's.....70&10%

Scroll Saws

Cricket.....10&10%
C. E. Jennings & Co.....25%
Lester, complete, $10.00.....15&10%
Rogers, complete, $4.00.....15&10%

Scythes

₱ Doz
Wadsworth's:
Natural Finish, grass; Polished Blade, grass; Painted or Bronzed, grass; Clipper, grain; weed and bush.....40%

Scythe Rifles

3-Coat, ₱ gro., $10.00 } 40%
4-Coat, ₱ gro., $12.00 }

Scythe Stones

	₱ Gro
No. 1, Indian Pond	$ 7.00
No. 2, " "	4.50
White Mountain	9.00
Black Diamond	12.00
Lamoille	11.00
Green Mountain	6.00
Leader Red End	4.50
Willoughby Lake	9.00
Extra Quinnebog	7.00
Pike's Corundum	24.00
" Emery	15.00

40%

Seeders

Raisin, Enterprise.....25@30%

Shears

Acme (cast).....40@40&5%
Ætna, Steel Japanned.....80&20%
Ætna, Steel Nickeled.....70&20%
Barnard Lamp Trimmers.....40%
Carrier Cutlery Co.:
N. P. Straight Trimmers.....63⅓%
N. P. Bent Trimmers.....66⅔%
Japanned Straight.....70&10%
Japanned Bent.....70&10%
Cronks
Nickel Plated.....60&10%
Japanned.....60&20%
Heinisch's:
Straight Trimmers, etc.60&10@60&10&10%
Tailors' Shears.....40%
Tinners' Snips.....40%
Pruning, See Pruning Hooks and Shears.
Seymour's Standard List:
Japanned.....70%
Nickeled.....60%
Standard Cutlery Co.:
Japanned.....70&10%
Nickeled.....60&10%
Star Brand:
Nickel Scissors.....60%
Nickel Shears.....60%
Japan Shears.....70%
Tailors' Shears.....40&10%
Primers.....70%
Tinners' Snips.....40&10%

Shears, Hedge

Wm. Wilkinson & Sons.....50%

Sheaves

SLIDING DOOR—
Corbin's list.....60&10&2%
Hatfield's Pattern.....70&10@80%
Stowell's Anti-Friction.....50%
Patent Roller.....60&10@60&10&5%
SLIDING SHUTTER—
Sargent's list.....70%

Shells

See Ammunition.

Ship Tools

L. & I. J. White.....25%

Shot

See Ammunition.

Shovels and Spades

Association List, Nov. 15.....40%
F. E. Kohler Co.....net prices
Avery Stamping Co.....net prices

Shutter Bars

Ives'.....45%

Shutter Bolts

See Bolts, Shutter.

Sifters, Flour

Hunter's Genuine, ₱ gross....$10.50@$11.50

Skate Sharpeners

Eureka.....₱ doz., $1.75; ₱ gro., $18.00

Slaters' Tools

Plumbs.....30%

Slaw and Kraut Cutters

Disston's:
Slaw, vegetable, corn grater, turnip shredder.....40%
Kraut cutters, 24x7, 26x8, 30x9.....55
Kraut cutters, 36x12, 40x12.....40%
Enterprise Mfg. Co.....25@30%
Tucker & Dorsey:
1 knife, ₱ gro.....$18.@$20.00
2 knives, ₱ gro.....$22.50@$30.00
Kraut cutters.....40%
Woodrough & McFarlin.....40%

Sledges and Heavy Hammers

See Hammers.

Slicers

Vegetable, Enterprise.....25%

Smiths' Bellows

See Bellows.

Snaps, Harness, &c

German, new list.....40@40&10%
Sargent's:
Patent Guarded.....66⅔%
Covered Spring.....50@55%
Covert Mfg. Co.:
Covert Breast strap, bkle snaps.....45%
Yankee Breast strap, bkle snaps.....17½%
Breast strap protector.....45&2%
Double for bits or trace carrier.....45%
Trojan snaps.....45%
High grade snaps.....45%
Jockey snaps.....35%
Derby snaps.....30&5%
Rope snaps.....35&5%
Yankee snaps.....30&5%

Scythe Snaths

National Snath Co.....45@50%
Grain cradles.....40&12½%

Spoke Shaves

Bailey's (Stanley R. & L. Co.).....50&10%
Razor Edge.....65%
Iron, ₱ doz.....50&10%
Miller's Falls.....15&10%
Seymour Smith & Sons, iron.....30%
Wm. Johnson's:
Wood, best.....30%
Wood, second quality.....33⅓%

Spoons and Forks

Boardman's:
Nickel silver, catalogue "D".....net list
SILVER PLATED FLAT WARE—
L. Boardman & Son, cat'lge "D" net list
International Silver Co.:
"1847".....40&10%
"Anchor".....60%
"Eagle".....50&10%
"Star".....50&10%
Rogers, Smith & Co.....50&10%
Rogers & Hamilton.....40&10%
Holmes & Edwards.....50&10&10%
German silver, unplated.....60&60&5%
KNIVES AND FORKS, NO. 12—
₱ Doz. Net
"1847".....$3.50
"Anchor".....3.25
"Eagle".....3.25
"Star".....3.25
Rogers, Smith & Co.....3.25
Rogers & Hamilton.....3.25
Holmes & Edwards.....3.00

Springs

See Door Springs.

Spring Balances

See Balances.

Spring Hinges

See Hinges.

Squares

Disston's Try sq're & T bevels, new list..70%
Try square and T bevel.....60&10&1@70%
Winterbottom's Try and Mitre:
Iron Handle.....40%
Wood Handle.....50%
Nickel-pl'ted, new list, Jan. 5, '00.70&10&10%
Steel and iron.....70&10&10%

Staples

Barbed blind, ⅛, ⅝, & ¾ in., ₱ lb.....6½c
FENCE—
Same price as Barb Wire, see trade report.

Stay Rollers

Cronk's, No. 50, net ₱ doz.....$1.00
" " 55 " " " 60c
" " 56 " " " 84c
" " 60 " " " 84c
" " 65 " " " 80c
Lane's, Nos. 1, 2 and 3.....40%

Steels

Chatillon's "Dicks".....30%

Stocks and Dies

BICYCLE—
Holroyd & Co.....40&10%
BLACKSMITH'S—
Butterfield's.....35&40%
Gardner.....33⅓&10%
Holroyd & Co.....50&10&5%
Holroyd's R'd Adj. screw plates.....50%
Reece's new screw plates.....25%
Lightning screw plate.....25%
PIPE MAKERS—
Holroyd & Co.....80&10%@80&10%

Stones

See Oilstones.

Stops

See Bench Stops.

Store Door Handles

See Handles.

Store Ladders

Lane's.....10%
Myers' Noiseless.....50%

Stove Bolts

See Bolts.

Stove Polish

See Polish, Stove.

Sweepers

See Carpet Sweepers.

Tackle Blocks

See Blocks.

Tacks, Brad, &c

List January 15, 1899.
American cut tacks.....90&25%
S. S. cut tacks.....90&30&5%
Carpet Tacks:
American blued.....90&25&5%
American tinned.....90&25&5%
Swedes Iron Tacks:
S. S.....90&30&10&5%
Bill Posters' and Railroad Tacks:
S. S.....90&45&5%
Common and Patent Brads.....80&10&5%
Gimp Tacks:
S. S.....90&45&5%
Hungarian Nails, steel.....80&20&5%
Lace Tacks:
S. S.....90&45&10%
Looking Glass Tacks.....65&5%
Trimmers' Tacks:
S. S.....90&30&10&5
Trunk and Clout Nails:
Steel, black.....80&10%
Steel, tinned.....80&10%
Upholsterer's Tacks:
S. S.....90&40&5%
MISCELLANEOUS—
Double Point, in dozens.....90&6tens
Shade, in dozens.....90&10&10%
Shade, in bulk.....80%

Tack Pullers

Columbia, No. 1, ₱ doz., net.....$5.00
" " 2, " " " 1.00
Little Jack, ₱ doz., net.....1.00

Tapes, Measuring

Eddy's:
American Asses' skin.....40&10@50%
Leather Case.....25@25&10%
Star steel.....40@40&10%
Steel.....30&5@35%
Chestermans.....25@25&5%
Keuffel & Esser Co.:
"Favorite" Ass skin.....40&10@50%
"Favorite" Duck & Leather.25&5@25&10%
Metallic steel, lower list.....35@35&5%
Pocket.....35@35&10%
Lufkin's steel and metallic.....30@33⅓%

Tap Borers

See Borers, Tap.

Taps

American Screw Co.:
Machine screw.....70%
Holroyd & Co's.:
Blacksmiths.....60&10%
Machine screw.....75&10@60%
Machinists's Hand:
1-16 to 1¼ in. inc.....65&10%
1⅜ to 2 in.....50&10&5%
2⅛ to 3 in. inc.....33⅓&10%
3⅛ to 4 in. inc.....20%
Pipe, ⅛ to 1¼ in.....30&20%
Pipe, 1⅜ to 2 in.....30&15%
Pipe, 2½ and 4 in.....60⅔&15%

Tap Wrench

Rollis Hdw. Co., $6.00.....50%

Thumb Latches

See Handles.

Ties, Wall and Veneer

The Metal Stamping Co., Niagara...20&10%

Tinware

Stamped, Japanned and Pieced..net prices

Tire Bolts

See Bolts.

Tobacco Cutters

National Specialty Co.....40%
Enterprise Mfg. Co.....25@30%

Toilet Clippers

See Clippers.

Trammel Points

C. E. Jennings & Co., "Eureka".....25%
Disston's.....70%
Sargent's.....40&10%
Stanley's.....45%

Transom Lifters

Payson's solid grip, Nos. 643 and 644, ₱ 100, net.....$33.00
Payson's:
Balance, Iron list.....70&10&10%

Traps

FLY—
Balloon.....₱ doz. $1.25, ₱ gro., $12.00
Globe....." " 1.35, " " 13.00
Harper....." " 1.40, " " 13.50
GAME—
Enterprise Mole.....15&10%
Hawley & Norton.....65%
Newhouse.....45@45&5%
Victor.....70&10@70&10&5%
MOUSE AND RAT—
Hotchkiss:
Metallic Mouse.....50%
Improved Rat.....50%
New Rat.....50%
Mouse, round wire, ₱ doz., $1.00.....10%
Mouse, wood, choker, ₱ doz. holes.....9c
Marty French rat & mouse traps (Genuine):
No. 1, Rat, ea. $1.21; ₱ doz.....$13.25
No. 3, Rat, ₱ doz., $6.50; case of 50.. 5.75
No. 3¼, Rat, ₱ doz., $5.25; case of 72.. 4.70
No. 4, Mouse, ₱ doz., $3.85; " " 150 3.00
No. 5, " " " $3.00; " " 150 2.25
Smith & Egge Mfg. Co.: ₱ Doz
Superior Rat Trap.....$15.00
Yankee Mouse Trap..... 5.50
Yankee Rat Trap..... 11.00

Trouser Hangers

Pullman No. 1, ₱ gro.....$ 9.00
" " 4, " " " 24.00

Trowels, Mechanics

Brade's Brick.....30%
Disston's:
Brick and Pointing.....30%
Plastering.....25%
"Standard Brand" and Garden.....35%
C. E. Jennings & Co.:
Brick.....30%
Plastering.....25%
Pointing.....30%
W. & McP. Plastering.....25%
"Rose" Brick, Plst'rng & Moulding..25&5%

Trowels, Garden

Kohler's:
Mal. Hdl. Jap., ₱ gross, net.....$5.00
" " Tinned, ₱ gross, net..... 6.20
Wood Hdl., ₱ gross, net..... 4.50
Disston's.....35%

Vegetable Slicers

Enterprise Mfg. Co.....25%

Vises

Oval slide.....60&10%
Solid box.....60&10@60&10&10%
Columbian Hdw. Co.:
Nos. 110 and over.....50&5%
Nos. 100 and under.....50&10%
Solid box, horseshoers', Nos. 60, 65 & 70 50&10%
Machinists', Parallel.....40&45%
Coachmakers'.....40%
Armstrong's:
Combination.....50%
Plain and Hinge.....60%
Bonney's Champion.....40&10
Holland's.....40%
Howard's.....40%
Little Giant Bench.....25&10%
Lowell Hand.....33⅓%
Massey:
Perfect.....20%
Clincher.....35@40%
Wood-working.....15@20%
Planer.....15@20%
Comb. Pine.....40%
Millers' Falls:
Mechanics'.....10%
Oval Glide.....60&10%
Ball Clamp.....45&10%
Hand.....15&10%
Moore's.....20%
Prentiss.....20@25%
Sargent's.....40%
Snedlker's.....30@33⅓%
Stephen's.....30@33⅓%
Trenton.....40@40&5%
Wright's Pipe.....40%
SAW FILERS
Bonney's No. 1 & 3.....40%
Wentworth's.....40&10@50%

Wads

See Ammunition.

Wagon Jacks

Covert's Auto Screw Jacks.....30&2%
Mfg. Co's. steel.....45%
Automobile.....45%
Lane's steel.....30&10%

Washer Cutters

Otis A. Smith's.....20&10&10%

Weights, Hitching

Covert Mfg. Co.....40&2%

Well Wheels

Japanned, 8 to 14 in.....net

Weed Extractors

"Pastime," ₱ doz., net.....$1.75

Window Cleaners

Barnes Mfg. Co.....40%
Bosley's Peerless.....60%
Bosley's X. L. C. B.....70%
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Phoenix.....60%

Window Stop Adjusters

Ives' new list.....35%
Taplin's "Perfection".....35%

Wire Gauges

See Guages.

Wire and Wire Goods

Brass wire.....30@30&5%
Bright Wire Goods:
New list June 24, 1903.....90&10&10&10%
Cast steel wire.....50%
Copper wire.....15%
Annealed & Tin. on spools.....70&10&10%
Brass and Cop. on spools.60&10@60&10&10%
Spooled wire, ass'd for retailing.....70&5%
Market Wire, Bright or Annealed:
Nos. 6 to 9.....80&5%
Nos. 10 to 18.....80%
Nos. 19 to 26.....80&10%
Nos. 27 to 31.....80&5%
Galvanized:
Nos. 15 to 26.....75&5%
Coppered:
Nos. 6 to 14.....75&10%
Nos. 15 to 18.....75&10%
Tinned:
Nos. 6 to 14.....77½%
Nos. 15 to 18.....75&5%
Cast steel.....65%
Charcoal iron.....60%
Gun screw.....65%
Picture wire, list of Oct. 2, 1900.....85&10&85&10&10%
Stub's steel wire.....$6.00 to$ 8½%

Wire Clothes Lines

See Lines.

Wire Cloth, Netting, &c

Galvanized wire netting.....80&10@80&5%
Painted screen cloth, good quality, ₱ 100 sq. ft.....$1.20@$1.25

Wire Rope

Bright.....50&2½%
Iron, galvanized.....42½&2½%

Wire Rope Clips

Crosby.....25%

Wire Stretchers

W. C. Heller's grip, ₱ doz.....$1.50

Wrenches

Agricultural.....75&10@75&10&10%
Alligator.....70&10%
Baxter's.....70@70&10%
Machinists.....30%
Solid handle.....30%
Bemis & Call's:
Briggs pattern.....30&10%
Improved Pipe, bright.....30%
Patent Combination black.....40%
Patent Combination bright.....30%
Bicycle:
Club.....30%
Superior.....30%
Featherweight.....30%
Protection.....30%
Boardman's.....30@30%
Coes':
Genuine.....40&10&5&5%
"Mechanics".....40&10&10&5&5%
Coes' pattern, wrought bar....60&5@60&5%
Donohue's engineer.....40&10%
Eagle pipe.....50&10%
Gem.....30%
Stillson pipe.....60&10%
Acme.....60@60&10%
Bull Dog.....30%
Hercules.....30%

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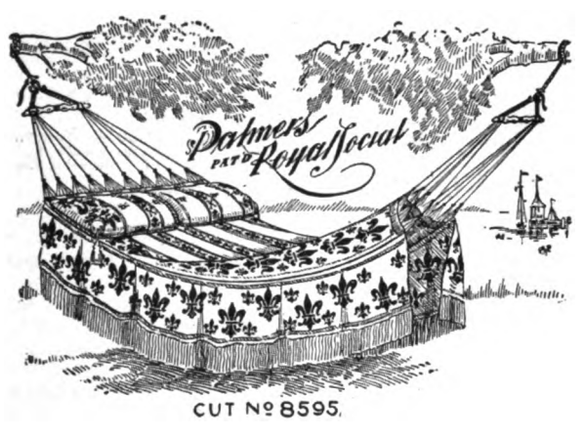
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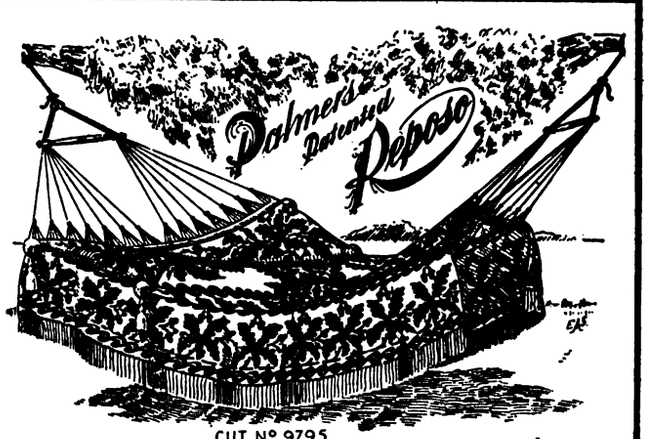
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John H. Graham & Co., New York
McKinney Mfg. Co., Allegheny, Pa.
Richards Mfg. Co., Aurora, Ills.

Hangers, Coat and Hat
Cronk & Carrier Mfg. Co., Elmira, N. Y.
W. H. Glenny & Co., Rochester, N. Y.

Hangers, Joist and Wall
Columbian Hardware Co., Cleveland, O.
Van Dorn Iron Works, Cleveland, O.

Hangers, Parlor Door
Richards Mfg. Co., Aurora, Ills.
Lane Bros. Co., Poughkeepsie, N. Y.

Hangers, Pipe
Berger Bros. Co., Philadelphia.
Walworth Mfg. Co., Boston, Mass.

Hardware Cabinets
J. D. Warren Mfg. Co., Chicago, Ill.

Hardware Cases
J. D. Warren Mfg. Co., Chicago, Ill.

Hardware Mfrs' Agents, Etc.
John H. Graham & Co., New York
Robert Murray, New York

Hardware Shelving
J. D. Warren Mfg. Co., Chicago, Ill.

Hardware Specialties
Am. Hardware Mfg. Co., Ottawa, Ill.
Alfred Field & Co., New York
Enterprise Mfg. Co. of Pa., Phila.
Robert Murray, New York
Taylor & Boggis Foundry Co., Cleveland, O.
Lane Bros. Co., Poughkeepsie, N. Y.
Pullman Mfg. Co., Rochester, N. Y.
Franklin Specialty Co., Reading, Pa.

Harness Dressing
Frank Miller Co., New York, N. Y.

Harness Snaps
Covert Mfg. Co., West Troy, N. Y.

Hatchets
Franklin Specialty Co., Reading, Pa.

Hasps and Staples
Griffin Mfg. Co., Erie, Pa.
McKinney Mfg. Co., Allegheny, Pa.

Hay Carrying Tools
F. E. Myers & Bro., Ashland, Ohio

Hay Forks
Am. Fork & Hoe Co., Cleveland, O.
Geneva Tool Co., Geneva, O.

Header Forks
Geneva Tool Co., Geneva, O.

Hinges
Columbian Hardware Co., Cleveland, O.
Griffin Mfg. Co., Erie, Pa.
McKinney Mfg. Co., Allegheny, Pa.
Niles Mfg. Co., Chicago.

Hinges, Floor Spring
Columbian Hardware Co., Cleveland, O.

Hinges, Spring
Bommer Bros., Brooklyn, N. Y.
Columbian Hardware Co., Cleveland, O.
Niles Mfg. Co., Chicago

Hoisting Machinery
Kimball Bros. Co., Council Bluffs, Ia.

Hollow Ware
Blacklock Foundry, South Pittsburgh, Pa.

Hones, Razor
Alfred Field & Co., New York
Pike Mfg. Co., Pike, N. H.

Hook Racks
Udell Works, Indianapolis, Ind.

Hooks
Berger Bros. Co., Philadelphia
Columbian Hardware Co., Cleveland, O.
John H. Graham & Co., New York

Horse and Cattle Ties
Covert Mfg. Co., West Troy, New York
Oneida Community, Ltd., Kenwood, N. Y.

Horse Clipping Machines
Am. Shearer Mfg. Co., Nashua, N. H.

Horse Nails
Capewell Horse Nail Co., Hartford, Conn

Horse Rasps
G. & H. Barnett Co., Phila., Pa.
Nicholson File Co., Providence, R. I.

Hose Pipe
F. E. Myers & Bro., Ashland, Ohio

Hose, Rubber
F. E. Myers & Bro., Ashland, Ohio
Voorhees Rubber Mfg. Co., Jersey City, N. J.

Holders, Pillow Sham and Dust Pan
E. E. Josef Mfg. Co., Buffalo, N. Y.

Household Specialties
W. H. Glenney & Co., Rochester, N. Y.

Ice Balances
John Chatillon & Sons, New York
Pelouze Scale & Mfg. Co., Chicago

Ice Chisels
John Chatillon & Sons, New York

Ice Cream Freezers
John H. Graham & Co., New York
North Bros., Mfg. Co., Philadelphia

Ice Creepers
Edwin B. Stimpson & Son, New York

Ice Picks
John Chatillon & Sons, New York
Erie Specialty Co., Erie, Pa.
C. E. Jennings & Co., New York
The H. H. Mayhew Co., Shelburne Falls Mass.
Hurwood Mfg. Co., Bridgeport, Conn.
Franklin Specialty Co., Reading, Pa.

Ice Tools
W. H. Glenny & Co., Rochester, N. Y.
John Chatillon & Sons, New York
Erie Specialty Co., Erie, Pa.
L. & I. J. White Co., Buffalo, N. Y.
John Stortz & Son, Phila., Pa.

Injectors
N. A. Watson, Erie, Pa.

Injectors, Excelsior
N. A. Watson, Erie, Pa.

Iron Enamel
Nickel Plate Stove Polish Co., Chicago, Ill.

Iron Works
The Wm. Bayley Co., Springfield, O.
J. E. Bolles Iron & Steel Works, Detroit, Mich.
Enterprise Foundry & Fence Co., Indianapolis, Ind.
Van Dorn Iron Works Co., Cleveland, O

Jack Chains
Smith & Egge Mfg. Co., Bridgeport, Conn.

"Japalac"
Glidden Varnish Co., Cleveland, O.

Kitchen Cutlery
Goodell Co., Antrim, N. H.
Lamson & Goodnow Mfg. Co., Shelburne Falls, Mass.

Knife Sharpeners
Pike Mfg. Co., Pike, N. H.

Ladders, Folding
Udell Works, Indianapolis, Ind.
Berger Bros. Co., Philadelphia

Lamps, Bicycle
John H. Graham & Co., New York

Lanterns
Hurwood Mfg. Co., Bridgeport, Conn.

Lard Presses
Enterprise Mfg. Co. of Pa., Phila.

Lawn Fences
Adams Steel & Wire Works, Joliet, Ill.
The Wm. Bayley Co., Springfield, O.
Enterprise Foundry & Fence Co., Indianapolis, Ind.
Van Dorn Iron Works Co., Cleveland, O.
J. E. Bolles Iron & Steel Works, Detroit, Mich.

Lawn Rakes
Geneva Tool Co., Geneva, Ohio

Lawn Mowers
Chadborn & Coldwell Mfg. Co., Newburgh, New York.
Coldwell Lawn Mower Co., Newburgh, New York

Lawn Tools
Geneva Tool Co., Geneva, Ohio

Lead Pencils
Jos. Dixon Crucible Co., Jersey City, N. J

Lemon Squeezers
Berger Bros. Co., Philadelphia
Erie Specialty Co., Erie, Pa.
John H. Graham & Co., New York
John Sommer's Son, Newark, N. J.
Leader Mfg. Co., Hartford, Ct.

Letter Boxes
Taylor & Boggis Foundry Co., Cleveland, Ohio.

Levels
Stanley Rule & Level Co., New York
L. S. Starrett Co., Athol, Mass.

Light Gray Iron Castings
Taylor & Boggis Foundry Co., Cleveland, Ohio

Lighting Systems
American Gas Machine Co., Albert Lea, Minn.

Liquid Fillers
E. E. Nice, Philadelphia, Pa.

Locks and Knobs
John H. Graham & Co., New York

Lubricants
Jos. Dixon Crucible Co., New York and Jersey City, N. J.

Machinists' Tools
Barnes Tool Co., New Haven, Conn.
Henry Disston & Sons, Inc., Phila., Pa.
Walworth Mfg. Co., Boston, Mass.

Magnolia Metal
Magnolia Metal Co., New York

Mail Boxes
Vermont Slate Co., Zanesville, Ohio
Smith Bros. Mfg. Co., Indianapolis, Ind.

Mallets
John Sommer's Son, Newark, N. J.
Stanley Rule & Level Co., New York

Manufacturers' Agents
John H. Graham & Co., New York
Robert Murray, New York

Manure Forks
Am. Fork & Hoe Co., Cleveland, O.
Geneva Tool Co., Geneva, O.

Manure Hooks
Geneva Tool Co., Geneva, O.

Mats and Matting, Rubber
Voorhees Rubber Mfg. Co., Jersey City, New Jersey

Measuring Pumps
Enterprise Mfg. Co. of Pa., Phila.

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Measuring Tapes
Alfred Field & Co., New York
John H. Graham & Co., New York
Keuffel & Esser, New York

Meat Choppers
John Chatillon & Sons, New York
Enterprise Mfg. Co. of Pa., Phila.
John H. Graham & Co., N. Y.

Meat Cutters
Enterprise Mfg. Co. of Pa., Phila.
John H. Graham & Co., N. Y.

Metal Ceilings
Northrup, Coburn & Dodge Co., New York, N. Y.

Metal Side Walls
Northrup, Coburn & Dodge Co., New York, N. Y.

Mills, Coffee and Spice
The Wm. Bayley Co., Springfield, O.
John Chatillon & Sons, N. Y.
Enterprise Mfg. Co. of Pa., Phila.
Lane Bros. Co., Poughkeepsie, N. Y.

Mills, Drug
Enterprise Mfg. Co. of Pa., Phila.

Mincing Knives
Enterprise Mfg. Co. of Pa., Phila.
John H. Graham & Co., N. Y.

Molasses Gates
Taylor & Boggis Foundry Co., Cleveland, Ohio

Mop Wringer and Bucket
Eagle Cooperage Works, Circleville, O.

Motor Fans
A. Rosenberg Co., Baltimore, Md.

Mowing Machine Oilers
American Tube & Stamping Co., Bridgeport, Conn.

Nails
Fuller Bros. & Co., N. Y.

Nails, Galvanized
Keystone Nail Co., Inc., Phila., Pa.

Nail Sets
John H. Graham & Co., N. Y.
C. E. Jennings & Co., N. Y.
L. S. Starrett Co., Athol, Mass.
The H. H. Mayhew Co., Shelburne Falls, Mass.
Hurwood Mfg. Co., Bridgeport, Conn.
Sawyer Tool Mfg. Co., Fitchburg, Mass.

Needles
Alfred Field & Co., New York

Nettings
I. E. Palmer, Middletown, Conn.

Nippers
Alfred Field & Co., New York
L. S. Starrett Co., Athol, Mass.

Numbering Machines
Cushman & Denison, New York

Nuts
Columbus Bolt Works, Columbus, O.
Garland Nut & Rivet Co., Pittsburgh, Pa.

Office Railings
J. E. Bolles Iron & Wire Works, Detroit, Mich.

Oilers
American Tube & Stamping Co., Bridgeport, Conn.
Cushman & Denison, New York.

Oil Cans (Safety)
Vermont Slate Co., Zanesville, Ohio

Oil Stones
Pike Mfg. Co., Pike, N. H.

Oil Stoves
Taylor & Boggis Foundry Co., Cleveland, Ohio

Ornamental Iron Work
The Wm. Bayley Co., Springfield, O.
Enterprise Foundry & Fence Co., Indianapolis, Ind.
J. E. Bolles Iron & Steel Works, Detroit, Mich.
Van Dorn Iron Works Co., Cleveland, O.

Ovens, Gas Stove
Schofield & Co., Freeport, Ills.

Ox Yoke and Bows
Am. Fork & Hoe Co. Cleveland, O.

Packing Rubber
Voorhees Rubber Mfg. Co., Jersey City, N. J.

Padlocks
Ames Sword Co., Chicopee, Mass.
Alfred Field & Co., New York
John H. Graham & Co., New York
Smith & Egge Mfg. Co., Bridgeport, Conn.

Paints
Jos. Dixon Crucible Co., Jersey City, N. J
E. E. Nice, Philadelphia, Pa.
Geo. W. Pitkin Co., Chicago, Ill.

Paint Specialties
Adams & Elting Co., Chicago, Ill.
Eugene E. Nice, Philadelphia, Pa.

Paper Clips
Cushman & Dennison, New York

Paviors' Tools
John Stortz & Sons, Phila., Pa.

Patents
Davis & Davis, New York

Pencils
Jos. Dixon Crucible Co., Jersey City, N. J

Perforated Metals
Edwin B. Stimpson & Son, New York

Pincers, Carpenters
Champion Tool Co., Meadville, Pa.

Pipe Cutters
Armstrong Mfg. Co., Bridgeport, Conn.
Barnes Tool Co., New Haven, Conn.
Alfred Field & Co., New York
Walworth Mfg. Co., Boston, Mass.

Pipe Fittings
Walworth Mfg. Co., Boston, Mass.

Pipe Straps
Berger Bros. Co., Philadelphia
Walworth Mfg. Co., Boston, Mass.

Pipe Threading Machines
Armstrong Mfg. Co., Bridgeport, Conn.
Walworth Mfg. Co., Boston, Mass.

Pipe Vises
Armstrong Mfg. Co., Bridgeport, Conn.
Walworth Mfg. Co., Boston, Mass.

Pipe, Wrought
Walworth Mfg. Co., Boston, Mass.

Pistols
Harrington & Richardson Arms Co., Worcester, Mass.
J. Stevens Arms & Tool Co., Chicopee Falls, Mass.

Planes
C. E. Jennings & Co., New York
Stanley Rule & Level Co., New York

Planes, Hoof
Champion Tool Co., Meadville, Pa.

Planters' Hoes
Geneva Tool Co., Geneva, O.

Plant Supports
Igoe Brothers; Brooklyn, N. Y.

Plated Ware
Luther Boardman & Son, East Haddam, Conn.
Alfred Field & Co., New York

Plates, Machinery
Schwerdtle Stamp Co., Bridgeport, Conn

Pliers
Hurwood Mfg. Co., Bridgeport, Conn.

Pliers, Fencing
Cronk & Carrier Mfg. Co., Elmira, N. Y.
Alfred Field & Co., New York

Plumbers' Supplies
Berger Bros. Co., Phila., Pa.
Smith & Egge Mfg. Co., Bridgeport, Conn

Pocket Cutlery
Alfred Field & Co., New York
John Chatillon & Sons, New York

Polish, Stove
Black Satin Polish Co., New York, N. Y.
Jos. Dixon Crucible Co., Jersey City, N. J
Nickel Stove Polish Co., Chicago, Ills.

Polishes, Liquid
Geo. W. Huffman, Indianapolis, Ind. and New York

Polishes, Paste
Geo. W. Huffman, Indianapolis, Ind. and New York

Postal Scales
Pelouze Scale & Mfg. Co., Chicago, Ill.

Post Hole Diggers
John H. Graham & Co., New York
F. E. Kohler & Co., Canton, Ohio

Potato Hooks
Am. Fork & Hoe Co., Cleveland, O.
Geneva Tool Co., Geneva, O.

Poultry Netting
New Jersey Wire Cloth Co., New York, Trenton, Chicago, San Francisco.

Pressed Steel Tiling and Brick
Northrup, Coburn & Dodge Co., New York, N. Y.

Pruning Shears
Cronk & Carrier Mfg. Co., Elmira, N. Y.

Pulleys, Hoisting
F. E. Myers & Bro., Ashland, Ohio

Pulleys (Self-Adjusting)
I. E. Palmer, Middletown, Conn.

Pumps
F. E. Myers & Bro., Ashland, Ohio.

Punches
Chandler & Farquhar, Boston
The H. H. Mayhew Co., Shelburne Falls, Mass.

Punches, Spring
Alfred Field & Co., New York
Smith & Egge Mfg. Co., Bridgeport, Conn

Push Plates
Champion Safety Lock Co., Geneva, O.

Railings, Wire and Iron
The Wm. Bayley Co., Springfield, O.
J. E. Bolles Iron & Wire Works, Detroit, Mich.
Stewart Iron Works, Cincinnati, O.

Rail, Barn Door
Cronk & Carrier Mfg. Co., Elmira, N. Y.
McKinney Mfg. Co., Allegheny, Pa.

Railroad Brasses
Magnolia Metal Co., New York

Railways
Seaboard Air Line Railway, Portsmouth, Va., J. W. White, Gen. Ind. Agent
M. V. Richards, Land & Ind. Agt., Southern Ry., Washington, D. C.

Raisin Seeders
Enterprise Mfg. Co. of Pa., Phila.
Goodell Co., Antrim, N. H.

Rakes
Geneva Tool Co., Geneva, O.
John H. Graham & Co., New York

Razors
Alfred Field & Co., New York
Jos. Rodgers & Sons, New York and Sheffield, England

Razor Grindstones
Pike Mfg. Co., Pike, N. H.

Razor Guard
L. T. Weiss, Brooklyn, N. Y.

Razors, Safety
Kampfe Brothers, New York
Gem Cutlery Co., New York
Reichard & Schneber Mfg. Co., New York, N. Y.

Reamers
C. E. Jennings & Co., New York
Wiley & Russell Mfg. Co., Greenfield, Mass.

Reels, Wood
John Sommer's Son, Newark, N. J.

Reels, Rope
Udell Works, Indianapolis, Ind.

Refrigerators
Cooper & McKee, Brooklyn, N. Y.

Registers, Warm Air
Berger Bros. Co. Philadelphia

Revolvers
Harrington & Richardson Arms Co., Worcester, Mass.

Revolving Horse Hay Rakes
Geneva Tool Co., Geneva, O.

Rifflers
The H. H. Mayhew Co., Shelburne Falls, Mass.

Rifles
Harrington & Richardson Arms Co., Worcester, Mass.
J. Stevens Arms & Tool Co., Chicopee Falls, Mass.

Rivets
Berger Bros. Co., Philadelphia
Garland Nut & Rivet Co., Pittsburgh, Pa.
C. C. & E. P. Townsend, New Brighton, Pa.

Roasters and Bakers
The Bronson Walton Co., Cleveland, O

Roof Bolts
Columbus Bolt Works, Columbus, O.

Roofing, Asbestos
Stowell Mfg. Co., Jersey City, N. J.

Roofing, Gravel
Stowell Mfg. Co., Jersey City, N. J.

Roofing and Roofers' Supplies
Am. Steel Roofing Co., Middletown, O.
Berger Bros. Co., Philadelphia
National Sheet Metal Roofing Co., Jersey City, N. J.
Stowell Mfg. Co., Jersey City, N. J.

Roofing, Metal Shingles and Tiles
National Sheet Metal Roofing Co., Jersey City, N. J.

Roof Rods
Columbus Bolt Works, Columbus, O.

Rubber Cement, Elastic
Stowell Mfg. Co., Jersey City, N. J.

Rules
Alfred Field & Co., New York
Stanley Rule & Level Co., New York

Rules, Steel
Keuffel & Esser, New York, N. Y.
Massachusetts Tool Co., Greenfield, Mass.
Sawyer Tool Mfg. Co., Fitchburg, Mass.
L. S. Starrett Co., Athol, Mass.

Sad Irons
Blacklock Foundry, South Pittsburgh, Tenn.
Enterprise Mfg. Co. of Pa., Phila.

Sad Iron Handles
Enterprise Mfg. Co. of Pa., Phila., Pa.
Fanner Mfg. Co., Cleveland, Ohio

Sand and Emery Paper
Baeder, Adamson & Co., New York, Philadelphia, Boston and Chicago

Sash Balances, (Spring)
Pullman Mfg. Co., Rochester, N. Y.

Sash Chain and Attachments
Pullman Mfg. Co., Rochester, N. Y.

Sash Chains
Smith & Egge Mfg. Co., Bridgeport, Conn.

Sash Fasteners
Champion Safety Lock Co., Geneva, O.

Sash Fixtures
Smith & Egge Mfg. Co., Bridgeport, Conn.

Sash Lifts
Champion Safety Lock Co., Geneva, O.
Columbian Hardware Co., Cleveland, O.

Sash Locks
Champion Safety Lock Co., Geneva, O.
H. B. Ives Co., New Haven, Conn.

Sash Locks, (Ventilating)
Pullman Mfg. Co., Rochester, N. Y.

Sash Ribbon and Attachments
Pullman Mfg. Co., Rochester, N. Y.

Sausage Stuffers
Enterprise Mfg. Co. of Pa., Phila.

Saws
Henry Disston & Sons, Phila., Pa.
C. E. Jennings & Co., New York

Saws, Butchers'
John Chatillon & Sons, New York

Saw Gummers
Ajax Mfg. Co., Pittsburgh, Pa.

Saw Sets
Alfred Field & Co., New York
Charles Morrill, New York

Saw Tools
C. E. Jennings & Co., New York

Scales
American Cutlery Co., Chicago, Ill.
John Chatillon & Sons, New York
Osgood Scale Co., Binghampton, N. Y.
Pelouze Scale & Mfg. Co., Chicago

Scrapers, Drag and Wheel
Syracuse Chilled Plow Co., Syracuse N. Y.

Screen Doors
A. J. Phillips Co., Fenton, Mich.

Screen Door Catches
Am. Hardware Mfg. Co., Ottawa, Ill.
Caldwell Mfg. Co., Rochester, N. Y.

Screen Door Pulls
Champion Safety Lock Co., Geneva, O.

Screws
Robert Murray, New York

Screw Cases
J. D. Warren Mfg. Co., Chicago, Ill.

Screw Drivers
John H. Graham & Co., New York
Hurwood Mfg. Co., Bridgeport, Conn.
C. E. Jennings & Co., New York
H. H. Mayhew Co., Shelburne Falls, Mass.
North Bros. Mfg. Co., Philadelphia
Stanley Rule & Level Co., New York

Screw Plates
Alfred Field & Co., New York
Walworth Mfg. Co., Boston Mass.
Wiley & Russell Mfg. Co., Greenfield, Mass.

Scythes and Grass Hooks
Alfred Field & Co., New York

Scythe Rifles
Pike Mfg. Co., Pike, N. H.

Scythe Snaths, Grass and Bush
Geneva Tool Co., Geneva, O.

Scythe Stones
Geneva Tool Co., Geneva, O.
Pike Mfg. Co., Pike, N. H.

Seed Sowers
Goodell Co, Antrim, N. H.

Sectional Shelving
J. D. Warren Mfg. Co., Chicago

Seals
Schwerdtle Stamp Co., Bridgeport, Conn

Settees, Iron
Stewart Iron Works, Cincinnati, O.

Sharpening Machines
John Chatillon & Sons, New York

Sharpening Stones
Pike Mfg. Co., Pike, N. H.

Shears, Compound Portable Leverage
Chas. Swan & Co., Corry, Pa.

Shears and Scissors
Alfred Field & Co., New York
R. Heinisch's Sons Co., Newark, N. J.
Joseph Rodgers & Sons, New York

Sheep Shearing Machines
Am. Shearer Mfg. Co., Nashua, N. H.

Shelving, Hardware
J. D. Warren Mfg. Co., Chicago, Ill.

Shingles and Tiles
National Sheet Metal Roofing Co., Jersey City, N. J.

Ship Carpenters' Tools
L. & I. J. White Co., Buffalo, N. Y.

Shoe Lasts and Stands
Blacklock Foundry Co., South Pittsburg, Tenn.

Shoe Shiners
Piqua Bracket Co., Piqua, Ohio

Shot Guns
Harrington-Richardson Arms & Tool Co., Worcester, Mass.
Savage Arms Co., Utica, N. Y.
J. Stevens Arms & Tool Co., Chicopee Falls, Mass.

Shovels
A. J. Phillips Co., Fenton, Mich.
Geneva Tool Co., Geneva, O.

Show Cases
J. D. Warren Mfg. Co., Chicago, Ill.

Show Case Hinges
Columbian Hardware Co., Cleveland, O.

Sidewalk Chisels
Geneva Tool Co., Geneva, O.
L. & I. White Co., Buffalo, N. Y.

Sidewalk Cleaners
Geneva Tool Co., Geneva, O.

Sidewalk Lights
The Wm. Bayley Co., Springfield, O.
J. E. Bolles Iron & Wire Works, Detroit, Mich.

Sidewalk Scrapers
Geneva Tool Co., Geneva, O.

Sidewalk Shovels
Geneva Tool Co., Geneva, O.

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Silver Ware
Luther Boardman & Son, East Haddam, Conn.

Sinkers, Ringed and Adjustable
Enterprise Mfg. Co., Akron, Ohio

Sink Strainers
F. H. & E. B. Vrooman, Chicago, Ill

Sinks, Cast Iron
Blacklock Foundry, South Pittsburgh, Tenn.

Skewers
John Chatillon & Sons, New York

Skylights, Galvanized Iron and Copper
National Sheet Metal Roofing Co., Jersey City, N. J.

Slaw Cutters
Enterprise Mfg. Co. of Pa., Phila.
Henry Disston Sons, & Philadelphia, Pa.
C. E. Jennings & Co., New York
The J. M. Mast, Mfg. Co., Lititz, Pa.

Soapstone Foot Warmers
Pike Mfg. Co., Pike, N. H.

Soapstone Griddles
Pike Mfg. Co., Pike, N.

Solder
Berger Bros. Co., Philadelphia

Spading Forks
Geneva Tool Co., Geneva, O.

Speaking Tubes
Berger Bros. Co., Philadelphia

Specialties, Hardware and Household
Parks & Parks, Troy, N. Y.

Spikes
Fuller Bros. & Co., New York

Spiral Screw Drivers
North Bros. Mfg. Co., Phila, Pa.

Spoke Shaves
Alfred Field & Co., New York
Stanley Rule & Level Co., New York

Spring Balances
John Chatillon & Sons, New York

Spring Hinges
Bommer Bros., Brooklyn, N. Y.
Columbian Hardware Co., Cleveland, O.
Niles Mfg. Co., Chicago

Springs, Door
Columbian Hardware Co., Cleveland, O

Springs, Wire
John Chatillon & Sons, New York

Squares, Steel
L. S. Starrett Co., Athol, Mass.

Stable and Foundry Pails
Eagle Cooperage Works

Stamps, Steel
Schwerdtle Stamp Co., Bridgeport, Conn

Staple Pullers
Cronk & Carrier Mfg. Co., Elmira, N. Y

Stay Rollers
Cronk & Carrier Mfg. Co., Elmira, N. Y.
John H. Graham & Co., New York
McKinney Mfg. Co., Allegheny, Pa.

Steamfitters' Supplies
Armstrong Mfg. Co., Bridgeport, Conn.
Walworth Mfg. Co., Boston, Mass.
Barnes Tool Co., New Haven Conn.

Steam, Water and Gas Tools
Armstrong Mfg. Co., Bridgeport, Conn.
Barnes Tool Co., New Haven, Conn.
Walworth Mfg. Co., Boston, Mass.

Steel
American Tube & Stamping Co., Bridgeport, Conn.

Steel Hinges, Spring
Bommer Bros., Brooklyn, N. Y.

Steel Letters and Figures
Schwerdtle Stamp Co., Bridgeport, Conn

Steel Measuring Tapes
Keuffel & Esser, New York
L. S. Starrett Co., Athol, Mass.

Steel Roofing
Am. Steel Roofing Co., Middletown, O.

Steel Rules
L. S. Starrett Co., Athol, Mass.

Steel Skips
Syracuse Chilled Plow Co., Syracuse, N. Y.

Stencils
Schwerdtle Stamp Co., Bridgeport, Conn

Stocks and Dies
Armstrong Mfg. Co., Bridgeport, Conn.
Alfred Field & Co., New York
Wiley & Russell Mfg. Co., Greenfield, Mass.

Stone Hooks
Geneva Tool Co., Geneva, O.

Store Fixtures
J. D. Warren Mfg. Co., Chicago

Store and Warehouse Trucks
Syracuse Chilled Plow Co., Syracuse, N. Y.

Stove Boards
Cooper & McKee, Brooklyn, N. Y.

Stove Trimmings
Fanner Mfg. Co., Cleveland, O.

Strapping Belts
Ames Sword Co., Chicopee, Mass.

Street Hoes
Geneva Tool Co., Geneva, O.

Strops, Razor
Alfred Field & Co., New York
Gem Cutlery Co., New York, N. Y.
Gibford Mfg. Co., Adrian, Mich.
Kampfe Bros., New York, N. Y.

Sugar Beet Tools
Geneva Tool Co., Geneva, O.

Sugar Kettles
Blacklock Foundry, South Pittsburgh, Tenn.

Squares, Steel
Henry Disston & Sons, Inc., Phila., Pa.

Swing Chair
Haggard & Marcusson, 425 So. Cancal St., Chicago, Ill.

Swings, Roller
American Machine Co., Wilmington, Del.

Swivels, Minnow Gangs
Enterprise Mfg. Co., Akron, Ohio.

Tables, Folding
Udell Works, Indianapolis, Ind.

Tack Pullers
John H. Graham & Co., New York
The H. H. Mayhew Co., Shelburne Falls, Mass.
Hurwood Mfg. Co., Bridgeport, Conn.

Tailors' Shears
R. Heinisch's Sons Co., Newark, N. J.

Taps
Wiley & Russell Mfg. Co., Greenfield, Mass.

Ten Cent Specialties
Franklin Specialty Co., Reading, Pa.

Thistle and Dock Diggers
Geneva Tool Co., Geneva, O.

Tinners' and Roofers' Supplies
Berger Bros. Co., Philadelphia
National Sheet Metal Roofing Co., Jersey City, N. J.

Tinners' Snips
R. Heinisch's Sons Co., Newark, N. J.

ool Chests and Cabinets
Geneva Tool Co., Geneva, O.
C. E. Jennings & Co., New York
Am. Tool Chest Co., New York, N. Y.

Tools
Armstrong Mfg. Co., Bridgeport, Conn.
Alfred Field & Co., New York
Geneva Tool Co., Geneva, O.
Hurwood Mfg. Co., Bridgeport, Conn.
C. E. Jennings & Co., New York
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North Bros. Mfg. Co., Philadelphia, Pa.
Sawyer Tool Mfg. Co., Fitchburg, Mass.
Stanley Rule & Level Co., New York
L. S. Starrett Co., Athol, Mass.
L. & I. J. White Co., Buffalo, N. Y.
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Walworth Mfg. Co., Boston, Mass.

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Columbus Bolt Works, Columbus, O.

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Stewart Iron Works, Cincinnati, O.

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Glidden Varnish Co., Cleveland, O.
E. E. Nice, Philadelphia, Pa.

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Osgood Scale Co., Binghampton, N. Y.

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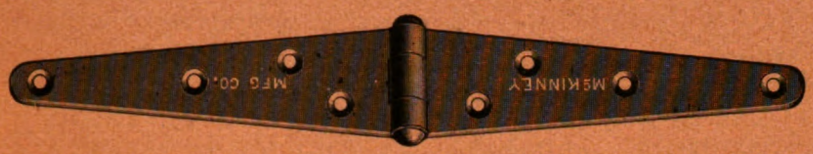
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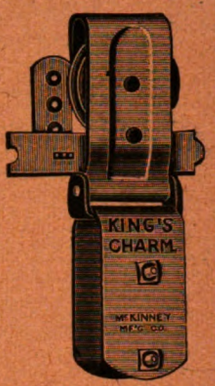
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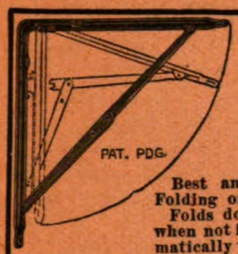
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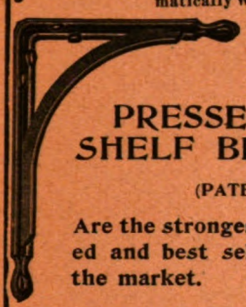
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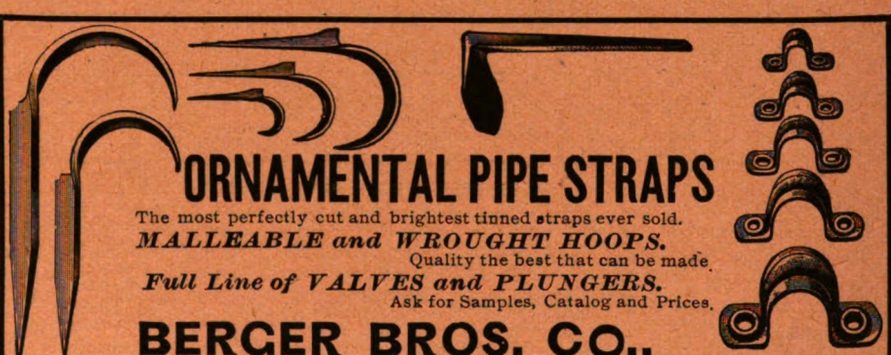
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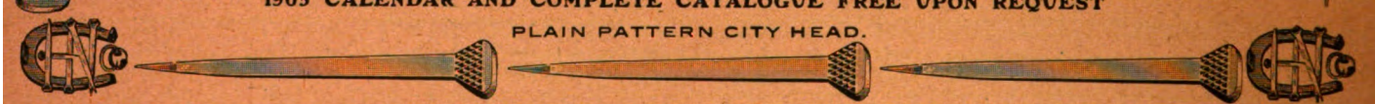
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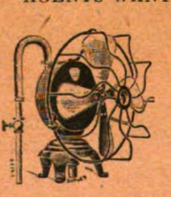
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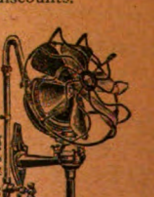
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VOL. XXXI
NO. 8

HARDWARE

NEW YORK
JULY 25
1905

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IVES PATENT WINDOW STOP ADJUSTER



and 30-page Catalogue of
WINDOW HARDWARE SPECIALTIES
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CHAIN



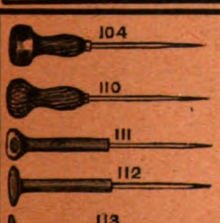
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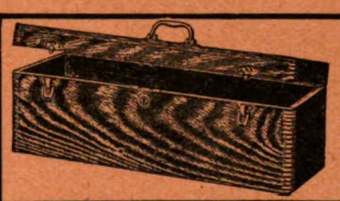
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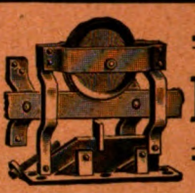


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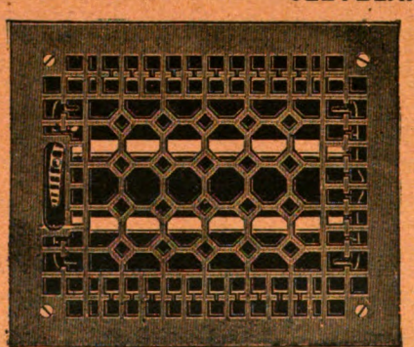
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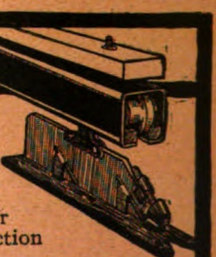
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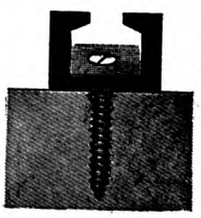
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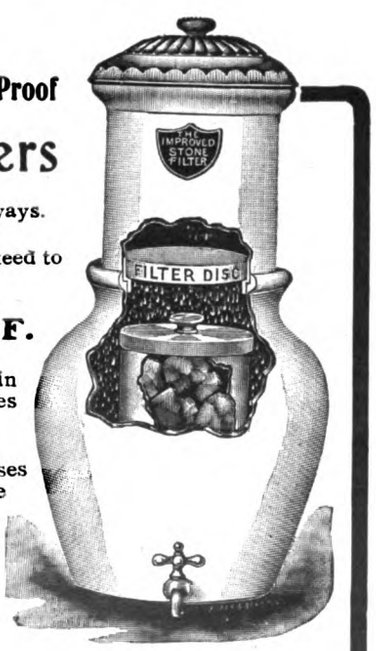
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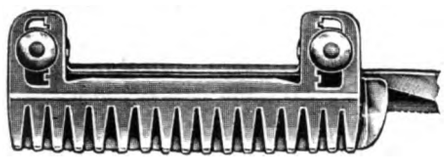
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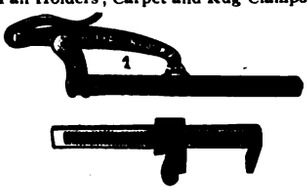
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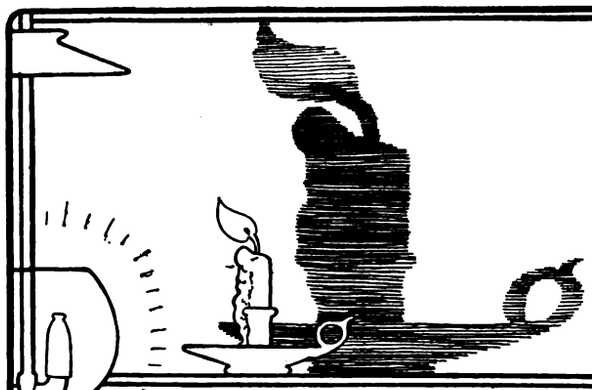
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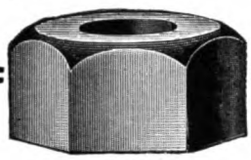


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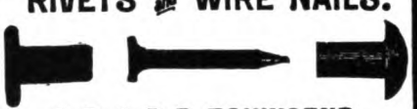
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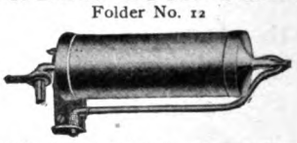
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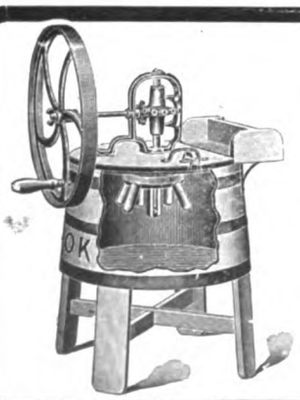
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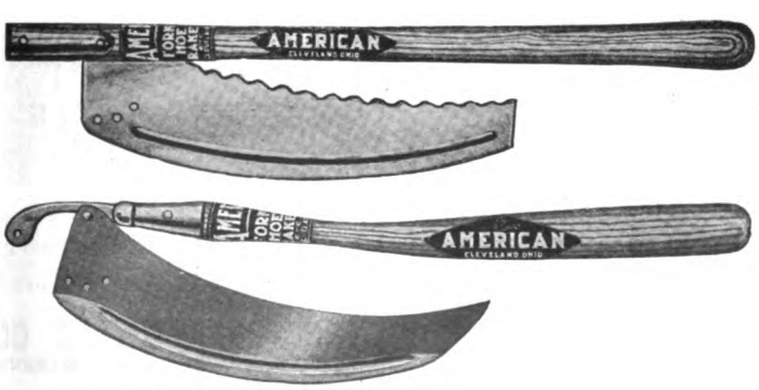
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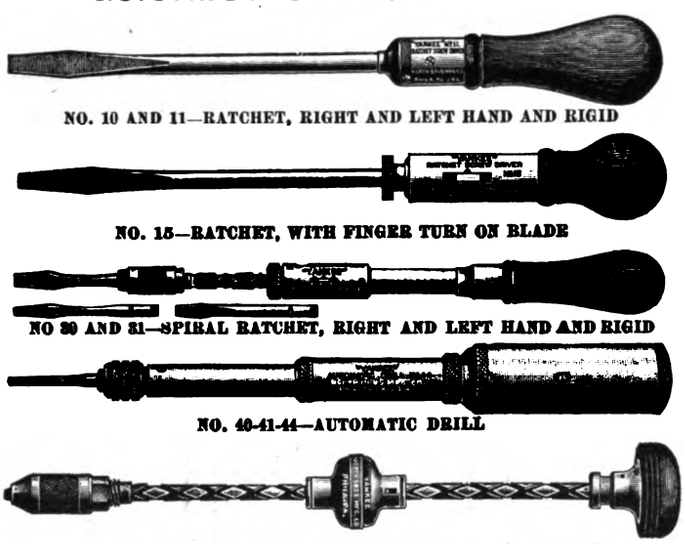
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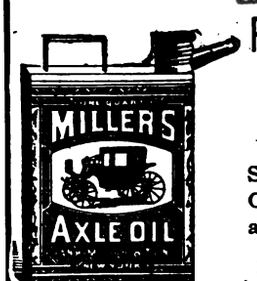
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Gives an Elastic, Durable Waterproof Gloss, and is positively safe to use on the finest stock.





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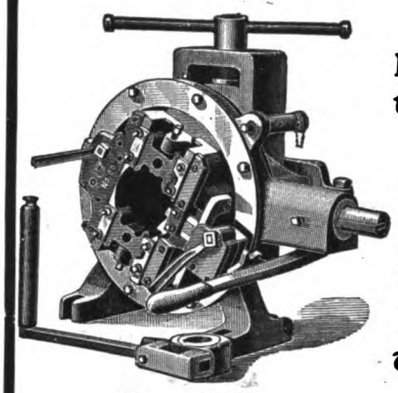
Superior to Castor Oil; lasts longer, and will not gum.

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Pipe Threading and Cutting Off Machines

For hand or power.

Save time and labor, strong and simple in construction. All the driving gears are enclosed in oil chambers, thus keeping them well lubricated and free from chips or dirt. They will cut off and thread pipe from 1 to 4 inches inclusive. The parts are all interchangeable and numbered.

The **ARMSTRONG MFG. CO.,**
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¶ For years retail hardware men have been groping in the dark, looking for some efficient way to increase their business—some of them have found it!

Warren's Patent Sectional Glass Front Shelving

is designed and manufactured by a Hardware Man for Hardware Men.

¶ You can keep a line of samples of your entire stock on exhibition at all times.

¶ It preserves each article in the same attractive newness that it comes from the factory, prevents *dust, rust, finger-marks and dirt.*

¶ It enables you to sell goods to a *German*, a *Scandinavian* or *any* other foreigner who, even though he cannot speak English can *point* to what he wants.

¶ It improves the appearance of your store *100 per cent;* enables your salesmen to spend their time *selling* goods instead of *hunting* for them, and will *pay for itself in one year.*

¶ Send dimensions of your store and let us supply you—FREE—with a color plate made to scale, showing how *your* store will look when equipped with The Best Shelving in the world for your purpose.

¶ Remember the shelving is made on the unit plan—If you want to experiment—don't wish a complete outfit now—you can buy one—two—three stacks or sections—the rest will follow as your satisfaction increases.

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ALL — IN — ONE

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MOST USEFUL WRENCH MADE

Will remove "Neverslip" and "Rowe" Calks.

Bolts before and after using the Hawkeye.

No. 200 Regular, No. 600 Pump Wrench, No. 400 same as No. 200 only full Nickel Plated.
Made of 50-point open hearth drop forged carbon steel Jaws will take ⅛ to ¾ inch pipe.

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Fine Hand Cut STEEL LETTERS and FIGURES,
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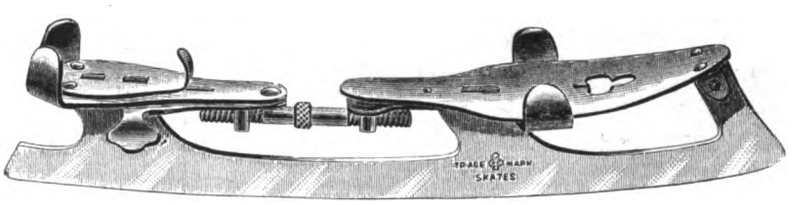
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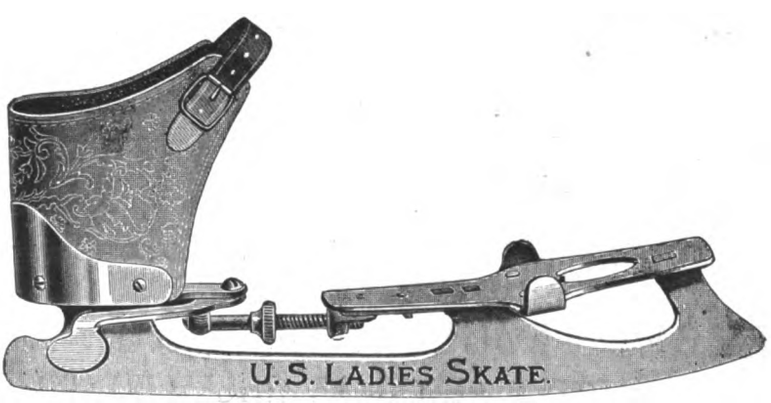
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Club, Hockey and Ladies' Patterns

Catalogue now ready





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Slightly used Nationals and registers of other makes at greatly reduced prices. Unions and Ideals at $30 and $60. Hallwood registers at $50, etc.

MENTION "HARDWARE."

HUTCHINS ROLLER SWING



The Most Complete, Practical and Attractive Swing ever put on the market. Operates without Exertion. Delightful Motion.
Sold through the Hardware Trade.

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from consumers for a can of Black Satin Polish because we would rather have the dealer make the profit.

We Do Want Orders

from dealers who can see the advantages of selling a polish that has no equal. Retails at 25 cents ½ pint, 3 dozen in case 5 lb. cans, 6 cans in case.

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Everywhere leading physicians endorse it because it removes absolutely all disease germs and all other impurities, making all drinking water pure, odorless and sparkling. Most easily cleaned. Price moderate. We help you sell it.

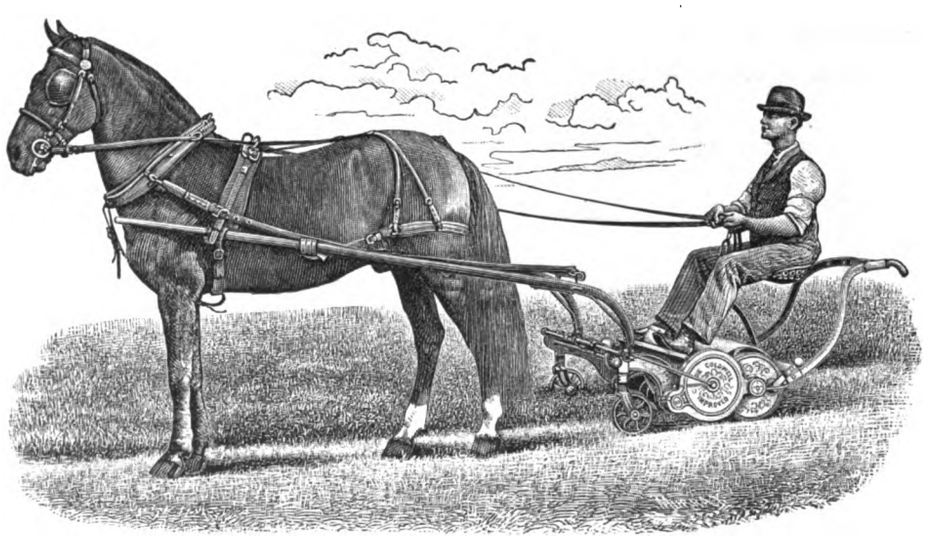
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HAND, HORSE AND MOTOR POWER



Used exclusively on the Parks of New York, Brooklyn, Buffalo, and on the grounds of 90% of the leading Golf Clubs of the United States and Canada.

SEND FOR CATALOGUE

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are made right in every particular, and will give longer and better service than others less carefully made.

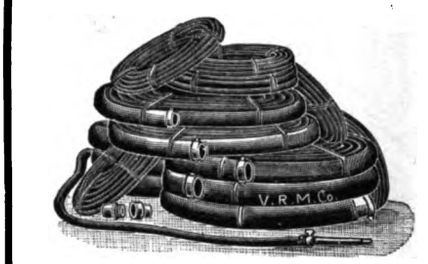
With no parts to stretch or break, the rolls in the EAGLE always close tightly and give the best possible results in use.

Write for descriptive circular and prices; or ask your jobber. If he is up-to-date, he has EAGLE MOP WRINGERS in stock.

Eagle Cooperage Works,
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Voorhoes Rubber Mfg. Co.
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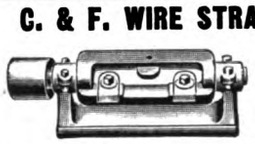
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Send for samples for season of 1905.

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Straightens wire from No. 3 to No. 20. It is 14 inches long, 4½ high and 5 wide. Weight 25 pounds.
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Wire Fencing,
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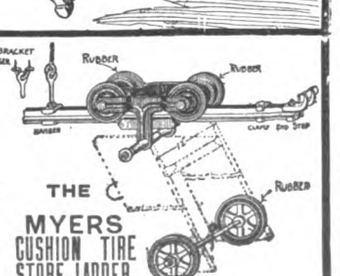


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That's why "all Hats Come Off" when the **MYERS** come in sight and why *The Glass Valve Takes Competition Off Its Feet.*



THE MYERS AND STAY-ON PUMPS, HAY TOOLS DOOR HANGERS
MEET ALL REQUIREMENTS.
Ask your Dealer for the Best Known Force Lift Tank and Spray Pumps.
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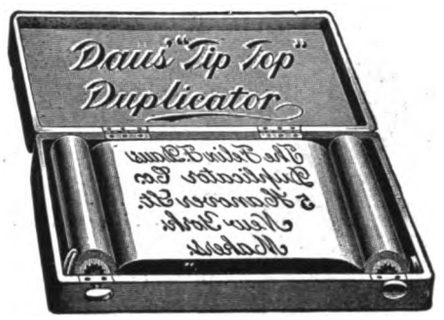
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The Winds of Competition

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Made of the finest cold drawn steel, cases and pans are perfectly rigid. Dustpans dump full and clear. The Anti-Raveler prevents thread, hair, etc., from winding around the bearings.

These are but few of the exclusive features of Sterling Sweepers.

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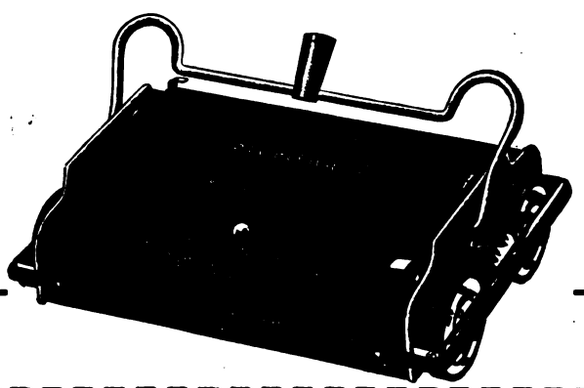
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New York Office, 10 Warren St.

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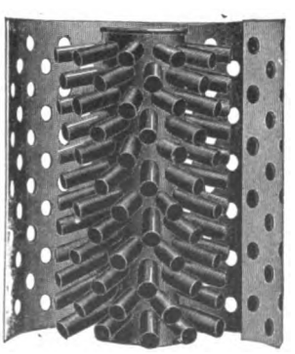


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"Giant," "Red Metal"
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Our Chains are being constantly imitated in appearance, but no one has succeeded in equaling them in wearing qualities. You will find them in use in the finest buildings.



No. 40.

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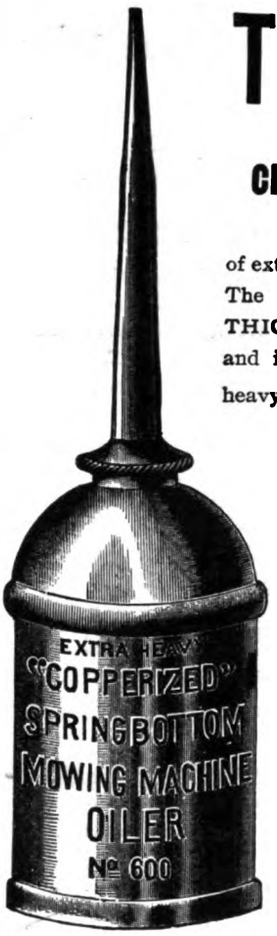
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of extreme durability and springiness. The CYLINDER is of DOUBLE THICKNESS around the lower edge, and is drawn seamless from extra heavy **"Swedeh" Steel,** Beautifully Finished. It readily commends itself to all AGRICULTURAL and HARDWARE DEALERS on account of its Elegance, Durability and Cheapness.



Special Price on Large Orders from the Jobbing Trade.

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SAYS:

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BUY THEM."

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Athol, Mass., U. S. A.





Protect Yourself



against the wrath of the kitchen queen who despises a poorly designed Egg Beater.

HOLT'S Improved Dover EGG BEATER

beats eggs in 20 seconds—in one-fourth the time and as light or stiffer than the best hand whips.

It's the flare that does the trick.

Ours is one-third larger, too; dasher is wider, thicker, flared.

You ought to have our Price List circular.

Holt-Lyon Company
Tarrytown-on-Hudson, N. Y.

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HARDWARE

NEW YORK, JULY 25, 1905

PROFIT MAKING LINES

SELLING WASHING MACHINES.

By H. G. Bramlich.

It appears to the writer that the Hardware merchant is the proper one to handle Washing Machines. In fact, the many articles handled by him that are used in the household, and in fact in connection with doing the family washing, necessitates him handling washing machines.

Any wide awake dealer will readily see that by handling Wash-Machines, it gives him an opening to approach the customer on a great many other articles that are absolutely necessary when doing a family washing. For instance, Wash Boilers, which are frequently handled by Hardware Dealers, Wringers and Clothes Lines, Pails, Wash Tubs, Clothes Pins, Mangles and probably others that do not at present come to the mind of the writer.

Our firm is one of the oldest firms in the country manufacturing Washing Machines. When we first commenced putting them on the market, nearly everybody seemed to think that they would not do the work, but in order to introduce our machines, we had to make enormous demonstrations, and it was not a hard matter to convince the people that a Washing Machine was a household necessity. After the first few years we gave up making practical demonstrations, but we have spent enormous sums, and are still doing so today, in advertising, not alone to the dealers, but to the consumer. We create a demand for the dealer, and all he has to do is to show our goods, and it is no trouble at all to affect a sale. Today our Washing Machines are being advertised in nearly all of the farm journals, and in every one of our advertisements we refer to the dealer. We are also at all times more than pleased to furnish dealers with electrotypes for newspaper and circular advertising, and also booklets and other printed matter. We are sending out booklets advertising our "O. K." alone, and also one advertising the three machines that we are today manufacturing.

SELLING SEWING MACHINES.

(Contributed.)

The great development of the sale of sewing machines by Hardware dealers in the past few years is indeed most remarkable. Formerly the Hardwareman looked upon sewing machines as an impossible line—he shunned it and said, "That is canvassers' work—peddlers who go from house to house, but not for us—thank you."

There came an awakening—the primary cause of this reversal of opinion was competition—competition caused the house to house agents to fight among themselves, resulting ultimately in the disclosure that, at their prices, sewing machines often netted an actual profit of 100 per cent. People began to sit up and take notice, particularly Hardware jobbers and Hardware dealers, of which there is not a better, more business-like up-to-date class of men on earth. Their investigation showed that sewing machines like all necessary articles of a mechanical nature were built on simple, sound mechanical principles. They found that on account of this simplicity of construction and the universal knowledge of sewing machines possessed by all women, the necessity of the old time sewing machine expert had vanished.

It was obvious that sewing machines could, by the aid of the moderate intelligent Hardware salesman, be sold and sold successfully, economically and profitably from their store—the same as stoves, nails, tin pans, cutlery and staple Hardware stock. It was clearly shown that the method of selling sewing machines by canvassers from wagons was necessarily expensive, and as before stated that the profits were immense. An obvious conclusion was, that by buying machines outright at spot cash, bed-rock prices, the Hardwareman could offer them to the consumer at one-half, and even less than one-half the exorbitant prices then prevailing, and still a fair margin of profit would inevitably result. Surely it was a crime to let pass this opportunity to add a prontable side line that was actually knocking for admittance at the door of the live Hardwareman.

These facts once demonstrated, the rest was easy. Sewing machine makers—makers of reliable sewing machines, let it be understood—were tickled to death with this new source of distribution. They fully realized the tremendous selling power of the Hardware trade of these United States. It appealed to them; why shouldn't it? No mortal man would or could consistently hesitate to take advantage of this opportunity to sell his wares outright to responsible jobbers and merchants, when before his business was with agents on commission or long time agents, who, however, honorable personally, were in the main, financially irresponsible.

The introduction of sewing machines to the Hardware trade was at the outset gradual, but the practicability, fitness, effect and profit in the new line was soon most apparent, and to-day it can be safely said that fully 80 per cent. of the Hardware jobbers and dealers are yearly distributing more than fifty per cent. of the entire sewing machine output of the United States.

Of late, catalogue house competition has made itself felt, but as in other lines, the wide-awake Hardwareman fights it and fights it successfully. This is done by keeping in stock as stool pigeons, a few cheap sewing machines of the shoddy type sold by catalogue houses and offering them at cost or below, this having an object lesson to present to intending catalogue house buyers. This invariably results in the sale of a good machine by the dealer and at a price that is eminently fair to him and the "would-be if he hadn't been put next" patronizer of the pernicious catalogue house.

The following expressions of opinion from representative Hardwaremen throw light on the methods of handling sewing machines and the estimation in which they are held.

Miller & Wentworth, Unionville, Mo.:—

We handle sewing machines in connection with our Hardware business because we find profit in them. Handle them from the store and never send out a canvasser. We find it as profitable as any other part of our business. It requires no extra space or help to handle them.

A. H. Sheldon & Co., Janesville, Wis.:—

We have sold machines for the past six or seven years, entirely from the store, that is we have done no canvassing in connection with the sale, and have always found them to be a profitable addition to our line of staple Hardware. They take up very little room on the floor, and usually fill in, in a time when the space is not needed for stoves or other staple lines. They are more easily sold than stoves, and there is usually a greater profit in them. We would advise any Hardware merchant to add sewing machines to his line.

York, McCracken & Co., Okmulgee, I. T.:—

The sewing machine business belongs to the Hardware dealers. We have sold them for some years. It pays a larger profit than any other line we carry. A good machine sells itself. No extra room nor help required.

Brady Bros., Hardware Co., Jacksonville, Ill.:—

"First, we took up sewing machines because, properly speaking, they belong to the Hardware line. Second, we sell both from store and wagon. Third, there is no question in our minds, but what the line can be readily carried and sold by up-to-date Hardware concerns. Of course, like everything else of this nature, it requires special effort to sell them, and unless a dealer is willing to give them the attention they deserve, the proper results cannot be expected. Fourth, sewing machines bear a better profit than any staple goods in the Hardware line, and compare favorably with most goods in the Hardware line."

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MARVIN HARDWARE CO., Oregon, Wis.:—

"Some fifteen years ago we were prompted to take up the sewing machine business by the vigorous advertising done by catalogue houses. At that time we tried selling both locally and by mail, but were only successful in a local way. Since then we have continually had machines on the floor. We have tried selling by wagon and from the store and prefer the latter method. Our line embraces the following goods: We start with the cheapest five drawer drophead machine we can buy, merely for price, we have next in value two machines of respectable quality that we put up against catalogue house competition, and besides these carry an assortment of high-grade machines. We make a good profit on all but our cheapest machine, and that we never sell. We are pleased with the department as the goods occupy but small space, sell readily when properly pushed and yield a reasonable profit."

N. JOHANNES & SONS IMPLEMENT CO., Rich Hill, Mo.:—

"We have handled sewing machines in connection with our Hardware and implement business for forty years; in fact, the commencement is so remote we cannot recall the starting of this business. We have tried all the various ways of peddling, etc., machines, but find the most profitable and satisfactory way is direct from sample floor, thus saving quite an item in the way of expenses. While the mail order houses have 'butchered' the price considerable, yet we enjoy quite an extensive trade, and think the business very profitable if properly handled."

It is understood the pioneer jobbers in this line are the Simmons Hardware Co., which concern annually distribute tens of



A GOOD SPECIALTY WINDOW.

thousands of sewing machines. At any rate, they and the following prominent Hardware jobbers make a decided specialty of the line with resulting profit and complacency to themselves. (N. B. It is but fair to them to say that with them it is not a question of large individual profit on each machine, but rather of immense sales and small individual profit.) Hibbard, Spencer, Bartlett & Co., job several grades, all good and bearing their special brands. Belknap Hardware & Manufacturing Co. control a well and favorably known machine under the manufacturers' mark, and in addition job several brands of their own. Van Camp Hardware & Iron Co. entered the field three years past, and by vigorous methods have become one of the leaders. Marshall Wells Hardware Co., the Simmons of the Northwest, exploit sewing machines under their well-known "Zenith" mark, and as in all other undertakings this enterprising house is most successful. Even in Canada the land of conservatism the inoculation "has took" and the leading Hardware jobbers, Merrick, Anderson & Co., and Caverhill, Learmont & Co., alone distribute thousands of sewing machines annually.

IMPROVED SEWING MACHINE.

It is announced that a Lancashire mechanic, Dennis Flanagan, has invented what has long been needed but successfully attempted, a machine which will sew direct from two reels of thread, thus obviating the winding of spools and threading of shuttles. Experts are quoted to the effect that if the invention is put on the market in a thorough manner it will revolutionize the sewing machine trade of the world. It is said that Mr. Flanagan has been experimenting since 1889, and that owing to the machine sewing direct from two reels of thread there is an absence of complicated mechanism, in consequence of which there is little chance of its getting out of order. A remarkable feature is the very small number of parts required in its construction, and as the cost of production will, comparatively speaking, be small, it is expected that the contrivance will be put on the market at a price far below that charged for most sewing machines.—*Frank W. Mahin, Consul, Nottingham, England.*

AMERICAN SEWING MACHINES IN CHINA.

There are a large number of American-made sewing machines in use in this consular district, but for some unknown reason none appear in the list of goods passing through the imperial maritime customs. Most of the sewing appliances used are small hand machines, the cost of the foot-power kind precluding them from general use. Practically all of the machines owned here have been purchased of agents from Hongkong, where an American company has local representation. It is probable that if the sale of the cheap but high-grade machines now on the market in the United States was pushed out here there would be a large demand, especially if the American method of selling on installments were followed. The Chinese have urgent need of such machines, and the only question as to their introduction everywhere in the Empire is that of cost.—*George E. Anderson, Consul, Amoy, China.*

SELLING HOUSEHOLD SPECIALTIES.

BY SAM S. WHITE.

Is it not an acknowledged fact that all live Hardware merchants of today are making their most money out of specialties, while on the other hand, will the advice that anyone can give through the trade papers wake up the dead ones. But there are reasons why a Hardware merchant should handle specialties. In the first place, there is hardly a Hardware merchant in the United States but what has help enough to sell at least 25 per cent. more goods than he does, and we will say, for instance, that he is doing a business of $10,000 a year and barely ekeing out a living. This same merchant, by handling a good line of specialties, could easily increase his business to $12,500 a year with no additional expense whatever. He has done an additional business of $2,500 at a profit of not less than 25 per cent. (for there is a good profit in specialties, if properly handled), and we find that the net results is the dealer has made $625.00 clear money at the same expense.

What are Specialties? I call a Washing Machine a specialty, and am probably better able to talk on the Washing Machine question than any other. I find Hardware Dealers who say they can't sell Washing Machines, and that there are none sold in that locality—he has none on the floor. I leave him. I don't want him to sell our machines, because he can't sell anything. Everything that goes out of his store his customers sell themselves—they come in and ask for five pounds of nails and get them. He don't sell them anything else. I go up the street, I find a dealer with a couple of Washing Machines in front of the door, I walk in, I find the dealer busy, his clerks are busy, a customer comes in and asks for five pounds of nails, and by the time the clerk has the nails ready he has got the customer interested in a Washing Machine, and in ten minutes time he has sold him one. He made five cents profit on the nails and two dollars profit on the Washing Machine. I finally get the dealer's attention for a few minutes, and I find that this dealer sells from 50 to 150 Washing Machines a year, which is the average sale of an ordinary dealer. This is a contrast you will find in 99 out of every 100 towns in the country. It is the difference between the dead and live dealer. I was amused very much last February while attending the Hardware Dealers' Convention at Milwaukee, a dealer came up and was looking at the White Lily Washing Machine, and his first query was, "Another new Washing Machine, eh?" I naturally supposed he must be from some town where we did not have an agency if he did not know our machine, so I immediately proceeded to inform him that it was not exactly a new machine, and at the same time explained its merits. He informed me that it was hard to sell a new article, and there wasn't much trade around his town for Washing Machines, anyway, so I asked him where he was from, and when he informed me I looked it up and found that we had a dealer there handling our machine and that he had sold 132 of them.

This not only refers to Washing Machines, but to every other specialty as well, and by specialities I mean such things as Refrigerators, Ice Cream Freezers, Churns, Gasoline Engines, Gasoline Gas Machines and a hundred and one other things too numerous to mention.

There is no question but what there is money in specialties. How to advertise them, however, is an important point, and one that even the best is not too well posted on. There is entirely too much money wasted on advertising. I do not mean by this too much money spent, I mean just what I say, "wasted."

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Take up the average country newspaper in a town of 2,000 people and you will find an advertisement just like this:

"John Smith,
GENERAL HARDWARE.
726 Main St."

This will probably occupy from 2 to 5 inches of space, and this same advertisement is run from one end of the year to the other. This is money wasted, because every man, woman and child in that town knows John Smith and knows that he is in the Hardware business. Then again there is the man who advertises everything. His advertisement will run something like this: "John Smith, Dealer in General Hardware, Paints, Oils, Stoves, Tinware, Refrigerators, Ice Cream Freezers, Washing Machines, Churns, Wire Fencing, Gasoline Engines, etc., etc."

This man probably crowds this into the same amount of space, and it is also wasted. The successful advertiser in a retail Hardware business must advertise one speciality at a time, takng each article in season and change the advertisement at least once a week.

Every manufacturer is glad to supply cuts for advertising purposes, and if the dealer will change every week from one specialty to another, using the entire space on one article, he will find his advertising will pay him far better.

Too many dealers make the mistake of displaying too many different kinds of articles in their windows the same as they do of naming too many articles in their advertisements. I saw a window dressed here today that attracted my attention. There was nothing in the window but smoked eye glasses, and in big letters the initials of the firm who made them. It was an attractive window. I saw another large window in a big store with nothing but five cent collar buttons. It was an attraction, and the main point in either advertising or window displays is to attract customers to your store, and after you get them there to sell them and not merely to sell them what they came to buy, but to get them interested and sell them some other article.

CONCERTED ACTION NEEDED.

The Merchants' Association, of New York City, are sending out to the principal merchants and manufacturers throughout the country a communication calling attention to the necessity of reciprocity treaties with foreign nations. They call attention particularly to the action being taken by a number of foreign nations in revising their tariff laws and increasing the rate of duty, and to the consequent necessity for immediate action on the part of this government to save our foreign trade, which will naturally be seriously affected if a tariff wall is raised against us. In their communication they urge all business men to place themselves at once in communication with members of Congress urging action at the coming session on this matter. The following resolutions are included in the letter:

"*Whereas*, The principal nations of Continental Europe, following the example of the United States, have adopted or are about to adopt high tariff rates of duty on many products of the soil and of manufacture, the imposition of which on the products of the United States cannot fail to most injuriously affect the welfare of the varied interests of this country; and

"*Whereas*, These European countries have also adopted or have in contemplation a system of preferential tariff rates of duty to be accorded to those nations that are willing to offer similar reciprocal reductions in their rates of duty which would enable countries so favored to underbid our products in European markets; now, therefore, be it

"RESOLVED, That the Merchants' Association of New York heartily favors the conclusion of reciprocal treaties of commerce between the United States and these European countries by which an enlarged trade and extended markets for our products may be secured; and be it further

"RESOLVED, That a Committee of Five be appointed by the President, which committee shall urge upon the Government of the United States, and upon the Congress of the United States, the importance of the adoption of such reciprocity treaties, and shall place itself in communication with all commercial and agricultural associations or bodies throughout the United States for the purpose of soliciting their co-operation in securing the conclusion and ratification of such commercial treaties of reciprocity."

PROGRESSIVE MANUFACTURERS.

Every Hardwareman should have in a convenient place on his desk catalogue No. 12 of the Columbian Hardware Company, Cleveland, Ohio. This is a beautifully printed booklet containing the particulars concerning the excellent life of hinges and other specialties manufactured by this firm. It will be sent to any Hardware dealer who will take the trouble to write a postal card for it.

* *

A new building, to be ready for occupancy about October 1st, is being erected by the Cleveland Hardware Company, Cleveland, Ohio. This will very materially increase their present capacity.

* *

The Adams Company, of Dubuque, Iowa, have purchased the Hotel Paris, in that city, and will very shortly remodel the building, to be occupied by this company's foundry department.

* *

The Ebbing Mfg. Company have succeeded to the firm of G. A. Milbradt & Company, St. Louis, Mo. They have secured a new plant on N. Eighth Street, with a much larger capacity, thus greatly increasing their ability to turn out the rolling step ladders made by this concern.

* *

The Sample and Sales Room of Silver & Company, Brooklyn, N. Y., manufacturers of Household Specialties, has been moved to 99 Chambers Street, New York City, where a full line of samples of the goods made by this concern are shown.

* *

The Enterprise Manufacturing Company, Akron, Ohio, write us that they have enjoyed a most excellent trade during the present season on their well-known line of Fishing Tackle.



DESIGN USED ON BLACKLOCK FOUNDRY BLOTTER.

The Blacklock Foundry, South Pittsburg, Tenn., are sending out to the trade a very attractive line of auxiliary advertising matter covering their line of Sad Irons, Grates and Kitchen Utensils, etc. A monthly calendar blotter, very attractively printed in three colors, is one of the items worthy of mention.

* *

The Muskingum Valley Steel Co., of Zanesville, Ohio, has been purchased by the American Rolling Mill Company, of Middletown, Ohio. The acquisition of this plant will give the American Company an output of 25,000 tons of sheets annually. In their mill at Middletown they have sufficient sheet bar capacity to take care of this tonnage.

* *

The factory of Brown Spring Ice Skate Company, Webster City, Iowa, has been enlarged and the firm is now installing new and modern machinery.

* *

The Illinois Cream Separator is described in the new catalogue recently issued by the American Hardware Manufacturing Co., Ottawa, Ill. A large addition to this firm's factory will be erected in the near future.

* *

The present capacity of the Standard Stamping Company, Marysville, Ohio, will be doubled within the next few months by the addition of buildings and machinery.

* *

A five-story brick factory has just been completed by W. R. Case & Son, of Bradford, Pa., manufacturers of pocket cutlery and razors. They have recently absorbed the business of C. Platt's Sons, of Eldred, Pa.

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HARDWARE

DEVOTED TO THE AMERICAN HARDWARE TRADE

PUBLISHED ON THE 10th AND 25th OF EACH MONTH BY

HARDWARE PUBLISHING CO.

309 BROADWAY, NEW YORK

SUBSCRIPTION $1.00 PER YEAR. TO FOREIGN COUNTRIES $2 50

CHICAGO - - - - - - 1164 Monadnock Block
C. H. GREENE, Representative

DETROIT, - - - - - - 61 West Congress St.
G. T. NEWKIRK, Representative

L. E. MACINTYRE, - - - - President.

A. P. MITCHELL, - - - - - - Secretary and Treasurer

HENRY HOPKINS, - - - - Editor.

A. EUGENE BOLLES, - - - - Manager.

JULY 25, 1905.

Editorial Trade Review

As usual at this time of the year, business is quiet, but reports of good crops throughout the whole country indicate that trade in general throughout the remainder of the year will be good.

The vacation period naturally interferes to some extens with business at present. but it can hardly be counted a loss in view of the resulting accumulation of energy for the hard work of the Fall and Winter season.

A number of interesting communications on the subject of Special Brands are printed in this issue. The recent resolutions on the subject are bringing out more frank and open expressions of opinion, and it is safe to say that this subject will be one of the principal items of discussion at the November Convention and the Retail Association meetings during the Winter.

In our British Letter today Senator Best of Australia is quoted as having recently made an address in which he speaks in the highest terms of the quality of American Hardware and Tools and the enterprise of American Manufacturers. Another paragraph of this communication indicates that British Hardwaremen as well as their American Brothers have their troubles from outside competition.

The movement on the part of several Associations toward the adoption of a uniform size of catalogues will be welcomed by every one in the trade, and it is hoped that the work on this matter will be continued until the size agreed upon is adopted by every manufacturer and jobber in the Hardware business.

The communication on one of the following pages from W. W. Webber on the subject of Price Maintain- is full of sound logic. This policy may not be the "cure-all" for Hardware troubles in general, but it is certainly one of the most important subjects now under discussion.

The raw material market shows a decided improvement, particularly in pig iron. The recent heavy orders placed have brought about a tendency in some quarters to advance quotations. It is alleged, however, that on some of the recent heavy transactions rather low prices were quoted. In nearly all kinds of finished material the demand is also very heavy.

MORE POSTAL REFORM (?)

Another alleged postal reform organization has put in an appearance with the title of "The Manufacturers' Association of New York." Within the last few days they have been sending out a cheaply printed circular, minus the address of the association, in which it is alleged that all industries using the mails in the country are being seriously damaged by the present postal laws, particularly the provision for second-class matter. They ask support for a new law, under the terms of which there would be but two classes of mail matter:

First—Letters and sealed packages at one cent per ounce or fraction.

Second—All other mailable matter at a rate low enough to serve the useful purpose of a parcels post.

The sentiments of the editor of this publication are quite fully expressed in the following communication being sent out by the secretary-treasurer of the American Hardware Manufacturers' Association. This letter is being sent to all members of the Manufacturers' and Jobbers' Associations and will no doubt have the effect of checking the attempt to turn over the Postal Department of this country to the Catalogue Houses. As stated above, no particulars concerning the so-called "Manufacturers' Association," who are sending out this postal reform circular, are obtainable, and from the wording of their scheme they might properly be the paid representatives of a syndicate of mail order houses.

The communication being sent out by the American Hardware Manufacturers' Association is as follows:

To the Members of the American Hardware Manufacturers' Association:

DEAR SIRS—You may have received a circular letter purporting to come from an association in Brooklyn, N. Y., advocating a one-cent letter postage on the theory that it will save you one-half your postal expenses. A blue folder is enclosed, on which you are asked to follow out what is known as the endless chain system, by which for ten cents sent to the Brooklyn office you will obtain similar folders to send ten other firms, "avoiding publishers."

Attention has been called to this scheme by Simmons Hardware Co., of St. Louis, and by Russell & Erwin Mfg. Co., of New York. It has, of course, come to the notice of our own members. The scheme which is advocated is nothing more or less than an adroit plan to serve the purpose of a Parcels Post, at the expense of publishers.

You will remember that our association has taken formal action expressing itself with unanimity in opposition to the Parcels Post, and this was 20 months ago, when the representative of that system, Mr. James L. Cowles, was present, and was assigned an hour to explain that view of the subject, and to whom was given a patient hearing.

While it may not directly interest all manufacturers, it is a matter of vital importance to the jobbers and retailers with whom you deal.

If catalogue houses and similar institutions are enabled, as they would be under this proposed plan, to ship merchandise from New York or Chicago to the remotest parts of our country, or to our distant colonies at a rate (as stated in this circular) "low enough to serve the useful purpose of a Parcels Post," it is evident that the retailers would be seriously handicapped, and the regular jobbers would suffer proportionately.

The worst insidious feature of this circular is the endless chain system. We have learned that "to oblige a friend," some have sent out the ten new circulars without having fully considered the scope of the plan, and later expressed regrets at their action.

This subject of postage was set as an order of business at our last meeting, but was crowded out by freight matters. It is hoped that further consideration may be given to it at the coming Fall meeting.

Very respectfully,

F. D. MITCHELL,
Secretary-Treasurer.

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SPECIAL BRAND COMMENT

PRICE MAINTENANCE NECESSARY.

BY W. W. WEBBER, FT. SMITH, ARK.

Your issue of June 25th, marked copy of which was sent me, is at hand, and I note with peculiar interest your comments on the three questions at issue between the Manufacturers and Jobbers, to wit: Special Brands, Catalogue Houses and Price Maintenance. I confess to not being a stickler for Special Brands, not having used them to any considerable extent in our business. The Catalogue House question has been handled well by the Joint Committee detailed for that purpose, and I presume will have further attention from that or some other committee, hence I shall not attempt anything touching that question, but I do want to insist on the Price Maintenance or the Restricted Selling plan.

I had the honor to address the Southern Hardware Jobbers at Hot Springs on this question, and in their behalf appeared before the Manufacturers' Association, asking consideration of same. I was a member of the Jobbers' Committee, to which was referred the Manufacturers' Resolutions from their Committee of Nineteen. I wrote the report of our committee, hence feel that I am fairly well advised concerning the position of both sides, and, in my opinion, the Restricted Price plan will go far toward a solution of the entire question of Special Brands and Catalogue House Competition. I find that the jobbers throughout the smaller cities, those doing a business of four or five hundred thousand dollars, are handicapped in many instances by the mistaken policy of some manufacturers who do not put them on the most favorable lists, that is to say, they are required to pay 5 to 10 per cent. more for an article than the jobber of greater pretension is required to pay. Thus handicapped and hampered, he is turned loose to paddle his own canoe and forced to take business at a margin that does not pay him. It were like tying a man's hands and feet and telling him to swim for his life. Now I would not have you to understand that I am making a plea for the small or medium jobber to be put on the most favorable list, because I hold that it is no concern of mine how much a manufacturer may give of his profits to others, but I do hold that the final selling price should be such as to enable me to market the goods I buy from him, keep my customer satisfied and make a reasonable margin. That strikes me as being the very essence of common sense and good business, leaving out entirely the question of even and exact justice.

We will assume that a manufacturer has three lists, A. B and C. Those on the A list get the best he has to offer. Those on B's list pay 5 per cent. higher price, and those on C list pay 5 per cent. higher than B and 10 per cent higher than A . They get their goods in and send men out to get business. A's man finds no trouble in getting business, where freights are at all in line. B's man writes his house that he is unable to get the price given him at which to sell, but had to concede a better price because he was in competition with A's man. C's man writes that there is something radically wrong with his price, that he is absolutely unable to secure business at anything above cost, unless, forsooth, he finds a man who is not posted and whom the other fellows have not seen.

This state of affairs exists to-day beyond question or cavil, the manufacturers are as well aware of it as are those who suffer under it. This practice on the part of the manufacturers has built up mammoth Catalogue Houses that go direct to consumers with a cost and selling price based on the inside price they get from factories, and we find, too, that at several given points there are in existence to-day some very extensive Wholesale Hardware Houses whose very existence depends on this matter of inside cost price, which is responsible for the inside selling price, whereas, if the manufacturers limited or named the selling price for all, and at a margin that would pay C a reasonable profit, he might give A and B whatever he chose in the way of extra discounts and not disturb the equilibrium. I may have the amount of differentials too great, but whatever it may be, it is just that much of an onus on the man who pays the long price. In conclusion, I desire to reiterate that I am not insisting that all pay the same price, but that all sell at same price, which price shall be profitable to all concerned.

RETAILERS' BRANDS.

BY GEO. J. BASSETT, VICE-PRESIDENT CONNECTICUT ASSOCIATION OF HARDWARE DEALERS.

Referring to the discussion of "Special Brands" in your issue of July 10th, would say that I have already defined my ideas in regard to "Special Brands" from a retail dealers' standpoint, which in substance are these:

That on certain lines of goods every large retail dealer should have his own brands which he should push as far as possible to the exclusion of others, since in doing so he advertises his own business and his own business alone.

Where he finds it necessary he should carry such manufacturers' brands as are well known and for which, by force of advertising, a demand has been created.

I cannot see, however, where it is of any advantage to the Hardware dealer to push the "Special Brands" of any Hardware jobber, inasmuch as the dealer in doing so is not dealing at first hand with the manufacturer whose goods he is selling.

SPECIAL BRANDS.

James Law Steuart, in a recent address before the Butterick Trio Staff on the subject of Trade-Marks and Unfair Competition, said among other things:

> From a commercial standpoint you all know what a trade-mark is. It forms a link between the manufacturer and the consumer, guaranteeing to the consumer that the goods bearing such mark are made by the same manufacturer as the goods which he previously purchased under the same mark. * * *
>
> The fundamental principle underlying the subject of trade-marks is the preservation of what is known as the good-will of a business. In its simplest form, the good-will of a business is that probability that a customer who has once purchased goods at a store will return again to the same store for the purchase of the same goods, should they commend themselves to him. This principle was recognized in the early English law, and it is this principle which has extended into the present trade-mark law and the law relating to unfair competition in trade. In early days merchandise was sold almost exclusively from the hands of the storekeeper to the consumer. Now, the hand of the storekeeper has extended out to the ends of the earth, and it is the boast of some merchants that the sun never sets on the consumers of their products. The trade-mark has become the link between the manufacturer and the consumer. The consumer may not, in the economy of modern commerce, go back to the place of manufacture to repurchase the goods purchased before, but must rely upon that trade-mark and form of package which he finds upon the market which identifies to him the origin of the goods, and is a guaranty to him that the goods which he now purchases are the same goods as those purchased by him before under the same marks or in the same packages.

It is obvious that the above is hardly true if applied to Jobbers' Special Brands. John Jones may be the maker of a Jobber's Special Brand Goods this year, and Thomas Smith next year (at 2½ per cent. less). During a dozen years as many different manufacturers may be the producer of the same article under this jobber's special brand. Under such circumstances will any one claim that it is possible for the quality to remain uniform except in rare cases In such a case the trade-mark is nothing more than a symbol to indicate the distributor and is a guarantee of nothing. It is true that goods made under a manufacturer's brand may vary in quality, and that some Jobbers' Special Brand goods have been made for years by the same manufacturer—just as it is true that there are exceptions to all rules, but when it comes to a question of continuous uniform quality, the chances are certainly in favor of the goods bearing the maker's brand.

It is not the writer's intention to charge that Jobbers are intentionally responsible for the variation of quality in goods bearing their brands, but in the absence of expert knowledge on the part of the jobber as to the producing of his goods, how is he to control this matter? On the other hand, jobbers cannot expect uniform quality where frequent changes are made in their manufacturers, especially where such changes are made on account of lower prices.

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JOBBERS' SPECIAL BRANDS.

A Prominent Manufacturer Replies to the Jobbers' Resolutions.

We have with great interest read the parallel report of the Manufacturers' Association, and the reply by the Southern Jobbers' Association, and we would like to especially call your attention to the impression that one paragraph of that reply has made on us.

The matter we feel deeply on and which we consider of the most vital importance we find in sections 8 and 9 of the Manufacturers' report, and in the reply by the Jobbers.

Starting with a statement that we know is correct beyond any possible dispute, the Manufacturers make these findings:

"The best articles should not only be free from defects, but should be made of the best quality of materials and workmanship, and worthy not only of the recommendation of the merchant, but also worthy of the name and indorsement of the manufacturer."

"We believe that knowledge as to who really produces any article may be of value not only to the person who will use such article, but also to the retailer who sells it."

You will note here that the Manufacturers have especially laid before the trade the fact that to be of any advantage to the reputation of a manufacturer, goods *must* be of good quality, and in our opinion those, and *only* those are "worthy of the name and indorsement of the manufacturer." In practice we do not find reputable manufacturers either advertising or showing poor goods with their firm name on them.

There is more to it than this, it means at the finish that goods sold without the name of an *actual* maker of such tools are to be distrusted because they do not bear on their face the information as to who, when and where, which the makers name should prove. Everybody, even the jobbers, is aware that to obtain notice a new line must bear every test a critical public can devise, and so they in common with us all begin with quality. But, a manufacturer cannot abandon a brand for another simply because the first is not going as well as it should. He has placed his mark on every article and must keep up his quality or accept returned goods and lose the confidence of his clients. We know that it is a hard and tiresome job to build a reputation for making "good" goods. It is harder to be told flatly that the reputation that we have worked for, saved for, and built by unceasing carefulness in detail, is worthless. That it matters not to the slightest what our goods were or are. That we are simply a vat of supply and that all tools like ours are each and every one as good, *and as saleable*. No matter whether they are a product of a hand smith in the wilderness, or a prison workshop in the Middle West.

See how these gentlemen put it.

"We desire to controvert the declaration in paragraph 9 and *insist* that the knowledge of who produces a certain article *can in no wise* concern a person who will use it, because in any case the retailer looks to his jobber to correct any evils, and the consuming customer looks to his retailer, hence it is not necessary to hand out a pedigree with every article sold."

We might lapse into slang here, but it seems evident that it is not needful. Our friends would have us believe that what they say is a tool, ends the matter. What they say about anything is all the reputation it needs. A hammer is just a hammer, no matter whether Maydole made it or the local foundry. A saw is just a saw, no matter whether Disston made it, or it was made in a job lot by a wild cat saw house out of hoop iron. True the word is the same, but no one except a party as conceited as these gentlemen must have been when they wrote it, will believe it true.

Of course if we accept the letter of the controverting (?) paragraph the consumer does look to his retailer and so back to the maker for his replacements, supposing the maker's name does not appear, but it is a long way round for a reason, and in fact, and our practice, we get more requests for repairs direct from the consumer. (Our name is on our goods.) And each time we hit the consumer we are able to make repairs in such a way as to satisfy him with the goods, and assure his feeling that he is being taken care of, and that *we want* the goods *to suit him*, as they should.

Take it on the other hand. Follow an "unpedigreed" line to the consumer. He gets a poor part and kicks. The retailer goes to the jobber, and the jobber to the maker, and in turn each of these (excepting the losing originator of the goods) *makes a profit on the repair part*, which they take out of the manufacturer as "mail," or "express," or "cartage."

Has the consumer any rights anyway? Would he, or the retailer, buy a substitute if they knew they could buy the original, unless there was somewhere a starter who feathered his nest with the down that belongs by right to the man who has made and worked for the reputation of his output?

The jobber cannot substitute without actually lying, if the maker's name is on the goods. To us who know where our output goes, it looks on its face as if these gentlemen wanted a chance to substitute on everything. And that it is possible (and it seems to be) to market any old thing as the best, simply by putting a jobber's brand on it.

We have never made "Jobber's" brands. We have refused many offers. Why? Because we knew that at the end of the contract there would be a general shopping round to every maker of similar goods, or goods that would not be too apparently different to the casual buyer, and that the lowest bidder would get the next season's order. We have been offered a chance to bid so many times in another plant on such specifications that we won't believe it otherwise even if jobbers say it is. We have the evidence of our own correspondence. The more we read that paragraph, the more we believe that these people deal only in material that has neither talking points nor variations in price from the market.

If, as these gentlemen state, there is no margin of profit for them in factory brands, can they state how it is that they have been the ones in every instance that have done most of the price trimming? Why should one jobber sell for a half per cent. profit because his neighbor does? Why should they both endeavor to shoulder off on the manufacturer the blame for this and a lot more cussedness? Can't we get a discussion of this that will be more to the purpose and do more good than the catalog house question did? It is just this cutting for their own private ends that is responsible, not only for unsettled prices, jobbers' brands and protective associations, and other troubles, but it is a large part of the catalog house question, and for the whole of that question the jobbers have themselves to thank. Let us put the blame where it belongs for once.

Who commenced selling big miscellaneous bills to the consumers' distributor? Mr. Jobber. Who helped the distributor build himself into a catalog house? Mr. Jobber again. Who cut his neighbor's prices to these houses and to the big consumer, forgetting the retailer? Mr. Jobber.

Who sells the catalog house with one hand, and writes with the other that he does not? Mr. Jobber. Who crowds the manufacturer down in price and then gives all the advantage gained to some pet buyer on a railroad or in a trust office? Mr. Jobber. Who takes an order for standard named goods and deftly substitutes an inferior but similar article, and trusts to graft and cheek to keep it from the buying houses? Mr. Jobber. Who lays the blame to a clerk and tries to make one manufacturer repair another's goods, after having forgotten he did the substitution trick? Who makes solemn promises that he will not sell below a specified price and then tells his salesmen to cut enough to get the orders?

You see these things are overlooked sometimes when people want to jolly themselves along. Let's get at the bottom of it and hear from a few more manufacturers.

JOBBERS' STATEMENTS CONTRADICTORY.

By a Manufacturer.

Your editorial under the title "Convention Echoes," in HARDWARE of June 25th, and Mr. Norvell on "Special Brands," in issue of July 10th, are worthy of the careful perusal of every Hardware dealer. You are entitled to thanks for publishing a full report of Mr. Norvell's address. This also should be carefully read. His so-called "Creed" can hardly be referred to as expressing his views concerning the manufacturers. In musical parlance it might be termed an extravaganza. I have in mind no term which would describe it as a business dissertation.

I beg to refer to two points in his more serious general address. You quote him as having stated that

> "On a number of lines the keen competition among manufacturers on their own brands had led to such deterioration in quality that jobbers had found it advisable to bring out goods of superior quality under their own brands, because they believed there was a demand for goods of high grade, and that the retail dealer and consumer were willing to pay the price of the better article."

Too bad, that they could not get goods of superior quality of established brands.

The answer of the Southern Jobbers to the Manufacturers' Hot Springs report gives a very different opinion concerning the quality of manufacturers' brands. The jobbers therein state that

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"The reputation of private brands will not become impaired if manufacturers are as careful in their manufacture as they are in their own, and we trust that they will at least claim to do honest work."

Hold these two statements up to the light and compare them. In the first it is alleged that manufacturers in quoting prices on their own brands are compelled to lower the quality to get the orders. In the second it is admitted that the manufacturers' brands are the standard, but that on special brands manufacturers should at least claim to be honest and be equally careful on them.

Now, in this "keen competition," which is referred to as the cause of deterioration in quality, is it to be presumed that the process of hammering for lower prices will affect the quality of manufacturers' brands and not cause a corresponding deterioration in qaulity of jobbers' brands of goods? Will manufacturers protect the quality of the goods of almost unknown jobbers' brands, when prices are being cut by this "keen competition," and at the same time put upon and into them more careful work and material than they would put upon and into their own best brands? This proposition is certainly remarkable. Prices are cut and grades lowered because many buyers hammer for something cheap. They cannot get what they want in standard brands; they therefore, if the question of price is involved, ask the manufacturer's salesman to give them the best he can for the money, under other brands, of course urging that the finish and general appearance shall be the best that can be afforded at the price. But does any sane person believe that a manufacturer who has been pressed as above indicated, by the "keen competition," will make a better knife, ax, or chisel, with "Tom Jones" upon them for a brand, than he would under his own factory name?

In the addres already referred to are these words:

"The resolutions of the manufacturers at Hot Springs would leave the impression upon the minds of the retail trade that ALL special brands of ALL kinds are of poor quality, and put upon the market to impose on the retailer and consumer."

The resolutions do not so state, and I suppose it is because such statement would not be true. I have been led to believe that Mr. Norvell himself, and a very few other jobbers, aim to get very good goods. It would be true, however, to state that MANY special brands of MANY kinds are of poor quality; but it is not claimed by the manufacturers that the motive is to impose upon any consumer. The facts, nevertheless, remain. The motives have been clearly stated by the jobbers:

"That we (the jobbers) can make more profit on special brands."

This can only be done by buying goods that are cheaper and by selling them relatively higher. There is no other way to make an extra large profit. The retailer must be kept in ignorance as to quality.

The jobbers, in reply to the manufacturers, say that

"The knowledge of who produces an article can in no wise concern the consumer. It is not necessary to hand out a pedigree with each article sold."

If a horse is of no account, possibly no one cares for its pedigree. If it is first-class stock, then its pedigree is a matter of great interest and value. It is of interest to the consumer and to the manufacturer, that the pedigree of manufactured goods should be known; and that is the issue now under discussion; nor is it a new one.

The manufacturers have laid their case before the Southern Jobbers with great moderation. They gave some strong reasons for their position; and, while I find it stated in one paragraph that "Some jobbers have bought goods of second quality and sold them as first grade," I admit that so far as concerns those jobbers the statement is strong, nevertheless, it is well known to be true, and, moreover, that their poorer goods are sometimes represented as the manufacturer's best grade. How could the fact be stated more moderately and be half understood? Had an array of names been given, it would have incurred an unpleasant work of recrimination.

I believe the manufacturers will, as in the past, with any fair treatment, concede almost everything to the jobbers concerning the trade to which they will sell, provided the jobbers will represent the manufacturers' goods, which is not now done.

There is no good reason why the manufacturer and jobber, whose interests are so much in common, cannot solve these matters on a basis of mutual equity and concession.

If those jobbers who believe they are selling manufacturers' best goods even under private brands, and who are also fairly representing factory brands, will assist in bringing the many who are doing otherwise to a sense of justice, they will do better for their own cause than in the idea of proposing a boycott against manufacturers who sell catalogue houses.

Trade Meetings

THE CONNECTICUT OUTING.

The Connecticut Hardware Association held their annual outing at the Pequot Hotel, Morris Cove, near New Haven, on July 12th.

At the opening meeting fifty delegates were present. The programme of the business session consisted of the regular order of business, Secretary's report and reports of Committees. Secretary James DeF. Phelps, delegate to the National Retail Convention at Minneapolis, gave a very able and interesting report of that meeting. He was followed by A. H. Abbe, who is a member of the Executive Committee of the National Association.

At the suggestion of the Secretary it was voted to change the name of the organization to "Connecticut Hardware Association," and a membership committee was appointed to take action toward increasing the membership. This committee is composed of A. H. Abbe, New Britain; J. C. Treat, Hartford; J. L. Carroll, Winsted; F. W. Jaynes, Greenwich, and C. H. Preston, Norwich.

A large part of the session was devoted to an active discussion on several of the most important questions before the trade, among them the Catalogue House problem and the policy of Price Maintenance. Resolutions were passed expressing the attitude of the Association on several subjects, and pledging the members to give preference in buying goods to those concerns who do not sell either the consumer or Catologue house. Some time was devoted to the discussion of Mutual Fire Insurance, which project was strongly endorsed by several members.

At the close of the business session a Shore Dinner was served in the dining room of the Pequot, after which a steamer conveyed the party to Savin Rock, where they remained until evening.

The following firms were represented:

J. L. Carroll, Winsted; Birdsey & Raven, Meriden; H. W. Morse, Meriden; G. H. Alford, Winsted; L. L. Rosenberg & Co., New Haven; G. M. Williams & Co., New London; John M. Page & Co., Naugatuck; A. H. & E. W. Abbe, New Britain; Preston Bros., Norwich; Dickerman & Pond Company, Winsted; F. Hallock & Co., Derby; J. S. Davenport & Son, Stamford; R. D. Wittee, Hartford; Jaynes Hardware Company, Greenwich; Lightbourn & Pond Company, New Haven; Clapp & Treat, Hartford; N. T. Bushnell Company, New Haven; H. L. Mills, New Britain; Smith & Bishel, Middletown; Chas. M. Beach, New Milford; Dickerman Hardware & Supply Company, Wallingford; F. F. Hitchcock & Son, Woodbury; Hamilton Hardware Corporation, Waterbury; Lyon & Ewald, New London; Agard Hardware Company, Torrington; Tracy, Robinson & Williams Company, Hartford; John E. Bassett Company, New Haven; Ralph E. Page, Hartford; Geo. H. Baker Company, New Haven; F. S. Bidwell & Co., Windsor Locks.

THE OKLAHOMA MEETING.

The Second Annual Convention of the Oklahoma and Indian Territory Hardware, Implement and Vehicle Dealers' Association met at Oklahoma City July 11th and 12th. The meeting was called to order by President A. L. Severance. In his address he dwelt with special force on the fact that real success in business is founded on honesty and integrity in giving value received.

T. C. Ham, of Oklahoma City, in a few well-chosen remarks welcomed the dealers. He was responded to by Fred. Parkinson, of Wagoner, I. T., who spoke in his usual style, full of wit and humor.

The afternoon session came to order at 2.30, with every seat in the meeting room filled and with a number of guests standing. Secretary Johnston read his annual report, in which he spoke of the value of the work of the National Hardware Association in promoting the general good of the Hardware business. He reported an addition of seven members during the past year, making a total membership at this meeting of fifty-five. He called attention to the alleged one-cent postage scheme now being agitated by a so-called "Manufacturers' Association," and warned those present that this scheme was simply a forerunner of the Parcels Post.

S. NORVELL

then addressed the meeting on the subject of "How to Meet Catalogue House Competition." After reviewing the splendid work that has been done by the Joint Committee, he said that there was not a jobber of any consequence in the Hardware

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trade but had promised not to sell goods to catalogue houses, and he was of the opinion that the jobbers had kept faith with the dealers in this matter, and that the interests of the jobbers and retailers were identical. Mr. Norvell also said that they had found 600 manufacturers who promised not to sell goods to catalogue houses, but that the catalogue houses were getting the goods, and he made the surprising statement that they were buying goods through retail dealers, in many instances.

"The main problem with retail dealers and jobbers is the question of selling goods," said Mr. Norvell. "The jobbers and manufacturers have to sell goods and so do the retailers." He gave it as his opinion that the reason so many merchants, outside of the Hardware dealers, including grocers and dry goods merchants, are selling Hardware is because the Hardware dealers have not kept a full and complete line of goods. As to the cure for the catalogue house problem, Mr. Norvell said, "Sell goods! When you get up against a catalogue house order, take the order at the catalogue house prices and send it to your jobber, and when you remit for it deduct twenty per cent. from the prices quoted in the catalogue house catalogue. Meet the catalogue house competition, even if you lose business. Make it up in the average." He also stated that the salvation of the retail Hardware business is in the clerks, and suggested that every dealer who was trying to run his business by himself should get a clerk and teach him to sell goods, and that the proprietor should get out and do more hustling for business.

F. J. Gould, representing Blish, Mize & Stillman, of Atchison, Kan., made a short talk, in which he stated that he believed that one trouble with the retail trade was that the average retail dealer does not take enough interest in the association work and in the catalogue house competition. He stated that in some places dealers were taking the matter up in a vigorous way, and dealers of all lines are joining together and refusing to give credit to, or buy produce from, the regular customer of catalogue houses. He thought the jobbing houses should instruct their salesmen to talk this subject and to talk association to the dealers.

One dealer stated that he knew of twelve or fifteen dealers in his section of the country who were not represented at the convention who should be there, and asked how these dealers who stayed at home could be reached with this discussion. President Severance very aptly suggested that they could read the trade papers, if it was impossible for them to come to the convention.

The morning session of the second day was well attended. The first speaker was J. H. Johnston, secretary of the Oklahoma City Traffic Association, who spoke on the efforts being made to secure equitable freight rates. He was followed by T. G. Wiles, president of the National Federation, who spoke on the same subject.

Colonel H. C. Staver, of Chicago, delivered an excellent address on the wonderful resources of Oklahoma, and a paper was then read by S. H. Brown, buyer for the Oklahoma City Hardware Co., on

"WHO IS TO BLAME FOR THE UNPROFITABLE PRICES ON STAPLE GOODS?"

Mr. Brown spoke in part as follows:

"Who is to blame for the unprofitable prices on staple goods? The question is not an easy one. It is a subject of great interest to retail dealers, jobbers and manufacturers.

There is trouble all around. There is trouble from the manufacturer when, because of a shortage of capital or a surplus of goods, he slaughters prices on staple articles in order to diminish his stock and increase his capital. There is trouble caused by the manufacturer who adopts the policy of selling to smaller buyers or retailers. He does not, as a rule, obtain the proper differential as between the jobber and the retailer, and this tends to reduce prices made by his brother manufacturers when selling the legitimate jobbing trade. There is not only trouble, but grief, caused by the manufacturers who sell to catalogue or mail order houses.

The jobber is responsible for unprofitable prices on staple goods, because many of them allow their traveling men to make their prices. Weak salesmen welcome gladly the excuse to cut prices, and traveling men will cut their own prices to get an order. A salesman never will. The jobber is guilty because he has not the backbone to make his own prices and force the traveling salesmen to sell accordingly, regardless of what others may do. Many jobbers are responsible for this deplorable condition because they fail to look squarely in the face of what it really and actually costs to do business, for if the same were added to the invoice and freight cost, on each and every article, it would prove a long-needed eye-opener.

The common practice of using leaders is objectionable because it gets the same article into too many stores, and tends to price-cutting among the retail dealers themselves. The retail dealer is just as well off when he pays a legitimate price as he is when he buys at a cut price, because when he does the latter, the temptation is too great to hold the price where it should be. Price-cutting begets price-cutting, and the only way to hold an established price is to hold it. Jobbers and traveling men are responsible for the unprofitable prices—note that I use the term 'traveling men;' vast difference between a traveling man and a salesman.

The fact that credit is too cheap is a cause for unprofitable prices, to an alarming extent. In this great commercial age credit is an important factor. Credit has its moral side as well as its material side, and the very best basis of commerce is credit. Credit is founded upon commercial honor. Just as long as credit risks are endangered by incompetence or inexperience, by indiscretion or by extravagance, by neglect or by ignorance, by weak morals or downright dishonesty, either within or without our ranks, either among creditors or debtors, or both, just so long will unprofitable prices exist.

Now for the remedy. The blame cannot be laid at the door of either the manufacturer, the jobber or the retailer as a class, but members of each class, as individuals, have been guilty. Neither of the classes can justly be held strictly accountable for the unfortunate conditions, and only by the concerted action of all three will it be possible to eliminate an abuse which affects, unfortunately and disastrously, not only the lines upon which prices are slaughtered, but other lines as well; for the manufacturer, the jobber and the retailer must all make a margin of profit if they are to continue in trade. No whittling, drinking, card-playing dealer, big or little, can hope to compete in these strenuous days with the army of faithful, industrious and tireless competitors. The price of success in this age of the retail world is eternal vigilance and concentrated, intelligent effort. He who is not prepared to pay this price should seek some other calling and thus save himself from inevitable loss and humiliation that comes with failure."

F. E. Muzzy, of the Stevens Arms Co., gave a very interesting talk, urging dealers to join the association, as in that way they could help in the catalogue house competition, in which they were all interested. He also spoke of the benefit of the mutual insurance, and gave some good advice on the subject of salesmanship, showing that it was the treatment of the customers and the attitude of the salesmen, more than the prices, that sold goods, and that it was unnecessary to cut prices in order to make sales. He stated that the manufacturers were doing all they could to help the retail dealer in the catalogue house fight, and that they should reciprocate by standing by the manufacturers.

Harry Mead of Shawnee next addressed the meeting on the subject "Some Ways to Raise the Standard of Efficiency of Our Clerks."

The following officers were elected for the ensuing year:

President, W. J. Pettee, of Oklahoma City; First Vice-President, J. N. McNabb, Weewoka, I. T.; Second Vice-President, O. A. Smith, Watonga, O. T.; Secretary, J. H. Johnston, Oklahoma City; treasurer, T. J. Griffith, Oklahoma City.

EXECUTIVE COMMITTEE—A. D. Acers, Norman, O. T.; V. D. Tinklepaugh, El Reno, O. T.; A. L. Severance, Durant, I. T.; S. R. Frazee, Vinita, I. T.; T. J. Griffith, Oklahoma City.

THE BINDLEY BANQUET.

A dinner was given by the Bindley Hardware Company, Pittsburg, at the Hotel Duquesne on July 7th, to about 25 of that firm's traveling men. John Bindley, president of the company, was toastmaster, and addresses were made by Mr. Bindley, James W. Wardrop, secretary and manager of the Merchants' and Manufacturers' Association; W. H. Cochrane, treasurer of the company: E. J. Lloyd, secretary, John Reitz, Jr., manager of the Anderson Avenue warehouse; William J. Mercer, sales manager, and by a number of department heads and salesmen.

LOCKWOOD-TAYLOR OUTING.

The heads of the departments and salesmen of the Lockwood-Taylor Hardware Company, Cleveland, had their annual outing July 15 at Put-in-Bay. Those present were: J. Q. Riddle, J. C. Henry, C. T. Hird, J. J. Fite, G. A. Smith, C. Hutchisson, H. Hutchisson, G. T. Body, A. E. Arnold, W. B. Biggar, G. W. Corlet, M. A. Grissinger, Brooks Haslett, F. W. Howard, L. G. Hutchinson, George L. Johns, J. W. Knoop, S. Mitchell, H. Monath, F. C. Nichols, H. Smith, M. S. Weber, J. A. Weber, E. C. Weeber, O. H. Falk, F. J. Miller, J. W. Egbert, W. C. Rathjen, J. H. Satterthwaite, H. C. Thomas, M. P. Warner, C. H. Webb, F. D. Whiting, Henry Davidson and A. J. Lawrence.

The World's verdict is easier to over-rule than that of one's own conscience.

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Legal Matters

OF INTEREST TO HARDWAREMEN

RECENT LEGAL DECISIONS.

(From *Bradstreets.*)

The Supreme Court of Minnesota held, in the case of Bergraf vs. Byrnes, that an attorney who recovers a judgment may not compromise or discharge the same for a less sum than its value without authority from his client, and that if he does so the client may recover the sum received by the attorney and also maintain his action for such damages as he has sustained by reason of the unlawful settlement.

* *

The United States Circuit Court of Appeals for the Seventh Circuit held, in the Matter of Little, that while the bankrupt law prohibits a discharge of a bankrupt upon a second application within six years of a prior discharge, yet any one may file a petition at any time after a prior discharge, although the six years have not expired, and the court has full jurisdiction to adminster the estate under such subsequent application, and the question of the bankrupt's right to a discharge from his debts under such subsequent application will not arise until the application for a discharge is made.

* *

The Supreme Court of Arkansas held, in the case of The St. Louis, Iron Mountain & Southern Railroad Company vs. Coolidge, that delay by the initial carrier in the transportation of goods at a season when weather conditions would naturally produce deterioration in their quality which might have aided in causing the damaged condition in which they were delivered to the consignee, rendered it liable for the loss, unless it showed that its delay did not produce the injury in whole or in part, although delay by a connecting carrier was also shown which might have caused or contributed to the injury.

* *

The Kentucky Court of Appeals held, in the case of Bank of New Roads vs. Kentucky Refining Company, that a delivery of a bill of lading is a symbolical delivery of the property which it represents, and that whereby the terms of a contract two tanks of oil were sold and the bills of lading were delivered to a bank to be disposed of by it at current market prices and the proceeds applied in a given way, the title to the oil under the laws of Louisiana, where the contract was made, vested in the bank and was not subject to an attachment by the consignee in Kentucky. The court further held that where a creditor has part of his debt secured and part unsecured, the law does not apply a payment by the debtor to the older items of the account, but will apply it to the unsecured debt.

* *

A debtor sent to a creditor a check accompanied by a letter saying that the check was in full of account. The creditor's bookkeeper made out a statement of the account as shown by the creditor's books and credited the check, leaving a balance due. He then took the statement to the debtor, saying that it showed the amount due and that the check had been credited, and requested a check for the balance. The debtor said that he did not owe anything, and he renewed the statement when the bookkeeper said that the check had been merely credited on account. The Supreme Court of Illinois held, in the case of The Canton Union Coal Company vs. Parlin & Orendorff Company, that the facts did not justify an inference that the condition on which the check was sent was waived by the debtor so as to prevent the retention of the check from constituting accord and satisfaction. The court said: "If the plaintiff was not willing to accept the check as sent in full of the account and acknowledge the receipt of it, as requested, it ought to have returned it. The rule that required it to do so is neither harsh nor unjust, but it secured to the defendant the right to have its check received as offered, if received at all, unless there was a subsequent waiver of the condition."

* *

A statute passed by the Massachusetts legislature a few years ago prohibited manufacturers from making it a condition in the sale of merchandise that the purchaser should not deal in the goods of any other maker of the articles sold. In the case of Commonwealth vs. Strauss, decided by the Supreme Judicial Court of the State last week, it appeared that the defendant, a traveling salesman of the American Tobacco Company, offered to Plymouth County jobbers a concession of 6 per cent. below what was charged to the ordinary trade if they would not handle the products of any other manufacturer. The defendant did not dispute the facts alleged and he was convicted in the court of first instance. The Supreme Judicial Court reversed the conviction, holding that it was not unlawful for a manufacturer to give reasonable inducements to his customers for the exclusive handling of his products, and intimating that even if the statute did forbid a rebate as an inducement for exclusive selling it would not be constitutional.

POPULAR TALKS ON LAW.

Landlord and Tenant.

NO. 4.—THE OBLIGATION TO MAKE REPAIRS.

Aside from any agreement by which the tenant has found himself to make repairs he is under no legal obligation to do so, where the damage is ordinary wear and tear or came by inevitable accident or by the wrongful act of a stranger. This means, therefore, that, aside from an agreement to a different effect, the tenant is bound only to take reasonable care of the premises. He must so treat the property that it may revert to the landlord unimpaired by any willful or negligent conduct on his part. Where, however, the tenant has agreed to make repairs, he must make good all loss or damage, and must even rebuild in case of a partial or total destruction of the premises, even though without his fault.

Usually the contract to repair contains the expression, "ordinary wear and tear and damage by the elements excepted." Just what "damage by the elements" is is not definitely settled by the courts. Some incline to hold it is the same as an "act of God" or such a happening as man could not foresee, nor provide against, and such as that human agency in the matter was absent; hence a loss by flood from the breaking of a dam was not a "damage by the elements," and the tenant was held bound to repair. But in most States probably, in Michigan surely, such language excuses the tenant in case of damage by flood or fire where the tenant was not at fault.

Aside from agreement, as stated, the tenant is not bound to repair damage that is ordinary wear and tear, or where caused by an inevitable accident or the wrongful act of others. So a tenant need not replace a plate glass window broken by a stranger, or make good a loss from a falling chimney.

In Georgia, Louisiana, and California, in the absence of agreement, the statutes make it the duty of the landlord to make repairs, and Connecticut, New York and New Jersey have statutes exonerating the tenant from rent in case the premises become untenantable without the fault of the tenant. But in these States the provisions of the lease will govern notwithstanding the statutes.

As a further apparent exception to the general rule that the tenant is bound only to take reasonable care, it is generally held that he must keep up fences, and keep the premises wind and water tight. This obligation of the tenant is rather one of protection than one of repairs. The tenant is generally bound to take reasonable measures to protect the premises, though not called on to repair them. As, if there is a leak in the roof he could not be excusable for resulting damage if, knowing it, he permitted the water to soak through the floor and ruin a ceiling, when by the placing of a receptacle under the hole in the roof the damage could have been easily averted. He should stop up holes in windows, doors, etc., but when the defect was not caused by him, he is not bound to make the windows and doors good.

Also, aside from agreement, the landlord is not bound to make repairs save in the States named above, where statutes so provide. This is so even though the building be destroyed. In that case he may still collect his rent, save in the States of New York, Minnesota, California, Georgia and Louisiana.

The landlord has, in general, a right to enter and make necessary repairs, but must do so at reasonable times and in a reasonable manner.

Where a landlord has agreed in the lease to make repairs, he is entitled to notice before he is in default.

A parole promise to make repairs, given by a landlord, after a lease has been executed, is void.

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Thankful Poverty.

"Old Jones put all his money in the bank, an' the bank busted on him."

And the only reply of the Georgia philosopher was: "Thank the Lord, I never had a dollar ahead in my life."—*Atlanta Constitution.*

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LEGAL CORRESPONDENCE.

Any subscriber to "HARDWARE" is privileged to ask any legal question he pleases in this Department and it will be answered free of charge. Address all communications to Law Editor "HARDWARE," No. 309 Broadway, New York City.

Question: My neighbor keeps a hundred or more chickens and eight or ten roosters. They awaken me long before daylight every morning with their crowing and demoniac cachinations. Is there any way that I can legally put a stop to this nuisance and to the disturbance of my natural and necessary sleep? I have spoken to my neighbor about it but he is unwilling to do anything. Sufferer.

Reply: While a nuisance, which unreasonably interferes with health, enjoyment of property, or the comfort of the ordinary man, may be enjoined or abated, not all disturbing noises can be classified as nuisances, as that term is defined by the law. The test is, is the noise or annoyance such as unreasonably to interfere with the comfort and well-being of the ordinary or average man. And the standard which the courts endeavor to apply is not that of the person of acute and unusually refined sensibilities, but that of the average normal individual of the community. We do not think that the cackling of hens or crowing of roosters would ordinarily be deemed by the law to unreasonably interfere with health or comfort, or to constitute a legal nuisance. But it might of course be so regarded under very peculiar and exceptional circumstances. We do not think the facts as you state them are sufficient to entitle you to legal relief.

Lease—Bound to Make Repairs—When Rent Ceases.

Question: A man hires a house, the lease provides that he is to "keep the premises generally in good repair." One night during a severe storm the roof was blown off a part of the house, making it untenantable. Must the tenant repair the roof? Must he still continue to pay rent?

Reply: Applying the law of New York where the real estate is situated, it is settled that such a covenant to make repairs as this, refers to ordinary and not to extraordinary repairs and does not render the tenant liable to restore or rebuild a house which has been damaged by fire or by the elements without his fault. The New York statute provides that where any building which is leased is destroyed or injured by the elements so as to be untenantable, the lessee may, unless he has agreed to the contrary, surrender possession of the premises, provided the injury occurred without his fault or neglect; "and he is not liable to pay to the lessor or owner rent for the time subsequent to the surrender."

Wills—Gifts to Charity.

Question: Is there any limit in the State of New York on the amount of property that a man may give by his will to charity?

Reply: Yes. Chapter 360 of the Laws of 1860 provides (Cumming & Gilbert's General Laws, Vol. III., page 4470) "No person having a husband, wife, child or parent, shall, by his or her last will and testament, devise or bequeath to any benevolent, charitable, literary, scientific, religious or missionery society, association or corporation, in trust or otherwise, more than one-half part of his or her estate, after the payment of his or her debts (and such devise or bequest shall be valid to the extent of one-half, and no more.)"

It is also provided that any corporation formed under the laws of 1848 for benevolent or charitable purposes cannot take more than one-quarter of the estate of a testator who leaves a wife, child or parent. We believe that these are the only restrictions on the right to dispose of property for charitable purposes in the State of New York.

GRAY & DUDLEY WIN.

The Commission appointed by Gov. John I. Cox, of Tennessee, to purchase a Silver Service for the cruiser Tennessee, now being constructed, selected designs submitted by the Gray & Dudley Hardware Company, representing the Whiting Manufacturing Company of New York, to whom a contract for furnishing the service was awarded. Ten sets of designs were submitted to the commission by representatives of five manufacturers. The metal composing the service, the designs for which were selected by the commission, will be 925-1,000 fine, and will weigh 2,400 ounces. The entire set, comprising seventy-three pieces, of which the principal and most costly piece will be the punch bowl, will be highly ornate and very artistically designed.

UNIFORM CATALOGUES.

The Southern Supply & Machinery Dealers' Association have started a good work by accepting a uniform size for loose-leaf catalogues and price books, an action that will be most acceptable to those who have to do with the literature of these firms. Their specifications are as follows:

First—Forms must not be larger than 5x8 inches, printed on one side only, allowing 1¾ inches on left side for binding, on a sheet 7x8½. Punched with ⅜ inch slot hole 4½ inches from center to center. Eight pages can be printed at a time on a sheet 17x28, then cut apart and punched.

Second—Paper must be white, 28 pound double cap (17x28) of a good quality bond.

Third—Manufacturers must conform to these rules in order to have their goods shown in loose-leaf catalog adopted by the Southern Supply and Machinery Dealers' Association.

The Southern Hardware Jobbers' Association discussed this matter at the Hot Springs meeting and the following letter was recently sent out by Secretary Carter.

To the Members of the Southern Hardware Jobbers' Association:

Gentlemen:—The question of our association deciding upon and adopting a uniform size sheet both for catalogues and loose-leaf price books or binders' catalogues was very fully discussed at the recent annual convention at Hot Springs, Va. A special committee, consisting of J. D. Moore, Charles H. Ireland and C. B. Carter, was appointed to consider this matter and to report before the convention adjourned. On the last day of the convention this committee made its report, or, rather, asked for further time, inasmuch as they had not been enabled to secure sufficient information on the subject to enable them to make a satisfactory report. Further time was granted and the same committee continued. The remarks of one of our members in this connection will prove of interest:

"I feel that this is one of the most important things we can take hold of. Perhaps not more than 10 or 15 per cent. of our membership publish a catalogue, and while we do not ask the manufacturers to publish our catalogues, yet if they will get up their illustrated sheets so that we can adopt a uniform binder, a great deal of benefit would develop, and certainly a benefit to the manufacturers, and I hope that this committee will take this matter up and push it to a conclusion without delay, and after the size sheet is adopted that they will communicate through the secretary to the American Hardware Manufacturers' Association our position."

In order that we may go to work on this proposition intelligently, we ask that you give us the following information by return mail:

First—Do you have your own catalogues printed? If so, send us a sheet of the catalogue itself, also of the loose leaf used in the loose leaf binder which you use in connection herewith.

Second—If you do not use your own printed catalogue, whose or what style of catalogue do you use for your office and your salesmen? Give size of sheet and size of printing space.

Third—What size sheet would you suggest we recommend shall be adopted by the jobbers and manufacturers? Please remember that it requires a little wider sheet for the loose leaf binders than for the regular printed catalogues.

Address your replies to the undersigned, who will tabulate the information and submit to J. D. Moore, chairman.

Yours very truly,
C. B. Carter, Secretary-Treasurer.

The Avery Stamping Company, Cleveland, Ohio, manufacturers of the famous "Never Break" steel wares, are sending out a series of advertising blotters. One of them, entitled "Frenzied Cookery," represents two pickaninnies taking a hot bath in "Never Break" goods, perhaps with the idea of making themselves white or of toughening themselves for the future. Cooking in "Never Break" seamless steel utensils is one of the best forms of life insurance, as food is not scorched or burnt in them, but is prepared in the best hygienic manner, preventing the terrors of dyspepsia. "Never Break" utensils have been on the market for over twenty years, and are recognized as the standard of excellence as to quality, style and finish.

HER SOLE IDEA.

"He takes her to the theatre and to other amusements quite often."

"Yes. Do you think she permits him to entertain any hope"—

"Gracious! She doesn't think of permitting him to entertain anything but her."—*Philadelphia Press.*

WHICH?

He (philosophizing)—I used to think that I knew a great deal; that I was wise, in fact; but the older I become the more I realize that I know nothing.

She—Agnostic, or plain ignoramus?—*St. Louis Post-Dispatch.*

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RECENT TRADE PUBLICATIONS.

H. E. HESSLER COMPANY, Syracuse, N. Y., have recently mailed to the trade their new net price catalogue, edition No. 13, which covers Stove Repairs, Tin Shop Supplies, Hardware and Stoves. The book is in large pamphlet form, containing 60 pages, and is illustrated throughout. The book is a valuable one to those interested in this line, giving as it does "Hints on Ordering Stove Repairs," "A Word About Water Fronts," "A List of Furnace Repairs," and much other useful information. A specialty made by this company is the Hessler R. F. D. Mail Box, fully described and illustrated in their catalogue, giving prices, etc. It has been fully approved by the Postmaster-General and highly recommended by the department for its neat appearance, durability and simplicity. It has been advertised in all of the leading Farm, Livestock and Poultry Journals in the country. It is full Government size, 18 inches long by 6¾ inches in diameter, and is made of 22 gauge galvanized steel and coated with best quality of weatherproof aluminum. Send for their catalogue for further information regarding their products. It will be gladly and promptly sent upon request.

GREEN, TWEED & COMPANY, 17 Murray Street, New York, manufacturers of Brass Specialties, have sent us one of their 1905 catalogues. It is a large book in pamphlet form, covering 142 pages of descriptive and illustrative matter. Among the goods exploited are box, cabinet and flap hinges; refrigerator hinges and levers; window and screen lifts; moulding hooks and coat and hat hooks; door and drawer pulls; chest handles, cleats, pulleys; cupboard turns and catches; barrel, chain, flush, necked and ship bolts, escutcheons, hasps, brackets, box corners, numbers, chain door fasteners, card holders, oar locks, casement window-adjusters and fasteners, bar brackets, etc. This catalogue illustrates only goods which they carry in stock and can ship promptly. They call especial attention to this, for the reason that they lay claim to having the largest assortment of these goods that has ever been in one house in this country. They have catalogues illustrating Mill Supply Specialties that they are headquarters for, such as Blake's Improved Belt Studs, Champion chain wrenches; the Favorite reversible ratchet wrench, Palmetto packing, New Improved Rochester Automatic lubricators, any or all of which will be sent upon application.

A. GEISEL MANUFACTURING COMPANY, St. Louis, Mo., makers of "Mizzoura" steel enameled ware staple kitchen utensils, are the authors of a neat and attractive pamphlet catalogue of twenty-eight pages, devoted to the exploitation of the same. "Mizzoura" double coated steel enameled ware is of a beautiful light blue color, flaked with white both inside and out. It has two coats of tough enamel on a body of best quality of steel. In their catalogue they present an increased line of the staple articles, to which they are adding new ones all the time. The shapes are symetrical and the line is uniformly handsome throughout. All of their product is carefully inspected for defects or imperfections and customers can rely on receiving ware that is first class in every respect. Inquiries and orders are earnestly solicited by the company, who state their confidence in future orders after having a chance to inspect their goods. Send for a catalogue.

THE MARYLAND BELTING & PACKING COMPANY, Baltimore, Md., have sent us a copy of their envelope size booklet, exploiting their Garden Hose. The book is well gotten up and has an attractive cover of green, on the back of which in large red script letters is their monogram. They claim the "Maryland" is the highest grade of hose manufactured. "Ivy" is an extra heavy high pressure hose of fine quality, made only in ¾ inch 4 ply. "Acorn" is a high pressure hose of fine quality, made only in ½ and ¾ inch 3 ply. All of these are the product of the Maryland Company. The book is illustrated throughout, giving description, etc., of each. They also make and illustrate hose nozzles, hose clamps, Caldwell hose straps, hose couplings, hose menders, iron and wood hose reels, hose sprinklers, etc., etc. Copy of their catalogue of these well-known goods will be sent upon request.

THE HAWKEYE PUMP COMPANY, Washington, Iowa, have sent to the trade a circular and price list of their Hawkeye galvanized pump, which they claim to be the latest and best made, and is so made that it cannot burst by freezing. It is made for cased, driven or open wells, and fitted for standard merchant pipe or wood tubing. Made with seamless brass or galvanized cylinders. Send for their printed matter for further information.

WASHINGTON CUTLERY COMPANY, Milwauke, Wis., manufacturers of "Village Blacksmith" hand-made butcher knives and tools, have placed before the trade an artistic catalogue with little illustrations at the bottom of each page, showing, step by step, how Village Blacksmith tools are made from the first rough forging to the hand honing that gives them a ready-to-use edge, and the careful packing in neat cartons with each knife separately enclosed in a rust-proof sheath. Village Blacksmlth butcher knives and tools have not the uniform finish of machine-made goods, but uniformity of finish, they claim, can never replace that subtle quality, "the soul of the steel," which can only be brought out by hand working. Every slight deviation from the standard shape tells of the painstaking hand-shaping and grinding conducted so as to preserve all of that life and temper previously wrought into the steel at the anvil. If you are interested in this class of goods, don't fail to secure a copy of their little catalogue.

THE GOULDS MANUFACTURING COMPANY, Seneca Falls, N. Y., with New York office at 16 Murray Street, have issued a booklet on Automatic Pumping with Gould's New Duplex Water Lifter. It is well gotten up and finely printed and illustrated on heavy coated paper. This New Duplex lifter is constructed upon the same general lines as the well-known Duplex Steam Pump, but city water is used to operate the pump instead of steam. The New Duplex lifter costs but little, if anything, for running expense, and can be arranged to operate entirely automatic, starting and stopping as the demand on the service may require; once properly installed according to their directions, practically no attention is necessary and repairs are extremely infrequent, as there is no undue strain on any part. The lifter is absolutely noiseless in operation; it can be taken apart for inspection and repairs without deranging the plumbing. For further information, illustrations, prices, etc., write for catalogue.

DIAMOND SAW & STAMPING COMPANY, Buffalo, N. Y., are again bringing into prominence their Sterling Hack Saw Blades and Frames by the use of a pamphlet catalogue illustrating and pricing the same. With the catalogue they include a circular on which they give several changes in price. "Sterling" hack saws are made of best tool steel—are made wide and heavy—are economical—and do true, straight, quick work. The company make extra heavy blades ¾ and one inch widths, and from 12 to 17 inches in length for power saws. They make Sterling Kitchen saws, which ars worthy the attention of every close buyer, which are superior in finish and workmanship. Samples will be sent free—you pay express charges only. Send for their booklet.

ANCHOR POST IRON WORKS, Garwood, N. J., and office and show room 15 Cortlandt Street, New York City, have sent us their catalogue No. 29, illustrating a much larger scope of their business than any previous edition, combining, in fact, both their wire fence business and artistic wrought iron department, in which they manufacture all kinds of wire fences, entrance gates, etc. Their catalogue they have made very comprehensive, showing many new designs; also reproductions from photographs of work put up by them. They illustrate for the first time a number of arbors, trellises, wire espaliers and wrought iron pergolas. They state "With the best modern equipment, skilled labor and shipping facilities, we are confident that we can insure good workmanship at the lowest possible cost." They will be glad to send their catalogue to interested parties.

LIVINGSTON NAIL COMPANY, 104 Reade Street, New York City, are presenting to the trade their catalogue for 1905. It is a very handsome book, bound in red flexible leather, and contains 74 pages, in back of which are inserted eight blank pages of block rule paper, convenient for memoranda, etc. This business was founded sixty years ago and during the greater part of that time was conducted under the personal supervision of the late S. Otis Livingston. Since his death the business has been incorporated under the same name and continues under the management of his former employees. They manufacture horse shoers' supplies. Their newest horse shoe nail is the "Anchor," made under the "cold rolled" process from superior stock. This process strengthens the nail and adds largely to the tensile strength. The "Anchor" will drive high, yet leave sufficient length for clinch to hold firmly. Blades are broad and thin, permitting no injury to the hoof; it is made with four styles of head, and is guaranteed to equal any nail made.

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NEW GOODS AND SPECIALTIES.

A NEW DOOR CATCH.

The American Hardware Manufacturing Co., Ottawa, Ill., who during the past year have been manufacturing and selling the American Door Catch for screen doors, have added to their line the No. 1 American Door Catch, which is a larger size to be used on storm doors, panel doors, gates, sheds and even light barn doors. The accompanying cut shows the No. 1 Catch attached to a panel door. It will be noted that there is no lock,

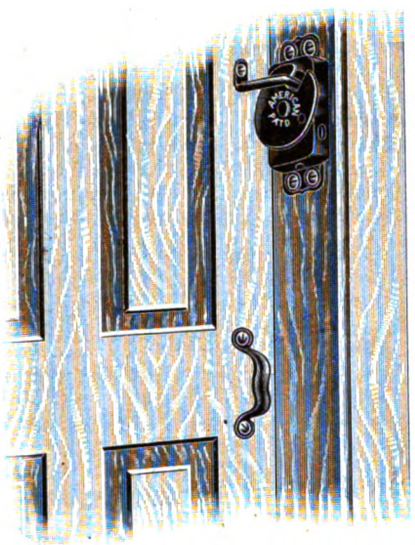


FIG. 1.

knob, or latch necessary when this catch is used. At the same time it holds the door firmly. No twist, no lift and just a slight pull or gentle shove, and the catch works automatically, whetner operated from the inside or outside of the door.

We also illustrate the No. 1 American Door Catch on a heavy panel door, the door being open, and just about to engage the

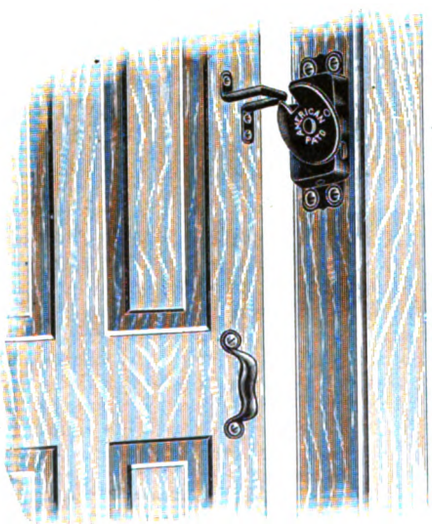


FIG. 2.

catch. The staple on door enters the slot in disc. This turns over the center; is controlled by a spring, and holds the door firmly up against the jamb. This is quite a feature in storm doors, as it keeps the door tight against the jamb all the time, preventing the cold air from going in, the warm air from getting out, and also preventing the door being blown open by draughts.

The No. 1 Catch is generally placed on a door about from 24 inches to 26 inches from the top. It will work on any door that swings on hinges; right or left; up or down; in or out; flush or lapping, and do the work in an effective, silent manner.

Below we show the mechanism of catch, which explains itself. This catch is furnished complete with staple, screws and templet, all packed in a strong envelope. The templet is made of cardboard, showing the exact location of the screw holes in the door and jamb.

To any reader of this paper who is a Hardware dealer, the company will be pleased to send, upon request, free of charge, a sample catch, prepaid, and advise that the dealer then set it up on

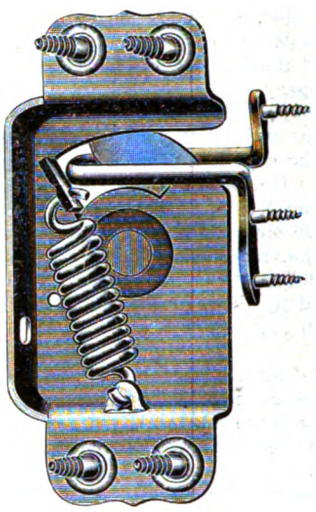


FIG. 3.

the door at his store or home, and see for himself just what it will do. The sale of the No. 2 Catch, or screen door size, was very great, and it is expected that the No. 1 will meet with as much success.

A SEASONABLE ARTICLE.

An article that should meet with an especially large sale throughout the Fall and Winter is the Twentieth Century White Flame Heat and Light Burner, being placed on the market by the Twentieth Century Manufacturing Company, of New York. This article, which is illustrated herewith, is composed of three separable parts, and in packing are nested compactly in a paste-



TWENTIETH CENTURY WHITE FLAME HEAT AND LIGHT BURNER.

board box, the whole package weighing 18 ounces. This burner can be used to good advantage by the Hardware dealer for window display, as it not only furnishes light, but at the same time prevents the frosting of the window. The Twentieth Century Company furnishes with each order a large assortment of attractively printed showcards, electrotypes for local advertising and circular matter.

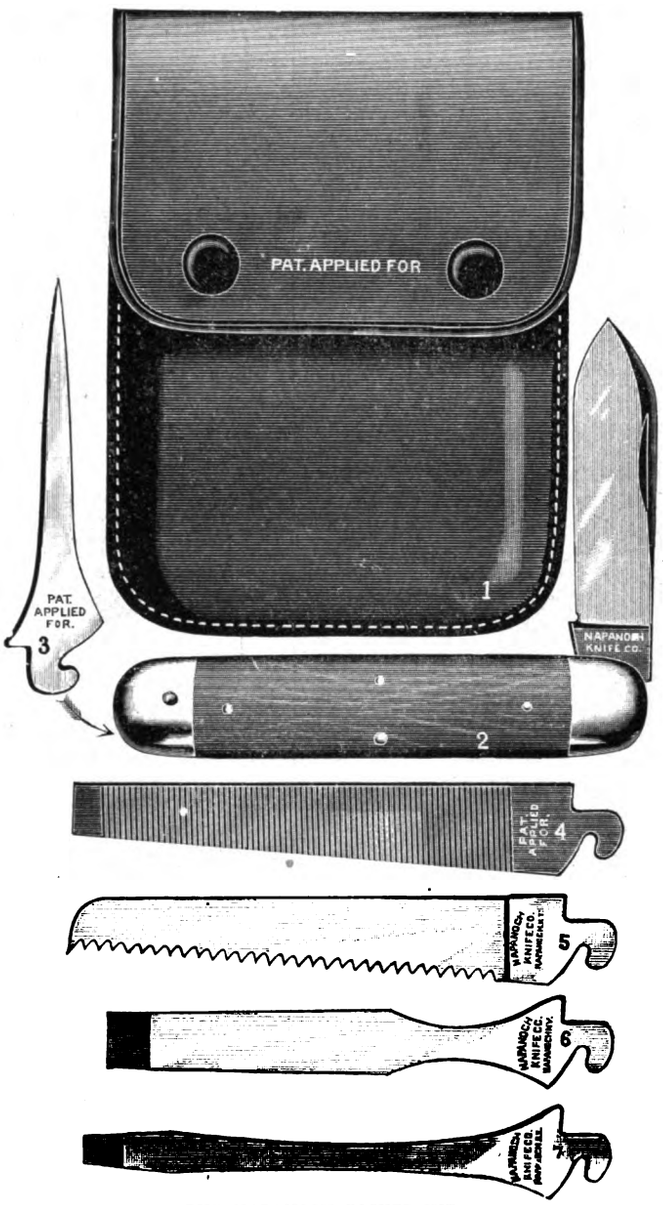
AUTOMOBILES FOR BUSINESS.

Much has been written about the automobile for sport or pleasure, but very little about the automobile for commercial or utilitarian purposes. *The Horseless Age* (New York), the pioneer automobile publication in the United States, accordingly devotes its issue of July 5 to a thorough treatment of its subject from the business standpoint purely. The edition comprises over 150 pages, and the reader will be surprised at the array of trucks, buses and delivery wagons that are reproduced in its columns, convincing the most skeptical that the horseless age is at last dawning for the poor work horse, as well as for the roadster. Business men in all branches of trade will find in a perusal of its pages much food for thought. Experiences of those who have been using automobiles for trucking, delivery and carrying passengers are freely and truthfully given, together with practical points on the engineering problems involved, so that any prospective buyer of business automobiles may be carefully guided in the selection of the proper vehicles for his particular work.

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AN ATTRACTIVE NOVELTY.

U. J. Ulery, 7 Warren Street, New York City, is placing on the market an entirely new pocket specialty, illustrated herewith. As shown in the illustration, the article consists of a well-made



THE NAPANOCH POCKET KIT.

pocketknife, 3⅞ inches in length. One end of this knife is made so that five different tools can be inserted at will. These tools consist of a reamer, a four-inch file, a saw, chisel and a screw driver. All of these articles are easily adjusted and are securely held in place by the back spring of the knife. In making this specialty the very best material is used, and it is sold under an unlimited warrantee.

THE INDESTRUCTIBLE SCREW DRIVER.

We illustrate herewith Thomson's Indestructible Screw Driver, made by the Thomson Drop Forge Company, Plantsville, Conn. This article, on account of its very evident merit, it meeting with a

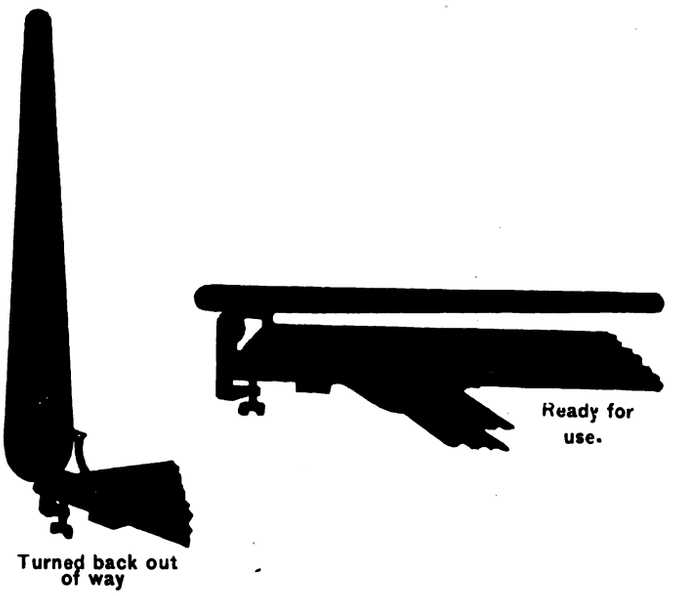


THE INDESTRUCTIBLE SCREW DRIVER.

ready sale in all stores where it is carried in stock. The handle end of the blade extends in one solid piece through the wooden part, and is so attached to the metal cap that even a severe blow with a sledge hammer will not split the handle. The cap, ferrule and blade are made of drop forged steel and the handle of selected wood. It is made in sizes from 2½ to 30 inches in length. The manufacturers have recently increased their capacity so that they are now in position to handle orders promptly.

THE AUXILIARY IRONING BOARD.

An article that finds a ready sale, particularly at this time of the year, in Hardware stores, is the Auxiliary Ironing Board manufactured by the Specialty Manufacturing Department of

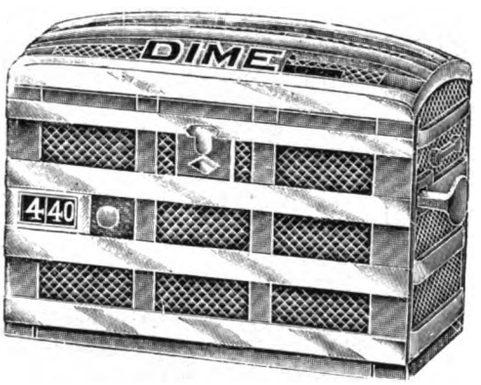


THE AUXILIARY IRONING BOARD.

W. H. Glenny & Co., Rochester, N. Y. As will be seen in the accompanying illustration, this specialty has many convenient features that can be used for the regular ironing board, and for ironing sleeves, shirt waists, etc. The "turnback" feature is obviously a great convenience. This ironing board is built of carefully selected material and is exceptionally durable.

A LINE OF TOYS.

An attractive line of toys is being placed on the market by O. B. Fish, 6 Harrison Street, New York. Among his leading novelties is a Registering Bank made in the form of a trunk and illustrated herewith. It has a combination lock and is nicely fin-



ished in nickel. These banks are made for holding dimes and cents, and will only register the kind of coins for which the bank is intended. They cannot be emptied until the proper amount has been deposited. Another novelty that should meet with a ready

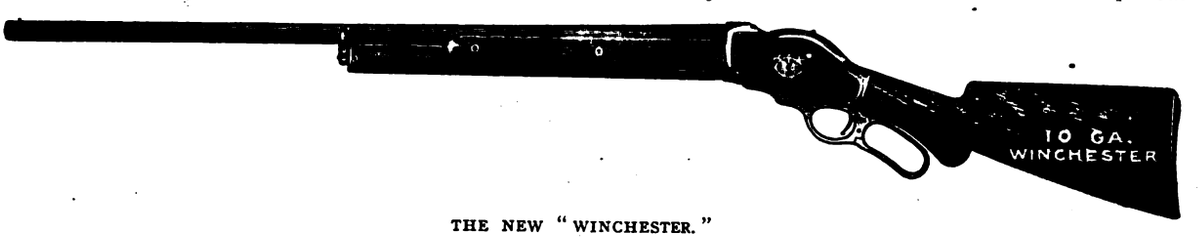


sale is the Safe Bank also made with combination lock, a reproduction of the kind used on larger safes. This bank is in size 6 by 4½ by 3¾. It weighs 4 pounds, is made of cast iron polished with copper oxodize and lacquer finish.

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A NEW "WINCHESTER."

The Winchester Repeating Arms Company, New Haven, Conn., inform us that they are now prepared to fill orders for their model 1901 Winchester Lever Action Repeating Shot Gun. This is said to be the only 10-gauge Repeater on the market. It is made to handle either smokeless or black powder and is particularly well adapted for wild fowl shooting. The gun resembles in outline the original Winchester Lever Action Repeating Shot Gun, but differs in detail. It has a tighter breech joint, more completely supporting the valves in chamber. A positive firing pin retractor is provided. The finger lever is made separate from the breech block and with a finger lever lock. When the action is closed, the gun is locked against opening by this finger lever lock, and is instantly released by a downward pressure on the finger lever. The standard gun is made with a 32-inch rolled steel barrel, hardened and browned frame, and pistol grip stock of plain walnut, not checked, finished with a checked steel butt plate. Barrels for this model are bored to shoot close and hard, and no gun will be sent out that does not make a good target. Unless otherwise specified, guns with 32-inch, full choked barrels will be sent out in all orders; but shorter barrels, or barrels with different styles of bore, either modified choke or full cylinder, will be furnished when so ordered, without extra charge. Damascus barrels of different grades, and other extras, can be furnished.



THE NEW "WINCHESTER."

THE VICTOR BOLT CLIPPER.

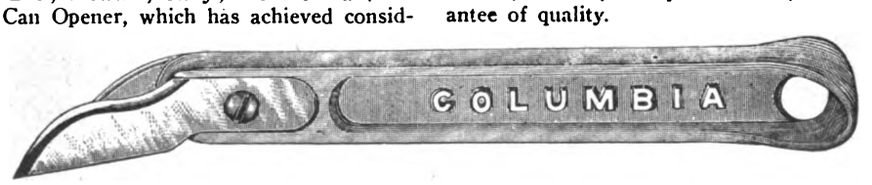
The Roberts Manufacturing Company of Somerville, Mass., are selling to the trade a Bolt Clipper known as the Victor. This article, which we illustrate herewith, is worked on a new principle by the use of a cam and cam nut in place of the screw to separate the handles of the joint to throw the jaws together. The manufacturers guarantee that the Victor Bolt Clipper is made of the very best stock obtainable, and in the most careful manner. Every Clipper is tested thoroughly before it leaves the factory. Joseph F. McCoy & Company, 157 Chambers Street are Eastern selling agents.



THE VICTOR BOLT CLIPPER.

COLUMBIA CAN OPENER.

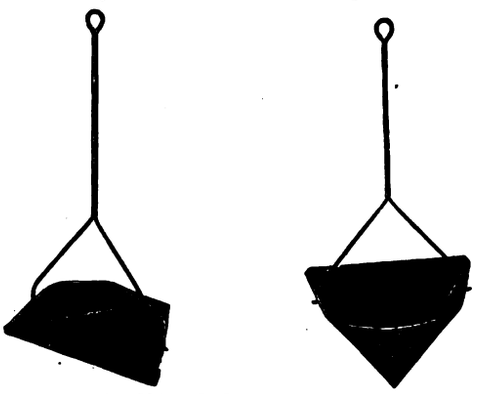
A. F. Meisselbach & Bro., Newark, N. J., are the manufacturers of the Columbia Can Opener, which has achieved considerable popularity. The knife is made of finely tempered steel, and has a sharp cutting edge, which makes it work with smoothness and with extreme ease. In its construction the end of handle is enlarged and rounded so as not to hurt the hand when forcing the knife into the can. It makes a clean cut, as it opens the can at the extreme edge without slipping or tearing. They are packed in a neat partition display box, holding one dozen.



COLUMBIA CAN OPENER.

A HANDY DUST PAN.

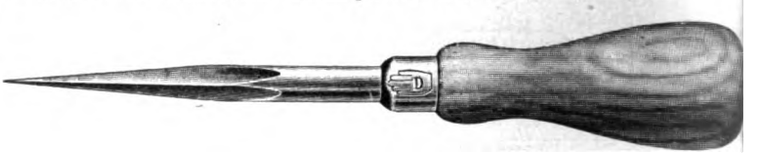
An article that will no doubt find very ready sale among housekeepers is the Twentieth Century Dust Pan, just placed on the market by Schofield & Company, Freeport, Ill. As will be seen in the illustration, the pan can be used without stooping, and can be pressed so closely to the floor as to take up all the dust. When the pan is raised the back drops down automatically, holding the dust in the pocket in such a manner that it will not spill out when being carried about. It is made of pressed steel, to retail at twenty-five cents. These pans are packed 6 dozen in a case, with a shipping weight of seventy pounds to the case.



THE 20TH CENTURY DUST PAN.

SCREW BIT AND DRIVER PUNCH.

The screw driver bit and solid punch shown herewith are among the small tools made by the Ducharmes & Co., Shelburne Falls, Mass. These goods are made of the best tool steel obtainable; and the manufacturers state that they replace, free of charge, any tools that break, bend or are at all imperfect that have their trade mark (Hand D) stamped on them, this trade mark being a guarantee of quality.



SCREW BIT AND DRIVER PUNCH.

The Keystone Nail Company, Inc., Philadelphia, are the sole owners of the patents on the Porter Patent Cooling Machines with which, in connection with their hot process, they manufacture galvanized nails, screws, etc. The galvanizing is all done with pure spelter and is cooled without submerging in water by the use of the Porter machines. In using this process, the strength of the iron is not affected and the coating will not scale. As a further advantage this process makes the work evenly coated and perfectly separated, avoiding much loss.

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A REMARKABLE HISTORY.

It is said of the Bissell that it is ten times the largest carpet sweeper factory in the world, and that this company manufacture and market 30% of the world's consumption of carpet sweepers. The business has grown from its small beginning in 1876, until to-day it is recognized as one of the largest and most substantial of Grand Rapids' enterprises. The business was founded by M. R. Bissell in 1876, and to his genius and enterprise great credit is due for the success the business has attained. In 1884, when the company burned out, and which, on account of a trifling insurance on a loss of $130,000, the business seemed well-nigh wiped out of existence, a man of less ability and less self-reliance than Mr. Bissell possessed, would have failed, so crushing was his loss; but as adversity tests the metal in a man, this calamity to the Bissell Company brought into play all the best qualities of Mr. Bissell's character. While the big plant was burning, and when Mr. Bissell saw that total destruction of it was inevitable, he left the scene of his misfortune and immediately leased other quarters, and the afternoon of the same day of the fire had workmen cutting up lumber for carpet sweepers, and just nineteen days after the disaster commenced shipping goods.

Mr. Bissell knew that the temporary quarters procured would never be equal to the rapid growth of the business, and therefore set out at once to rebuild the factory, and in a few months the building was completed, finer in every detail than the factory that was destroyed. In 1888 the company met its most crushing loss in the death of its president and founder, M. R. Bissell. Just at a time when the business was finely established and after buying a magnificent home in the heart of the residential section of the city, and when life and the future seemed to hold out so much to him, he died. Although comparatively a young man when he died, he had accomplished much, and his untimely taking off was a great loss not only to the business which he founded, but to the city of Grand Rapids as well.

After Mr. Bissell's death Mrs. Bissell became president of the company, in which she takes a deep interest, constantly keeping in close touch with the business, and by her kindly ways and sincere consideration for all her employees, inspires results that without such influence could hardly be achieved.

At the time of Mr. Bissell's death C. B. Judd was made manager of the company, and continued in this capacity until the year 1890, when failing health compelled him to resign. Mr. Judd was a hard, earnest worker, and during the period of his management the business was prosperous. After Mr. Judd's retirement the management was given to R. E. Shanahan, who has been identified with the company from the time of its organization, and who has worked his way from bill clerk to this position of secretary and general manager.

During the past five years, under Mr. Shanahan's able management, the growth of the business has been enormous, practically doubling in this period.

M. Shanahan, the treasurer of the company, was associated with Mr. Bissell in the crockery business before Mr. Bissell had done much with the carpet sweeper. He was closely identified with the pioneer work during the early struggles of the business, and occupies an honored place in the company's official staff to-day.

T. W. Williams, the vice-president and New York manager of the Bissell, is a true type of the cosmopolitan business man, and one of the strong factors of the company. He has been identified with the business from its inception, and to his untiring efforts much credit is due for the large business of the company, not only in the East, but in foreign countries as well, as Mr. Williams has had charge of the export business of the company oustide of Great Britain.

W. J. Drew, who for many years was at the head of the company's mechanical department, and who originated many valuable improvements in sweepers, has not of late given any attention to the business, though he still retains his interest in the company.

Fred. McR. Deane, the assistant treasurer of the company, has been connected with the business twenty years, and by faithful, efficient service, has attained to his present responsible position.

W. E. Gill, at the head of the order department, has been connected with the company since 1886, at which time the Blumb & Lewis Mfg. Co., with whom Mr. Gill had been associated for years, sold out to the Bissell Company. Mr. Gill's long association with the shipping end of the Bissell business has made him an adept in matters pertaining to his department, including a knowledge of the geographic location of places throughout the world, as the Bissell sweeper is sold in every quarter of the globe.



T. W. WILLIAMS.



MRS. BISSELL.



R. E. SHANAHAN.

James L. Pollitt, a thorough-going Englishman, has managed the Bissell business in Great Britain for the past thirteen years, and through ability and indefatigable effort has built up a large business for his company.

J. W. Shanahan, the superintendent of the Bissell Company, has been identified with the mechanical end of the business for twenty-three years, working his way from the bench to his present responsible position. He has made a deep study of every detail of the manufacturing end of the business, and through the introduction of improved methods has greatly augmented the efficiency of the mechanical forces of the company.

The Bissell Company has factories in Toronto, Canada, and Paris, France, also large offices and warerooms in New York and London, England. Their trade extends to every country where carpets and rugs are used. To meet the growing demand for their product the Bissell Company is planning a large addition to its factory, and the work will probably start in July. This company makes carpet sweepers exclusively, in many styles, ranging from the tiny toy machine to the large hall sweeper, with brush 25 inches long. Its factories comprise over 175,000 square feet of floor space, and over 400 people are employed in the factories and offices of this concern.

Judicious advertising has played a strong part in the upbuilding of the Bissell business, but the foundation of its success must be attributed to the recognized superiority of its goods. The Bissell Company is the largest consumer of 2¾-inch bristles in the world; it requires the entire product of 20,000,000 hogs to

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JAP-A-LAC

REGISTERED TRADE MARK

"WEARS LIKE IRON"

The time for selling JAP-A-LAC is all the time. There is no season of the year when JAP-A-LAC will not sell nor when it cannot be used to advantage in every home.

Because of the many special uses found for JAP-A-LAC during the Spring and Fall house cleaning seasons, the volume of sales is naturally greater.

The real JAP-A-LAC dealer can sell JAP-A-LAC every day in the year. Realizing this, we have decided to continue our advertising the year round.

Our advertising during the balance of the year will embrace a larger number of magazines than we have been using, and will carry liberal spaces. We shall be telling the women of the country of the uses to which JAP-A-LAC can be put.

We are sure to stimulate the demand for JAP-A-LAC and make it an every-day seller for the dealers. A little attention to this well-advertised commodity will bring *new customers and increased profits* to the dealers—who are handling it.

Don't let your stock get depleted. If you have never sold JAP-A-LAC, give it a trial. You will find it the quickest and easiest selling article of its kind on the market.

The Spring advertising has more than doubled our sales up to date. The Fall advertising will do the same. The reason for this is that we tell the women what JAP-A-LAC is and how to use it.

Let the women of your community know that you keep JAP-A-LAC, and you will secure their patronage.

THE GLIDDEN VARNISH COMPANY,

MAKERS OF HIGH-GRADE VARNISHES FOR ALL PURPOSES

ADDRESS: 641 WILLIAMSON BUILDING,

CLEVELAND, OHIO

make the brushes used in Bissell sweepers annually. This company maintains large, well-equipped printing offices in Grand Rapids and London, where they turn out some of the finest specimens of the printers' art. They even do their own embossing, and make the claim that no finer work of this kind can be turned out in the State of Michigan. Their capacity per day is 3,000 regular domestic size sweepers, and 4,000 toy sweepers—or five regulars, and six and a half toys per minute, for ten hours a day. Their factory is equipped with a 350 horse power Corliss engine, and an auxiliary water power equal to 100 horse power. They have their own electric light plant, with a capacity of 1,200 lights, 16 C. P.

Over eighty patents have been issued to the Bissell Carpet Sweeper Co., covering the entire range of valuable mechanical features in carpet sweeper construction. Bissell sweepers have taken awards and medals for superiority in the following expositions: American Institute Exposition, 1884-85-86-87-88-89-90-92; Massachusetts Mechanical Charitable Association, 1887, 1892; Anglo-Danish Exposition, London, 1888; Paris Exposition, 1889, Gold Medal; Paris Exposition, 1900, Gold Medal; Pan-American Exposition, 1901, Gold Medal; Japanese Exposition, Osaka, 1903, Gold Medal; Louisiana Purchase Exposition, 1904, Grand Prize.

A NEW SEEDING PRESS.

An article that will prove an acceptable addition to the furnishing of any kitchen is Stocking's Simplex Straining and Seeding Press, manufactured by the 4-S-Food Press Company, 70 Warren Street, New York, which we illustrate herewith. It is especially adapted for removing pulp of a fruit and berries from the seed and fibre, for straining soups and broths and for granulating potatoes and other vegetables. As will be seen from the illustration it is so made that it has no seams for holding corroding juices, and further, that it is cleaned with the greatest of ease. It is designed to displace the colander and wire sieve now generally used in kitchens for doing this class of work, a method that has always been unsatisfactory. A postal card sent to the manufacturers will secure their booklet which describes this article in detail, and which gives numerous receipts for making good things with it.



SECTIONAL VIEW OF PRESS.

Hayes Pump & Planter Company, Galva, Ill., have distributed a new catalogue recently, devoted to the Sucker State Grain Drills, comprising hose, disc, shoe and press drills, with or without fertilizer attachment. The Hayes Pump Co. have acquired the patents, business and good will of the Sucker State Drill Company, of Belleville, Ill. Sucker State Drills have been made since 1858 and while crude compared with the present Sucker State, they claim were superior to the product of any other drill factory of that time. They also claim that a comparison of the present machine with those of competitors will establish the claim that by reason of an original advantage and a longer and more thorough experience, the superiority of Sucker State Drills has been upheld. They wish to assure the patrons of Sucker State Drills that the high quality will be maintained, and, with increased facilities, they will be able to take care of your trade promptly. To the trade in general an investigation of the pages of their catalogue will reveal their claims of superiority justifiable.

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REVIEW OF THE MARKETS.

WIRE NAILS: The demand is somewhat improved without change in prices excepting for slight reductions at competitive points. Quotations are as follows, f.o.b. Pittsburgh, 60 days, or 2 per cent. discount for cash in 10 days:

Carloads to jobbers	$1.80
Carloads to retailers	1.85

New York.—Demand is fair and market remains firm. Annoying delays in the handling of shipments by transportation companies are reported.

Single carloads	$1.99
Small lots from store	2.05

CUT NAILS: The Cut Nail Association will meet July 26. Present demand fair. Prices for carload lots $1.70 base, f.o.b. maker's mill. Iron Cut Nails for delivery at Pittsburgh, Buffalo and all points west of these cities, 10 cents advance per keg on Cut Steel Nails.

New York.—Carloads on dock	$1.89
Less than carloads	1.95
Small lots from store	$1.95 to 2.00
Pittsburgh.—Steel cut f.o.b. mill	$1.70
Iron cut f.o.b. mill	1.80

Chicago.—Market very dull.

Carload lots	$1.90 to $1.95
Small lots from store	2.00 to 2.10

BARB WIRE: Dullness of market brings reports of shading of prices by a few jobbers and mills with stocks on hand. Quotations are unchanged, as follows, f.o.b. Pittsburgh, 60 days, or 2 per cent. discount for cash in 10 days:

	Painted.	Galv.
Jobbers, carload lots	$1.95	$2.25
Retailers, carload lots	2.00	2.30
Retailers, less than carload lots	2.10	2.40

Chicago.—Prospects for Fall trade very good, based on numerous inquiries. Official prices are:

	Painted	Galv.
Jobbers, carload lots	$2.10	$2.40
Retailers, carload lots	2.15	2.45
Retailers, less than carload lots	2.25	2.55

SMOOTH FENCE WIRE: Market firm, except for a slight shading at some competitive points. Quotations are as follows, f.o.b. Pittsburgh, 60 days or 2 per cent. discount for cash in 10 days:

Jobbers, carloads	$1.65
Retailers, carloads	1.70

These prices are for base numbers, 6 to 9. The other numbers of Plain and Galvanized Wire take the usual advances.

WINDOW GLASS: Prices were advanced 10 per cent. at a meeting of the Western Window Glass Jobbers held July 13.

LINSEED OIL: An advance of one cent was made on July 13, and another on July 17, and an additional increase of 1 cent per gallon took place on July 22. The following are the quotations, f.o.b. New York, announced by the Dean Linseed Oil Co.: In lots of 5 barrels or more, 53 cents per gallon, of 7½ pounds. In lots of less than 5 barrels, 54 cents per gallon, of 7½ pounds.

Boiled Linseed Oil, 2 cents per gallon higher than Raw.	
Calcutta Oil	60 cents per gallon.

ROPE: Market is weak and demand rather light. General quotations are as follows:

	Cents per pound.
Pure Manila, 7-16 and larger	11½ to 12
Pure Sisal, 7-16 and larger	10
No. 2 Sisal, 7-16 and larger	8

Less ¼ to ½ cent to the large trade.

IMPORTANT CHANGE OF DATE.

The November meeting of the National Hardware Association and the American Hardware Manufacturers' Association will be held November 8th, 9th and 10th, instead of the 15th, 16th and 17th. This change has been made on account of the possibility of an extra session of Congress on the week commencing November 13. The headquarters of the manufacturers will be at the New Williard, Washington, D. C.

TENNESSEE TRADE.

NASHVILLE, TENN: We take pleasure in advising you that the conditions in the Hardware trade of this section are very satisfactory, while the volume of business is never very great in mid-summer, at the same time it is up to the usual standard. Some of the salesmen and a number of the house employees are, of course, taking their annual vacations, but everybody has about as much as they can do, and the orders that are being sent in by the travelingmen on the road are for good quantities and cover a wide range of goods. Liberal orders are being placed for Fall and Winter merchandise.

Such lines as Guns, Cutlery, Heating Stoves, Stove Pipes, Toy Wagons, Lanterns, Horse Collars and Saddlery goods are all moving well. Prices are being well maintained, and, in fact, we consider the market in a firmer and stronger condition than it has been for the past two or three months. The reports that we get from the South on the crop prospects are very satisfactory, as a whole, but in some sections the excessive amount of rains have done a good deal of damage. The corn crop will be as good as usual, the wheat crop in Tennessee will be short, the cotton crop in the South will be light this year, but the advance in the price will more than balance for the shortness of the crop.

We are making preparations to handle a very large business during the Fall and Winter months, and we feel very confident that our expectations will be realized.

GRAY & DUDLEY HARDWARE CO.

KENTUCKY TRADE.

"Trade in Louisville and surrounding country is as good as could be expected," said W. B. Belknap in this office a few days ago. "Farmers are generally prosperous, for while the potato crop is being marketed at a very low figure, other products are bringing good prices." Mr. Belknap's firm is erecting a new building for their rapidly growing business. In the office will be installed a system for washing and cooling the air so as to make the interior an even temperature at all times. Mr. Belknap says that he believes that taking such good care of the people in his office that they will feel better when they go home at night than when they came in the morning.

GEORGIA PROSPEROUS.

ATLANTA, GA.: It would be folly to find fault with the volume of business, which can only be described as highly satisfactory.

If we were naturally grumblers, this condition ought to put us in a better frame of mind. The freedom with which the orders are coming in, coupled with the short force due to the summer vacations, has made our shipping and billing departments "get busy" in earnest.

We are glad indeed to attribute this satisfactory condition to the general prosperity of the farmers. We are glad to see them "on top," and we hope that they may long continue in such condition financially, so that they will be able to supply themselves and families with the many comforts to which they are entitled by never-ending hard work.

KING HARDWARE CO..

ILLINOIS.

PEORIA, ILL.: Trade conditions are good and prospects better.

CLARK, QUIEN & MORSE.

OREGON.

PORTLAND, ORE.: Hardware in Portland is moving fairly well in spite of the season. Although it was to be expected that this would be a dull time of the year, so far the amount of business done has been rather larger than is customary. Bridge and structural iron is in considerable demand, not only locally, but generally throughout the country. CORRESPONDENT.

THE JOBBERS' SIDE.

CLEVELAND, OHIO.: If a manufacturer could compel jobbers, retailers and consumers to buy only the factory brand it would be folly for them to make special brands. But jobbers and retailers would be greatly handicapped if they were compelled to handle only the same brands. Three or four retailers in the same place prefer different brands, as it is better for each of them that this should be so. The custom long established among jobbers of giving their customers exclusive sale of certain brands is a benefit to both jobbers and retailers. The claim that factory brands are superior is an attempt to beg the question. No jobber would allow a second-class manufacturer to make the goods upon which

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his own reputation depends goes without saying. If the purpose of special brands was to buy them cheaper, the plan would have failed long ago. More attention is given to the quality of special brands than to any other goods a jobber handles. It is a compliment to any manufacturer to get an order from a good house, for special brands, for it makes him a permanent customer if he does his part. No jobber will change the maker of his special brand unless he is compelled to do so. One of the most perplexing problems is presented when this becomes necessary. If a manufacturer takes an order for 1,000 dozen axes at the price 25 cents less than his price for 10 dozen factory brands, it is not because they are to be a lower grade, but because of the size of the order, and if the jobber gives his customer this 25 cents, he is enabled to do so on account of his large order. Jobbers having three to five hundred customers to whom he gives exclusive sale can only protect them by controlling the brand. And in closely caring for the quality of his special brand he has secured himself valuable rights which it would be a serious loss to relinquish. The popularity of special brands among consumers is an adequate guarantee of their quality and no attempt to abolish such brands will succeed.

The Lockwood-Taylor Hardware Co.,
C. B. Lockwood, President.

TRADE IN THE SOUTH.

(Special Correspondence.)

New Orleans, July 18.

Prospective high prices for cotton, increasing export trade, immediate local prosperity, and ever developing activity in the timber section, have all united to cause considerable material progress and growth in the facilities for handling the Hardware trade of the city. During the past two weeks, despite hot weather and the drowsy atmosphere of midsummer, there have been planned and announced several rather important moves in the iron and steel manufactured goods world. The general volume of trade, lagging a trifle during the last two weeks in June, was pulled a trifle higher during the first two weeks in July by several features—chief among them the increasing demand for mill supplies and machinery fittings for the machinery belt in the pine lands, and in the constantly widening field for builders and structural goods in the immediate local market.

One of the most conspicuous features of the past fortnight has been the anonuncement that E. C. Atkins & Company, of Indianapolis, Ind., saw and tool manufacturers, were to open here a general headquarters for the Southern trade, together with a repair shop that would practically be a factory in itself to begin with, and certainly so during the not distant future. N. A. Gladding, vice-president and secretary of the corporation, has been in New Orleans arranging the details.

"Our coming to New Orleans," said Mr. Gladding, "is entirely due to the development of the field for our particular line of goods—and to the fact that in the future New Orleans will be nearer what we believe will be another great field—the hardwood forests of Central and South America." This is one of several similar enterprises that have established themselves here within recent weeks in greater or less degrees of importance.

In the local retail world, several evidences of changed conditions are in view. A. Baldwin & Co., having now approximately prepared for its use a great warehouse on the Illinois Central tracks, and having improved its facilities in the center of the city, is going to treble its ground floor area for the local retail department—the department that is just now busiest in catering to the house building, house fitting and house furnishing trade.

Woodward-Wight & Company, while dealing more in the Heavy Hardwares, has also made preparation for a more generous handling of the goods that appeal more directly to the local and immediate domestic trade.

The United Hardware Company, the new institution founded little more than one year ago, has increased its working force and is preparing to augment its facilities for handling wholesale trade.

Despite the stagnation in the implement trade, the agencies here have all kept at their early spring determination to increase their facilities. The Southern Moline Plow Company, operating through the agency of Victor Loisel, incidentally the United States Marshal at this point, has moved into its new Magazine Street location, and has just about finished fitting up the show rooms and getting the country visitors in the habit of seeking the right neighborhood. B. F. Avery & Son have also increased their storeroom in Canal Street.

Export business has held up exceptionally well during the past two weeks. There have been further Panama contracts, and those firms that have not succeeded in getting any of the plums thus far have been taking the stump in various ways to explain why they have done nothing and how it is that they will accomplish much in the future.

Rejuvenation of the river business has been a theme on many lips during the past fortnight, due chiefly to rumors of the establishment of a through line of river steamers to St. Louis and to Cincinnati. The significance of this is apparent to those who remember the implement and Hardware traffic that once came down the Mississippi River on the big steamboats that then plied between New Orleans and St. Louis and Cincinnati.

Jones & Laughlin Steel Company and the Lukens Iron Works are reported to be seriously considering the establishment of a barge line out of Pittsburgh, and the erection of big central distributing warehouses in New Orleans capable of caring for the export trade that these two firms expect to gain in the South American business.

While as yet the plan is merely tentative, it is being mapped in detail that it may be passed on. This is similar to the project proposed about eighteen months ago by the implement factories of Moline and Rock Island.

Meantime, a number of capitalists in New Orleans are seriously debating the project of putting on big through packets to St. Louis, capable of handling big cargoes of wagons, implements and whatever other freight requiring moderate freights and easy time, could be handled. The Hardware men of the city are deeply interested in the situation.

Good results are attending the action of the various committees of the several exchanges looking to the bringing in of manufacturing enterprises to New Orleans. Already a flood of correspondence has been started with all the manufacturing centers, and it is prophesied that several considerable establishments will soon be located here through the instrumentality of the movement.

THE PACIFIC COAST.

San Francisco, July 20.

The feeling all over the coast is one of confidence in a continuation of the prevailing good times, current indications being such as to maintain the optimism which has pervaded this section of the country for half a dozen years. The domestic and export trade of the three Pacific States continues brisk, real estate and building operations are very active, and both city and country banks reports money plentiful and easy at moderate rates of interest. To quote the venerable W. W. Montague head of a pioneer house in the trade "the signs of this coast are especially promising. We are to have good crops of almost everything, according to present indications. The wheat and barley crops are not turning out as heavy as promised earlier in the season, but the decrease in yield is largely offset by the good prices ruling. The shortage in the apple crop in the East, coupled with light crops of prunes and pears on this coast, point to a lively market for dried fruits this year, and prunes have already gone up 100 per cent. during the past month, and are still gradually rising. Prices for this important product bid fair to be better this year than for five years while the demand is correspondingly increasing, not only in this country, but in Europe. Stocks of canned fruit are being rapidly taken by the consumptive trade at excellent prices and the fresh fruits are accordingly stimulated. The hop industry is active, with prices away above cost of production. Beans too and dairy products are also bringing prices more than satisfactory to the producer, but cattle and sheep are not as high as they were a year or so ago, while the supply of both is apparently fully up to the current requirements."

A month ago it was related in this correspondence that President Bennett of the State Retail Hardware Association, had returned in a jubilant frame of mind from a Southern Coast trip, all because the trades association of Los Angeles had arbitrated differences of opinion that bode no good for the society and was again in harmonious working order, and now, this week, he was found in his store in this city enjoying a recurrent condition of jubilation, produced by the assured fact that the San Joaquin Valley Retail Hardware and Implement Association, with headquarters in Fresno, had followed the reunited action of the Southern Retail Hardware and Implement Association of Los Angeles. The Fresno trades people, as an association, had had troubles of their own that kept them apart for months as association co-workers.

Since the recent filing of a deed of record conveying the Union Iron Works of this city to George R. Sheldon of the Borough of Manhattan, New York City, in consideration "of certain valuable considerations and the sum of $100" business has been booming at the Union Iron Works. This week's news at this mammoth industrial enterprise is that keels have just been laid for two immense freighters of the American-Hawaiian steamship line to be built within a year, to go into service between this port, Honolulu and New York. These two big vessels are to be named the Columbian and Mexico. Each will be equal in size to the Texan, the biggest fleet of steamships.

Industrial Press Association.

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FILES

Nicholson
Arcade
American



Great
Western
McClellan

"These Brands are Sold by all Live Hardware Merchants"

RASPS

Kearney
& Foot
Eagle



J. B. Smith
"X-F"
Gold Medal

MANUFACTURED — BY — NICHOLSON FILE CO., - Providence, R. I.

CYCLE TRADE MEETING.

The fourth annual meeting of the National Cycle Trade Association will be held at the Astor House, New York, Tuesday and Wednesday, July 25th and 26th.

The following is the programme for this meeting:

TUESDAY, JULY 25.

10.30 A. M.—Meeting of Executive Committee in Secretary's office.

11.30 A. M.—Meeting of Active Members, Astor House, Room 74, corner Broadway and Vesey Street.

2.00 P. M.—Joint Meeting Jobbers and Manufacturers at Astor House.

Address of President—Charles L. Kelsey.

Address of Welcome to the Jobbers by Ralph D. Webster, Elmira, N. Y.

Response by Charles H. Turner, Albany, N. Y.

Address by Secretary, A. M. Scheffey.

Short addresses by members of the Association.

Introduction of Resolution by F. I. Willis on Co-operation of Manufacturers and Jobbers of Automobile Supplies. Seconded by C. W. Leng.

Dinner—6.30 P. M. Cafe Martin, Broadway and 26th Street.

Theatre Party—8.05 P. M. New York Theatre Roof Garden, Broadway and 45th Street. Vaudeville and "When We are Forty-one," headed by Harry Bulger, Elsie Janis and Dorothy Morton.

WEDNESDAY, JULY 26.

10.00 A. M.—Meeting Executive Committee in Secretary's office.

10.30 A. M.—Adjourned Joint Meeting if necessary at Astor House.

12.00 Noon.—Excursion to Coney Island, Luna Park and Dreamland via Iron Steamboat Company boats, leaving New York as follows: Pier 1, North River, 12.15 P. M., 1, 1.45, 2.30 and 3.15 P. M.

Leave 22nd Street, North River, 11.45 A. M., 12.30, 1.15, 2.00, 2.45 and 3.30 P. M. Music on boats.

Visitors are requested to apply for tickets to William J. Surre, Chairman, at Astor House, Room 74, at 10 A. M., Tuesday, July 25th.

The officers of the association are as follows: Charles H. Kelsey, Buffalo, N. Y., President; George T. Robie, Chicago, Ill., First Vice-President; Brace Hayden, San Francisco, Cal., Second Vice-President; Charles H. Turner, Albany, N. Y., Third Vice-President; Charles J. Schmelzer, Kansas City, Mo., Fourth Vice-President; A. M. Scheffey, Secretary and Treasurer.

A PRICE MAINTENANCE DECISION.

The recent decision of Judge Ray of the United States Circuit Court should act as a warning to Jobbers and Manufacturers to use special care in the making of Price Maintenance contracts. This decision was given in a suit by a firm of book publishers against Macey & Co., of New York, to restrain the latter firm from cutting prices on books. Macey & Co. maintain their right to sell merchandise bought by them for whatever price they pleased, and the court, in deciding the case, supported this contention.

In the decision Judge Ray said:

"To compel all publishers of and dealers in copyrighted books to come into the combination, submit to and be controlled by it and sell books at prices fixed by it, regardless of the value of the books, etc., or of the exigencies of the trade and situation of the seller, or be deprived of the privilege of purchasing, owning and selling such books. In short, such as refuse to come in are to be crippled or, perhaps, ruined in their business. As the combination extends throughout the United States, by the very terms of the agreement interstate commerce is necessarily restrained. A judgment for the complainants in this action will restrain interstate commerce.

"When all publishers of and dealers in copyrighted books—and nearly all new books are now copyrighted—combine to exact a fixed arbitrary price, etc., the readers of books become powerless, if they would read at all, not because of the monopoly granted or sanctioned by the Government in granting the copyright, but because of the new monopoly (the conspiracy of monopolists), created by the agreement and combination of these monopolists, one that is forbidden and denounced by the act of July 2, 1890 (26 St. L. 209), entitled, 'An act to protect trade and commerce against unlawful restraints and monopolies.'

"The defendants have not infringed and are not threatening to infringe complainants' copyright, nor have they violated any contract. The complainant is seeking to enforce against defendants an unlawful combination agreement to which such defendants are not parties, and by which they have not consented to be bound in selling books of which they are the absolute owners. The same result on a similar state of facts as to the effect of such notice was reached by the court in Bobbs-Merrill Co. v. Snellenburg, 131 Fed. Rep., 530.

"The defendants are entitled to a decree dismissing the complaint with costs."

STANLEY RULE & LEVEL CO.

NEW BRITAIN, CONN., U. S. A.

Improved Carpenters' Tools.

SOLD BY ALL HARDWARE DEALERS.

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OUR BRITISH LETTER

London, July 15, 1905.

(*From Our Special Correspondent.*)

COMING EVENTS.

During the holiday season, while trade is slack, many provincial ironmongers gladly avail themselves of the opportunity afforded by cheap excursions to visit the metropolis. The month of July has, during recent years, been largely chosen for these annual visits by country ironmongers in order that they might combine business with pleasure. The Ironmongery Exhibition, which has been held annually at the Agricultural Hall, London, for some years past, has been gradually growing in favor, until it is now a recognized event which few up-to-date ironmongers care to miss. I understand that the committee of management have been exceptionally fortunate this year in securing the cooperation of manufacturers of all kinds of general ironmongery, and, from letters which I have recently received from some of the leading makers who intend showing at that Exhibition, it is quite evident that the forthcoming show will be ahead of any previously held. In my next letter I hope to give an account of some of the exhibits, and also to draw attention to the chief American specialties shown. In another paragraph I allude to the Royal Show which has just been held in London. There are still several important county agricultural societies' meetings to be held in the provinces, and there are indications that many of these local shows will be specially interesting, and that the exhibits of British, American and Canadian implements and machinery will still further tend to create a demand for the use of modern inventions, whereby labor may be saved and time economized. The necessity for labor-saving contrivances in the harvest field is more and more apparent as the cry of "back to the land" becomes louder year by year, and as the keenness of competition which faces the British farmer increases.

A very interesting Musical Trades' Exhibition will be held next month at Islington, when some excellent instruments will be on view. I understand several importers of American organs will have good stands. The instrument trade is very closely allied to the Hardware and house furnishing businesses, both of which classes of traders are enabled to introduce the sale of musical instruments with marked success. The interest in electrical development continues to increase and Hardwaremen show their appreciation of the value of electrical contrivances for domestic machinery, lighting, motive power, and for sundry work, by the increased attention they are giving to this subject. A well attended Electric Tramway and Railway Exhibition has just been held in London, and, from information elicited during the Exhibition, from the stall holders, it is evident that some good business was done. A very important Electrical Exhibition is to be held in London in September next. The promoters have every confidence in its success, and so considerable has been the demand for space that Olympia, a very large and important building, has been secured as the location. Many factors, wholesale Hardwaremen and ironmonger electricians are looking forward with pleasure to this important event.

A SERIOUS INDICTMENT.

Senator Best, of the Australian Commonwealth, when addressing a large gathering of British merchants a few weeks ago in the City of London, made a serious indictment of British trade methods. He stated that "The United States of America and Germany are not only ousting Great Britain from her foreign markets, but they are flooding her home markets with goods cheaper than they can make them."

Senator Best paid a high tribute to the pushfulness and tenacity of American travelers and spoke of the tact and energy with which they assailed the markets of the world. The care with which American makers study the requirements of their customers was emphasized. He further pointed out that Americans are very quick and apt in the formation of tools specially fitted for certain purposes. He also mentioned that Australian carpenters had found American hammers more suitable for general work than those they were using; hammers were only one instance of a large group of tools of American types now being introduced in Australia very successfully. The boxing and packing of American tools is acknowledged by English merchants and Colonial buyers to be A1, but Senator Best concluded his remarks by saying that he had found English manufacturers were now closely following American lines of packing, and he endorsed the opinion which has lately been frequently expressed that the more advanced British manufacturers are well able to cope with their American contempories in the finish and packing of their goods.

CAN IRONMONGERS RETRIEVE THEIR POSITION?

It is now very generally being conceded that the ironmongery trade of this country is gradually loosing a considerable portion of its business in consequence of the encroachments of other traders. A gradual process of absorbtion has been going on until a very large portion of the furnishing ironmongery trade has been secured by house furnishers, drapers and general storekeepers. There are a number of traders who, falling far short of the American standard of a general storekeeper, carry on very extensive retail businesses, and, as these businesses grow, and as they are able to secure suitable additional premises, add first one department and then another until almost the whole of the household requirements in house furnishing goods may be obtained under the one roof. In this way drapers have added ironmongery branches, cabinet makers have laid in stocks of household ironmongery, and, even grocers have become ironmongers, selling largely culinary utensils, cleaning materials and domestic machinery. The problem to be solved is. How far this encroachment can be stayed? after which the question will arise, Can the business already lost be recovered? Such questions as these are forcing themselves under the notice of Ironmongers' Associations, and even individual and isolated ironmongers are waking up to the fact that something must be done to prevent the old trade, once so well conserved. going to pieces.

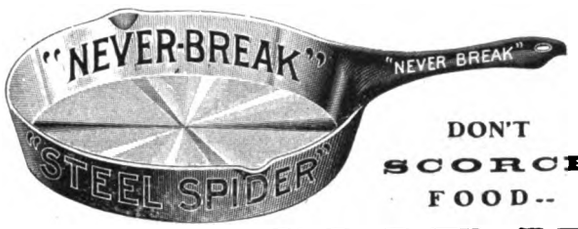
ANOTHER MOVE.

Already the builders, builders' ironmongers, and architects are becoming familiar with building trades' exhibitions, and are recognizing the importance of being able to pay periodical visits to these shows, where manufacturers take care to bring under their notice new inventions, economic contrivances, and safety appliances. Another move in the same direction, but of a more permanent type, has just been made in Birmingham, where a Builders' Exchange has been opened. Already about 230 firms have joined the Exchange, and have made arrangements to keep permanently on view specimens of up-to-date Builders' Hardware and ironmongery used in the construction and fitting up of modern dwellings, warehouses, etc. During a recent inspection of some of the exhibits I was much struck with the number of American specialties on view, which fact seemed to be rather unexpected in Birmingham the centre of the Black Country, where so much British Builders' Hardware is manufactured. Doubtless the Exchange, which will be opened daily to builders, merchants, contractors and architects will be the means of introducing more and more the use of new and improved builders' ironmongery.

THE ROYAL SHOW—A VERY POOR ATTENDANCE.

The most important event of the year to agricultural implement agents, ironmongers located in country districts, and others interested in the sale and use of agricultural implements and machinery has just taken place at Park Royal in the outskirts of the metropolis where the Royal Agricultural Society of England has just held its annual show. During the last few years the society has had to write failure, financially, in the report of its annual exhibitions. This year the well wishers of the society were in hopes that the special efforts made to redeem the past losses would be successful; unfortunately the small number of persons who passed the turnstiles has again shown that Londoners are not prepared to countenance the great work of agriculture by their presence and support. What the society will decide to do for the future is, of course, unknown, but, doubtless, some steps will be taken, either to revisit the great provincial centres, or by some process of reconstruction still continue to promote the interests of agriculture in this country. From the point of view of a well staged show, although occupying less space than on former occasions the "Royal" recently held was an ideal exhibition, not only of implements and machinery, but of cattle, horses and in fact of all that is new and dear to the heart of the farmer. The implement yards and the machinery-in-motion section were beautifully laid out and arranged conveniently so that the different groups representing the various kinds of farm work and procedure could be readily visited. Their Majesties, the King and Queen, the Prince of Wales and other distinguished visitors were present and inspected the chief features of interest on view. Although from a business standpoint the recent "Royal" left much to be desired, some very good sales were made, and, I understand, the American manufacturers who were present had very little cause to complain, their excellent machines and implements being well supported. The International Harvester Company was represented by all the different branches who have separate establishments in this country, one of the most prominent stands being that of the Osborne-Plano Company, Ltd., the British company who handle so successfully "Osborne," "Plano" and "Milwaukee" harvesting machinery.

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DON'T SCORCH FOOD--
COOK IT

"NEVER-BREAK" Seamless Stamped Steel Cooking Utensils have been on the market over twenty years.

Acknowledged the standard of excellency as to quality, style and finish.

Not made of thin sheet steel, but of proper thickness to insure right cooking, no scorching or burning of food.

Don't absorb grease like cast iron ware, nor chip like enamel.

Write for "Frenzied Cookery" blotter—also free catalog.



The Avery Stamping Co.
Cleveland, O.
Sole Mfrs "Never-Break" Goods

"A cynic, is he? Then take all he says with an ounce of civet and a grain of salt."

"Some men are born businesslike, my dear, the same as they're born bow legged."

"Women's hearts never break nowadays, but, oh, how often they wither!"

"Our Manhattans of the mind have always been their Boweries of the blood!"

"'The defeated heart,' sighed the woman in black, 'has the habit of burying its own dead!'"

"These souls of ours are like railway bridges—they can be reconstructed even when the trains of trial and temptation are creeping over them!"

"It is the under crust of motive that is the test of the moral pie!"

"A Tough Proposition"

for a sledgehammer is the newest and best Screw-Driver on the market to-day:

THOMSON'S INDESTRUCTIBLE

It's the best proposition for you though, because it is, as its name implies, indestructible.

* * *

We don't just say it's indestructible—



We Guarantee

it's being so, because it's drop-forged from the best steel—cap, ferrule and blade, which is of one piece, extending through handle to cap.

* * *

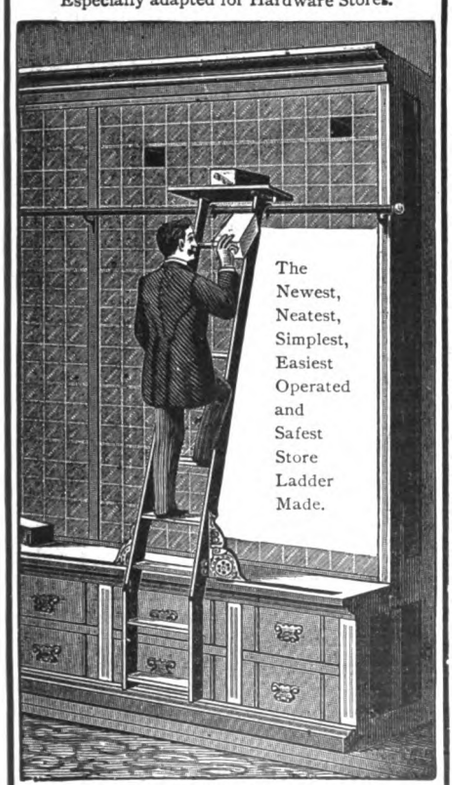
Sizes 2½ to 30 inches.

* * *

We make all kinds of drop-forgings.

Thomson Drop Forge Co.
Plantsville, Conn.

The **BICYCLE STEP LADDER.**
Especially adapted for Hardware Stores.



The Newest, Neatest, Simplest, Easiest Operated and Safest Store Ladder Made.

Ask about the new **noiseless** track.
Highest award World's Fair.
WRITE US.
THE BICYCLE STEP LADDER CO.,
65 Randolph St., CHICAGO, ILL.

ELEVATORS & DUMB WAITERS
We make a specialty of manufacturing them. Also appliances for same.
O'NEILL ELEVATOR CO. 628 Cherry Street, Philadelphia Pa.

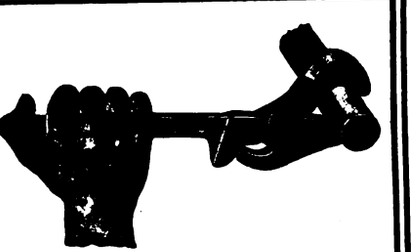
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MANUFACTURERS
Notary, Lodge and Corporation Seals,
Send for Catalogue. BRIDGEPORT, CONN.

Improved Quick and Easy Rising Steam, Electric and Hand Power
ELEVATORS
Send for Circulars.
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The Bullard
Automatic Wrench

The best combination Pipe, Monkey and Ratchet Wrench. Has no flaws, or faults. Strongest where other wrenches are weakest. Does quicker and better work than similar wrenches. Sells quicker, too.



Handiest for all
Un-Get-At-Able Places
Get our "Wrench Book." It tells a convincing tale.

Bullard Automatic Wrench Co.
257 W. Exchange St., Providence, R. I.



The Champion Metallic Base Knobs
NEVER BREAK
(TRADE MARK)
Can be screwed into hardwood without injury. Ingeniously constructed rubber button easily replaced. Made in either Steel, Brass or Bronze and all Finishes to match other hardware. Manufactured only by
THE CHAMPION SAFETY LOCK CO., Geneva, O.

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HARDWARE DEALERS' RECORD.

Hardware dealers, the country over, are requested to contribute to this page. News of new stores, changes, improvements, etc., will be gladly received, and promptly published.

New Stores, Incorporations, Etc.

Ashtabula, Ohio.—The Adams Hardware Co., with a capital of $10,000, has been incorporated by F. R. Hogue and others. Officers: J. G. Mitchell, president; E. N. Goddard, vice-president; H. E. Adams, secretary and treasurer.

Carson, Iowa.—G. W. Berkhimer is about to open a Hardware, stove, sporting goods and notion store.

Chicago, Ill.—Paddock & Grenoble Hardware Company has been incorporated; capital, $10,000; incorporators: L. A. Paddock, C. M. Grenoble, G. W. Allen.

Chillicothe, Ohio.—Messrs. Stocklin and Herrnstein have opened a new Hardware store on North Paint Street.

Fort Smith, Ark.—The O'Shea & Hinch Hardware Co. has been incorporated with an authorized capital of $25,000 to conduct a wholesale and retail business in shelf Hardware, stoves, tinware and agricultural implements.

Ingram, Wis.—M. Y. Cliff & Co. have opened a general Hardware business.

Jonesboro, Ind.—Jonesboro Hardware Company has been incorporated. Capital stock, $10,000. Directors: Byron S. Jackson, George H., Clara H. and Jennie Jackson.

Leonard, Texas.—The Girder-Wilson-Manning Co. has been incorporated to transact a retail business in Hardware, tinware, agricultural implements, furniture and vehicles, with a capital stock of $20,000.

Niobrara, Neb.—A. D. Hans & Co. have engaged in the Hardware and Implement business.

Oklahoma City, Okla.—A new concern under the name of the Larimore Hardware Co. will be located in the building corner of Grand and Broadway.

Parkersburg, W. Va.—The Hardware firm of Rector Bros. & Rardin, on Market street, on July 1st was incorporated under the corporate name of Rector Bros. & Rardin Company, with a capital stock of $50,000. The following Board of Directors was elected: E. C. Rector, W. M. Rector, T. E. Rardin, C. T. Dutton, J. C. Buck and E. L. Coleman. The Board of Directors organized by electing officers as follows: T. E. Rardin, president; J. C. Buck, vice-president; C. T. Dutton, secretary; W. M. Rector, treasurer; E. C. Rector, manager, and E. L. Coleman, attorney.

Reading, Pa.—The Geo. C. Unger Hardware Co. has been incorporated with $50,000 capital stock. The officers are: President, George C. Unger; vice-president, Eli Attwood; secretary and treasurer, H. Christian Huber.

Schulykill Haven, Pa.—Frank Starr and Geo. W. Beddell, of Port Carbon, on July 1st opened a Hardware store. Both are experienced in their line of business.

Texarkana, Texas.—The Timber Lake Hardware Co. has been incorporated with a capital stock of $20,000. Incorporators: E. D, Dyer, W. C. Timberlake, J. E. Morris, Will B. Stuart.

Waterville, Wash.—W. J. Kruger is opening a new Hardware store.

Changes.

Bowling Green, Ohio.—J. H. Folk, one of the old Hardware merchants of this city, has sold his interest in the firm of Hopper & Folk to J. J. Hopper, who, with his son, will continue the business.

Elba, Neb.—Miller & Brown have been succeeded in the Hardware business by F. W. Brown.

Edna, Kan.—Hammer & Tilton have sold their Hardware business to G. W. Reasor.

Franklin, Iowa.—Aug. Reuter has succeeded to the Hardware business of A. Reuter & Co.

Freeport, Ill.—Joseph Genant, who has been associated with Peter Graalman in the Hardware business for several years, has sold his interest to A. H. Wieman and the firm name will be Graalman & Wieman.

Jonesboro, Ark.—Jeter, Turner & Co. have been succeeded in business by the Jeter Hardware Co.

Jefferson, Okla.—F. P. Ewing has purchased the interest of F. J. Kover in the Hardware and furniture firm of Bradley & Kover.

Le Roy, Ia.—A. S. Stults has purchased the Hardware business of Rea & Rumble.

Lexington, N. C.—The Peacock-Springs Hardware Co. have dissolved co-partnership, J. L. Peacock withdrawing from the firm. Richard and Holland Springs have purchased Mr. Peacock's interest.

Los Angeles, Cal.—Dunham & Son have sold their Hardware business to W. F. Mueting & Co.

Marysville, Cal.—Chris Mayer and Lloyd Ashley, who formed a co-partnership a few months ago and purchased the Gridley Hardware store, have decided to dissolve partnership and Mr. Mayer has purchased the interests of Mr. Ashley in the business.

Mitchell, Neb.—A. Cochran has purchased the Hardware and furniture business of J. W. Richardson.

Monroeville, Ohio.—The Hess Hardware Co., of Monroeville, Ohio, has succeeded Zipfel & Wilhelm in the shelf and heavy Hardware, stove, implement, paint, sporting goods, plumbing and roofing business. J. C. Wilhelm will be identified with the new company.

Mounds, I. T.—W. M. Piles & Son have sold their Hardware and Furniture business to M. A. Staley.

Orange City, Iowa.—James Kraai has sold his third interest in the Hardware firm of De Cook & Co. to J. K. Brink.

Reger, Mo.—Myers & Johnson have sold their Hardware business to Rogers & Son.

Shickley, Neb.—Wm. C. Milroy has sold his Hardware business to McPherren Bros.

Sparta, Tenn.—T. H. Mason & Co. have been succeeded in business by the Mason-Everett Hardware Co.

Spokane, Wash.—The Holley-Mason-Marks Co. has been succeeded by the Holley-Mason Hardware Company.

Triplett, Mo.—Reed & Merrifield have succeeded to the Hardware business of T. G. Reed.

Utica, N. Y.—The firm of Stephenson Bros., Hardware dealers, has been dissolved by mutual consent. The business will hereafter be conducted by Robert L. Stephenson.

Wanette, Okla.—Smith & Simmons, Hardware dealers, have discontinued their branch at Asher.

Washtucna, Wash.—J. M. Pearson has sold his interest in the Hardware firm of Pearson Bros. to J. W. and W. D. Pearson, and they will continue under the same name.

West Point, Neb.—G. L. Neiburg has succeeded to the Hardware business of Neiburg & Stolzman.

Spokane, Wash.—The Hardware firm of Holley, Mason, Marks & Co. filed supplemental articles of incorporation yesterday changing its name to the Holley-Mason Hardware Company. F. H. Mason is president; F. J. Finucane, vice-president, and Gustave Reith, John D. Chickering and Julius Havighorst, employees, are directors. The change merely affects the name of the company. Its capital is left as before, at $400,000. The recent project whereby the capital was to be increased by the issuance of $400,000 in preferred stock, of which Charles Sweeny was to be a heavy purchaser, has been dropped. Mr. Sweeny stays out of the company. Mr. Finucane, his financial representative, has personally bought a large block of stock, and his formal election as vice-president has followed.

Valley Junction, Iowa.—The True & Pollard Hardware stock was recently conveyed to the Brown-Hurley Company, of Des Moines, together with the fixtures, book accounts, etc., for a consideration of $2,128.

Waterloo, Iowa.—On May 20, 1905, the authorized capital stock of the Cutler Hardware Co. was increased from $80,000 to $110,000, and amended articles of incorporation were filed on May 22. The paid-up stock, which was formerly $75,000, will be increased to $100,000. The increased capitalization of this well-known wholesale Hardware company marked an important step in the development of a business which has grown rapidly and, withal, permanently.

Wichita, Kan.—F. G. Smyth & Sons, Hardware and Implement dealers, have commenced the erection of a fine new warehouse on North Santa Fe Street, immediately north of the old wareroom which stands near the corner of Douglas Avenue and Santa Fe Street. The building when completed will involve an expenditure of $35,000. The new warehouse will easily outrival any building of the kind in Wichita, and will be used for storage and transfer of implements.

Youngstown, Ohio.—The Morris Hardware Company has decided to erect the largest warehouse in Youngstown on East Commerce Street. It will extend from Champion to Walnut Street, a distance of 315 feet. It will be 40 feet wide and three stories in height, with basement. The building will be of brick and cost $60,000. There will be no fancy work about the structure, which is planned for warehouse purposes exclusively. Work will be started at once.

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ASK FOR "AGENCY"

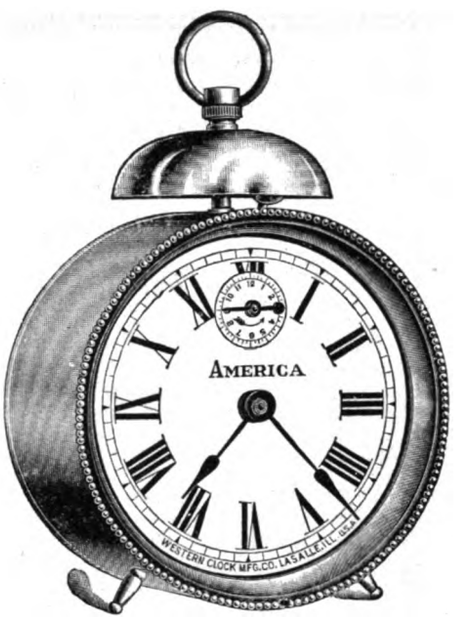


Our advertisements in popular magazines this year during May, June and July will occupy large space commanding the attention of nearly 7,000,000 readers monthly. This advertising creates the demand. We sell through the trade exclusively so far as possible. Write for "agency proposition."

HAGGARD & MARCUSSON COMPANY
Manufacturers
425 South Canal St., Chicago

COMFORT SWING CHAIR

The America Alarm



Gives you an opportunity to offer a clock, accurate, efficient, guaranteed, at a remarkably low price and is sold at a figure that leaves you plenty of room for profits. Your jobber has the "America."

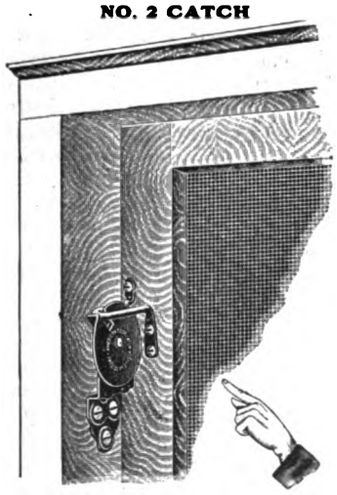
The Western Clock Mfg. Co.
La Salle, Ill.

NEW YORK
51 Maiden Lane

CHICAGO
131 Wabash Ave.

American Door Catch

NO. 2 CATCH



A few places where the No. 2 catch can be used: Screen doors, cupboard doors, house doors, cabinet doors.

It keeps out the FLIES and dust.

Stops rattling, prevents warping, and door from being blown open by draughts.

FOR

All Seasons

Goes on inside of door and can be locked.

No. 1 Retails 25c.
No. 2 Retails 15c.

THE BEST CATCH ON EARTH, AND AT THE RIGHT PRICE.

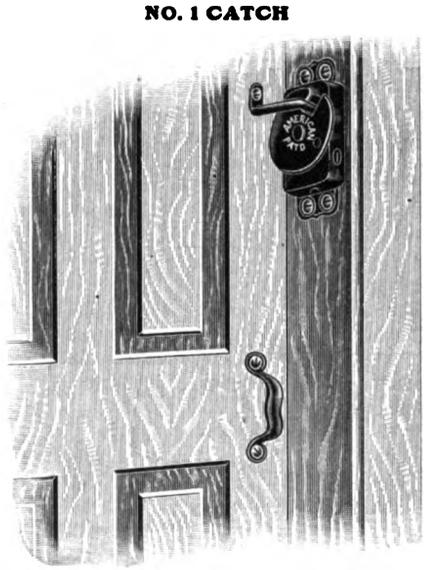
Sold by all Leading Jobbers.

Drop a postal for sample catch, mailed free. Attach it to a door and note result.

A mounted wood model free with first order of 3 dozen.

MANUFACTURED BY

NO. 1 CATCH



A few places where the No. 1 Catch can be used: Panel doors, storm doors, barn doors, refrigerators, gates and heavy doors, of any kind that swing on hinges.

The American Door Catch is both automatic and universal. The catch will take the place of the ordinary lock and the old style latch. It is simpler, cheaper and more effective.

AMERICAN HARDWARE MFG. CO.,
OTTAWA, ILLINOIS.

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HARDWARE MANUFACTURERS' RECORD.

Hardware manufacturers, the country over, are requested to contribute to this page. News of new factories or companies, changes, improvements, etc., will be gladly received, and promptly published.

New Incorporations, Etc.

Bartonville, Ill.—Ground has been broken for the two new buildings of the Atlas Wire Company at Bartonville. The buildings will be 350x80 and 300x50, respectively. Aside from these there will be boiler rooms, etc. All of them will be of brick, with concrete foundations. The Atlas will make wire to be used by the Keystone Fence Company and will manufacture nails and wire novelties.

Binghamton, N. Y.—The new Innes-Demarest Stove factory, that is in course of construction near Glenwood avenue, is being rapidly pushed to completion. The concrete foundations are practically finished, and there is every indication that the building wil be ready for occupancy by Fall.

Boston, Mass.—The Middlesex Oven Company has been incorporated. Capital, $50,000. Promoters: Andrew H. Allen, Henry G. W. Young, Stephen M. Yeaman.

Chattanooga, Tenn.—The Hays-Henderson Saw and Supply Company has been incorporated. The company was formally organized with the following officers: W. P. Hays, president and general manager; R. B. Henderson, vice-president and treasurer; W. J. Springfield, secretary; directors: C. H. Huston, W. L. Frierson, W. J. Springfield, R. B. Menderson, W. P. Hays. The company has purchased property at the corner of Montgomery avenue and Fort street, where a large plant will be erected in the near future. The company has been organized with a capital stock of $25,000, and will engage in the manufacture of high-class saws. It is thought that the plant will be in running order by October 1.

Cincinnati, Ohio.—The Wm. G. Fischer Stove and Range Company has been incorporated with a capital of $20,000, by W. G. Fischer, G. W. Platt, J. W. Walters, Gus Rost and Edward Steible. It will take over the business of William G. Fischer Manufacturing Company.

Columbus, Ohio.—The Safety Meter Lock Co., of Columbus, which was organized recently, has been incorporated. The capital stock of the company is $50,000. The incorporators are M. A. Corbett, J. S. Mossgrove, Benton Morrow, Edwin H. Sill and Asa J. Hatch.

Des Moines, Iowa.—Z. L. and C. L. Randleman have received patents on a device known as the Cyclone Dish and Vegetable washer. They will erect a factory at once and hope to start manufacturing the Washer by September 1st of this year. The factory will give employment to twenty-five men to start.

Freeport, Ill.—The American Incubator Company has been incorporated. The capital stock is $10,000, and the incorporators are J. W. Miller, O. R. Zipf and S. C. Ridgway.

Grand Rapids, Mich.—The Rapid Heater Company, Ltd., has been incorporated. The company is organized with a capital of $60,000. The executive officers are: C. H. Berkey, chairman; W. J. Loomis, secretary, and Norman W. Mather, treasurer.

Lowell, Mass.—The Noshake Grate and Heating Company has been incorporated. Capital, $50,000. Promoters, Joseph W. Piper, John I. Coggeshall, Kirkley Hyde.

New York, N. Y.—The Progress Scale Company has been incorporated; capital, $25,000. Directors: Simon Wormser, Charles Howard, A. H. Brown, New York.

Pittsburgh, Pa.—W. H. Say, P. Daniels and E. A. Wirth are the incorporators of the Automatic Can Manufacturing Company. They are Pittsburghers and propose to build a plant in McKees Rocks for the manufacture of a new type of safety oil can. The new company is capitalized at $5,000.

Rockford, Ill.—A company has been incorporated and stock already sold in a concern which will undertake the manufacture of W. A. Banks' soft coal stoves and furnaces. The incorporators are: A. W. and M. A. Banks, Frank S. Regan and others. An agreement has been made with the Moline Stove Company by which they manufacture the stoves for the present and also put the patent into their stoves. The company has been incorporated at $10,000, but within the next year it is the plan of the company to increase this a considerable and put up a small plant of their own.

Three Rivers, Mich.—The King Beet Tool Co. has been incorporated to manufacture sugar beet tools.

Worcester, Mass.—Whitcomb-Blaisdell Machine Tool Company has been incorporated. Capital, $200,000. Promoters: Alonzo W. Whitcomb, Charles E. Hildreth, Samuel H. Clary, William A. Blaisdell, Camilla G. Whitcomb.

Changes.

Bradford, Pa.—Work has been completed on the construction of the new brick plant of the Case Cutlery Company, situated on Bank Street. The building is three stories in height and it is composed entirely of brick. It is one of the best constructed buildings of its kind in the city.

Cleveland, Ohio.—The National Handle Company has increased its capital stock from $30,000 to $100,000.

Fremont, Ohio.—The Conway Stove and Range Co. have given contraets for the erection of their mammoth new factory in this city, to be completed by October 15. The foundry will be 300 by 80 feet; the warehouse 330 by 88 feet; the office 45 by 60 and the stock room 140 by 45 feet. The concern will employ at least 300 men.

Moline, Ill.—A run of thirty days has been completed at the plant of the Fuller Mfg. Co. in East Moline, and the work done is the first since a year ago last October, when the plant was closed. A force of twenty-five men is at work and the number will be gradually increased to forty. That number will be at work by September, when it is planned to have the plant running well on the Fall output. Since the closing of the plant the heavy stock of drills which the company had stored in its warehouses has been disposed of. The factory will probably be run steadily in the future. E. P. Greer, head of the concern, is here at present directing operations.

Princeton, Ill.—The Star Ball Bearing Axle Company has changed the firm name to Evans-Coppins-Starks Co.

Schenectady, N. Y.—The Wall Lock-Nut and Bolt Co. have been given a five-acre lot on which to build a factory and will shortly proceed to dispose of shares of its stock.

St. Louis, Mo.—The Ebbing Manufacturing Co. succeeds G. A. Milbradt & Co. in the manufacture of rolling step ladders. The new owner has transferred the factory from Nos. 1922 North Broadway to Nos. 1336-1342 North Eighth Street, where the manufacturing capacity is 50 per cent. greater than that of the old plant.

New Britain, Conn.—The old St. Mary's rectory property, at the corner of High and Lafayette streets, was sold to the Corbin Screw corporation, a branch of the American Hardware corporation. The old rectory was built in 1855 by the late Rev. Luke Daly, who was pastor.

Quincy, Ill.—The addition to the plant of the Lahan Stove Manufacturing Co. has been completed. This addition more than doubles the molding room capacity of this factory. The original floors for molding had a capacity for nine molders. The improvements adds space for ten more molders, or nineteen in all. This concern started up with an increased force, and expects to be kept busy for many months. This is a new industry, not one year old, and yet it has been found necessary to double the capacity of the plant. This certainly speaks well for the managers and for the product they are turning out, including their well known Lahan heater.

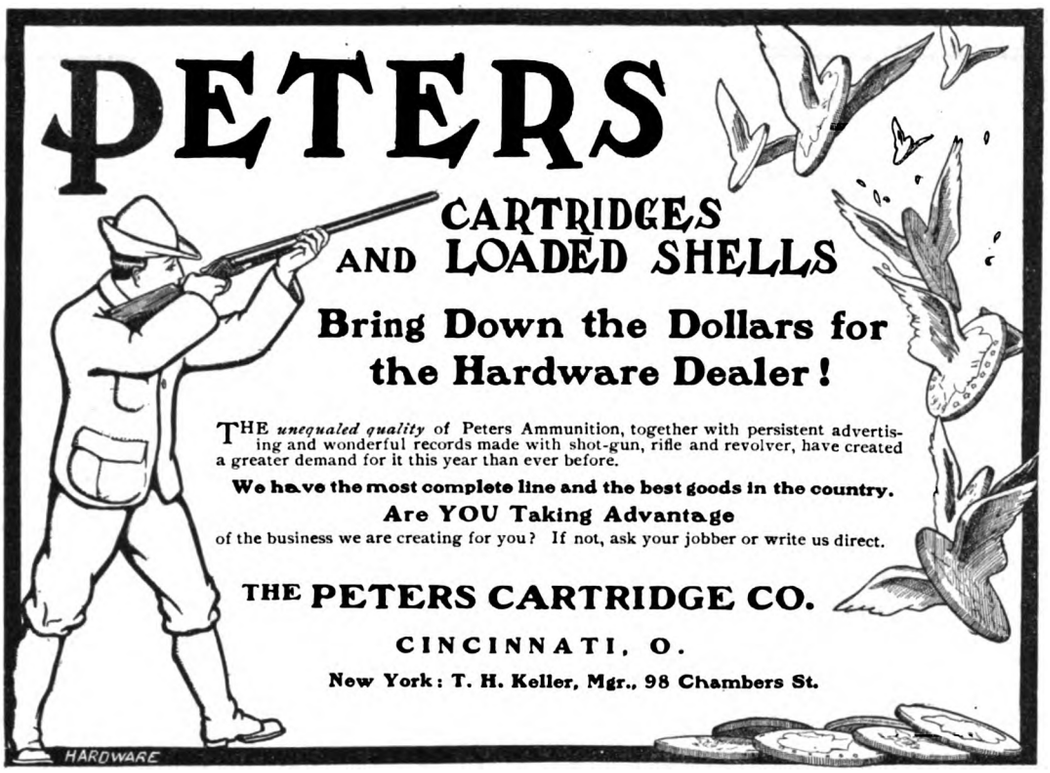
Minneapolis, Minn.—Janney, Semple, Hill & Co., the Hardware jobbers, will enlarge their plant considerably. When completed the establishment will cover an entire half block between First and Second Streets and next to First Avenue, except for a frontage of 22 feet on First Street. For a good many years the firm has been established at this locality and has several times enlarged its building. In 1901 it built through to First Street a five-story warehouse of the same width as the Second Street frontage except the 22 feet on the north side and the corner at First Avenue and First Street, which was 52x86 feet wide. This corner has now been secured, and the warehouse will be enlarged to cover that space. The present buildings on the corner are of no particular value. The alley is bridged over so that it is not in any way obstructed.

Oxbow, N. Y.—F. O. Hinsdale has moved his stock of Hardware from the Clark store into the Ormiston store, purchased of E. E. Downing. The store has been remodeled.

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PETERS



CARTRIDGES AND LOADED SHELLS

Bring Down the Dollars for the Hardware Dealer!

THE *unequaled quality* of Peters Ammunition, together with persistent advertising and wonderful records made with shot-gun, rifle and revolver, have created a greater demand for it this year than ever before.

We have the most complete line and the best goods in the country.

Are YOU Taking Advantage

of the business we are creating for you? If not, ask your jobber or write us direct.

THE PETERS CARTRIDGE CO.

CINCINNATI, O.

New York: T. H. Keller, Mgr., 98 Chambers St.



GET BUSY

That is the one secret of success in the Hardware trade. The rapid sales and quick turning over of capital that

A Line of Arcade Goods

will produce is a revelation to Hardware dealers, and there is a reason for it. Consumers know the excellent quality that the name Arcade signifies. They know that it stands for the highest satisfaction and greatest efficiency that their money can buy. It is this knowledge that makes them demand Arcade Goods when they are in need of any of the 300 articles we manufacture.

To prove their unquestionable merit to any doubting dealer we will send a sample of any article desired.

We show on this page four articles that are money-makers for the dealer.



The Crystal Coffee Mill

THE CRYSTAL COFFEE MILL

with glass hopper and tumbler. This is the most perfect mill made and with it the most discriminating customers may be interested. Its superior advantages are appreciated on sight.

THE JEWEL COFFEE MILL

with glass canister holding one pound of coffee. This is a companion of the Crystal, but sells at a lower price. A liberal dose of these two mills will prove a tonic to your coffee mill trade.



The Jewel Coffee Mill

You can satisfy every requirement of your trade with one of the sixty different styles of wood, glass and metal mills which we manufacture



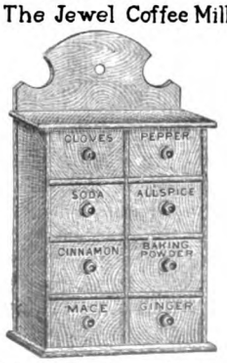
The Gem Mop Head.

THE FAMOUS GEM

is known to housekeepers everywhere as the one dependable mop head. It is made of the best steel and equipped with the latest improved spring adjustment. It is a most durable, saleable and profitable article.

THE EIGHT SPACE SPICE CABINET

is made of hard wood in natural finish. It is strongly built to withstand the roughest usage. Each compartment is labeled and fitted with iron pulls. The general effect is one that appeals to the careful housewife.



Eight Space Spice Cabinet

Write for Our Latest Catalog

ARCADE MANUFACTURING CO.

Freeport, Ill.

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BICYCLE AND SPORTING GOODS RECORD.

Bicycle manufacturers and dealers, the country over, are requested to contribute to this page. News of new stores, changes, improvements, etc., will be gladly received, and promptly published.

New Stores, Incorporations, Etc.

Atlanta, Ga.—Messrs. J. A. Peek and Paul Watson formed a co-partnership and will open a retail Hardware and sporting goods store.

Camden, N. J.—Charles M. Buckman Co. has been incorporated to manufacture bicycles, etc.; capital, $125,000. Incorporators: Chas. M. Buckman, Robert K. Dix, C. Edgar Shreve, Camden.

Cromwell, Conn.—The Best Ammunition Company has been incorporated with a capital of $50,000. The incorporators are: Charles B. Frisbie, Cromwell; Lyman D. Mills, Middletown; Charles A. Bailey, Cromwell.

Elmira, N. Y.—The Snyder Bros. Game Co. has been incorporated by Elmer Dean, William H. Snyder, Johnson Little, E. W. Gleckler and Claude R. Snyder; capital, $15,000. All kinds of games will be manufactured.

Ft. Wayne, Ind.—Harry Crance and E. J. Wilkinson have opened a Bicycle store at 517 Cointon Street, where they will carry a stock of new wheels and conduct a repair shop.

New York, N. Y.—The Consolidated Novelty Co. of America has been incorporated. Capital stock, $50,000. Incorporators: Thos. J. McNally, John A. Wigton and Peter A. Burns. They will manufacture guns, targets and toys.

New York, N. Y.—The Palace Automobile and Machine Co. has been incorporated to manufacture and deal in automobiles, etc.; capital, $30,000. Incorporators: Hamilton Farnham, No. 208 124th Street; Charles H. Darmstadt, No. 229 West 116th Street; Louis F. Darmstadt, No. 184 South Street, all of New York, and others.

Oakland, Cal.—The Oakland Sporting Goods Company has been incorporated. The capital stock is $10,000 and the incorporators are I. M. Brentner, C. B. Lehman, A. H. Norton, J. C. Rudolph and B. B. Brentner. A general sporting goods business will be carried on in this city.

Vienna, Ga.—T. S. Methvin has opened up a new Hardware and sporting goods store, capital stock, $5,000.

Woodbine, Ia.—Messrs. Hansen and Canfield have opened a new Hardware and sporting goods store.

Changes.

Chicago, Ill.—An enormous deal in the sundry line was consummated this month, when the Excelsior Supply Company, 233-237 Randolph Street, acquired the entire bicycle and automobile sundry stock of the Western business of the Pope Manufacturing Co. The above firm is now the Western distributor for everything of the best in the auto supply line, all the well-known makers of sundries and accessories being represented in its immense stock.

Gillespie, Ill.—C. F. Bowersock has sold his Hardware and sporting goods store to the Barringer-McDavid Hardware Company, of Hillsboro, Ill. For a time the business will be continued in its present quarters.

Glens Falls, N. Y.—The firm of Budd Brothers has sold its bicycle manufacturing and sales business to Miller Brothers.

London, Eng.—The business of H. Atkin, gunmaker, Jermyn Street, has been converted into a company under the style of H. Atkin, Ltd.

New York, N. Y.—A change has recently been made in the interior arrangements of the big sporting goods store at 304 Broadway, owned by Schoverling, Daly & Gales. This consisted in a rearrangement of the departments and the fixtures, looking toward the more expeditious filling of customers' orders. The company's stock of sporting goods is now larger than ever.

New York, N. Y.—The New York Sporting Goods Company removed from its old Nassau Street stand to the store numbered 17 Warren Street. It is only a few steps from Broadway.

Philadelphia, Pa.—The A. J. Reach Co., manufacturer of sporting goods, is building a four-story and basement brick addition to its plant at Tulip and Eyre Streets. A large part of the addition will be used for storage purposes.

Redditch, Eng.—Guillaume & Co., Ltd., fishing tackle makers, have opened a London office at 65 Hatton Garden, E. C.

Rock Island, Ill.—Young & McVombs, sporting goods dealers, on account of necessary increase of stock to meet the demands of their trade, have opened a branch establishment at 1709 Second Avenue.

St. Albans, Vt.—The Robin Hood Powder Co. has begun the erection of a building to be used in the manufacturing and drying of their primers.

Winnipeg, Man.—The Crescent Bicycle Company, of this city, have purchased the entire stock of bicycle sundries and parts kept by the Marshall-Wells Hardware Company, who are giving up that line.

Embarrassments.

Buffalo, N. Y.—Ephraim Bros., bankrupt sporting goods dealers, have made an offer to creditors to pay 35 cents on the dollar. It is said the debts of the firm amount to about $53,000, and the assets, $20,000.

Peoria, Ill.—A petition in bankruptcy was filed in the United States Court on June 11 by Martens, Robinson & Co., Hardware and sporting goods dealers. It gives its liabilities as $7,859.52, with assets at $10,-236.67.

Miscellaneous.

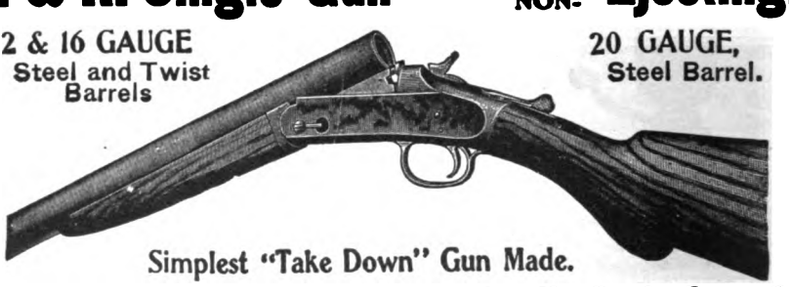
Sidney, Ohio.—The annual meeting of the stockholders of the Sidney Tool Company was held at the office July 3d. The following Board of Directors was chosen: I. H. Thedieck, J. O. Amos, A. C. Getz, E. J. Griffis and W. H. Wagner. The Board of Directors organized by electing I. H. Thedieck, president; J. O. Amos, vice-president; A. C. Getz, secretary, and E. J. Griffis, treasurer. A six per cent. dividend was declared, being an excellent showing for the first year's business.

Rochester, N. Y.—A permit was granted yesterday at the Fire Marshal's office to the Gleason Tool Company to erect a factory on the lot adjoining Culver Field, adjacent to the New York Central Railroad, on University Avenue. The estimated cost will be $45,000. The contractors are Denniston & Co. The building will be 307 feet long and 100 feet wide, with two wings. It will be 48 feet high. It is proposed to rush the construction of this building so it will be ready for use in the Fall. The Gleason Tool Company recently purchased the entire tract of land in this vicinity, including Culver Field, now used as the baseball field. It is expected that next year the company will take possession of Culver Field and erect additional buildings, as the factory on which work is now to start is only the beginning of the plant.

H. & R. Single Gun AUTOMATIC AND NON- **Ejecting.**

12 & 16 GAUGE Steel and Twist Barrels

20 GAUGE, Steel Barrel.



Simplest "Take Down" Gun Made.

Superior in Design, Workmanship and Finish, and the Most Popular Gun on the Market.

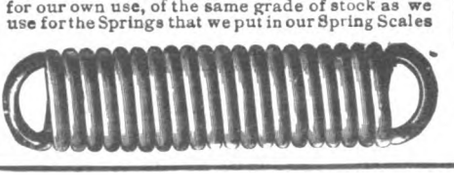
HARRINGTON & RICHARDSON ARMS CO.,

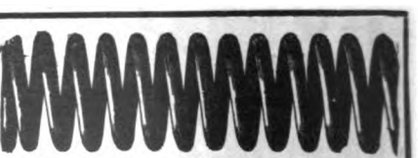
Also makers of H. & R. Revolvers.

Catalog on Request. WORCESTER, MASS.

We make a specialty of making to order only, a superior quality of **Cast Steel Wire Springs,** either for extension or compression.

These Springs are all **oil tempered** and are made of an extra quality of wire drawn specially for our own use, of the same grade of stock as we use for the Springs that we put in our Spring Scales





JOHN CHATILLON & SONS,

85 to 93 Cliff St. & No. 13 Jacob St.,

Established 1835, NEW YORK CITY.

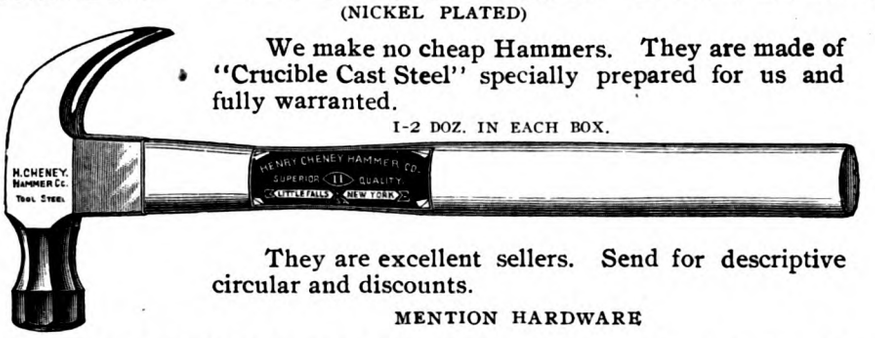
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CHENEY BELL FACE HAMMERS

(NICKEL PLATED)

Our Motto

The Best Material
*
The Best Labor
*
Square Dealing
*



We make no cheap Hammers. They are made of "Crucible Cast Steel" specially prepared for us and fully warranted.

1-2 DOZ. IN EACH BOX.

They are excellent sellers. Send for descriptive circular and discounts.

MENTION HARDWARE

Our Hammers

Have an enduring reputation for stubborn endurance in roughest usage.

The HENRY CHENEY HAMMER CO., Little Falls, N.Y., U.S.A.

BUFFALO WIRE WORKS CO.
FORMERLY SCHEELER'S SONS
WIRE CLOTH
WIRE GOODS
Artistic Metal Works.
SEND FOR CATALOGUE.
BUFFALO, N.Y.
U.S.A.

Robert Murray.
24 Duane St.,
New York City.
General Hardware

Agent for Atlantic Screw Works.
Wood Screws of Every Description.
Agent for Maynard's Socket Shovels.

THE SCHWERDTLE STAMP CO.,
STENCILS-BURNING BRANDS
STEEL STAMPS & DIES
SEALS-MACH. PLATES-CHECKS
BRIDGEPORT, CONN.





BOX STRAPPING OF ALL KINDS
BOX CORNER FASTENERS, SEALS, ETC.
WRITE FOR SAMPLES, CATALOG AND DISCOUNTS.
STANDARD METAL STRAP CO., 336-342 E. 38 St., New York

Hardwaremen's Exchange

Notices of **HELP WANTED** *or* **SITUATIONS WANTED** *will be inserted in this column, for subscribers, free of charge. Should not exceed four lines. Notices of* **SIDE LINE OFFERED, SIDE LINE WANTED** *and* **ALL OTHER NOTICES,** *two cents per word. No ad. received less than three lines.*

Side Line Offered.

SALESMAN to carry a good side line that will pay traveling expenses. Sells to house furnishing, general, and hardware stores. Pocket model free. Season now on. Novelty Mfg. Co., Ottawa, Ill.

For Sale.

FOR SALE. Our Hardware, Tin and Plumbing business opened May 1st. Town 7 months old, 1200 people, growing rapidly. Climate of the best. $3,000 cash includes building 24 by 60. Good opening for any one. Address Box 127, Twin Falls, Idaho.

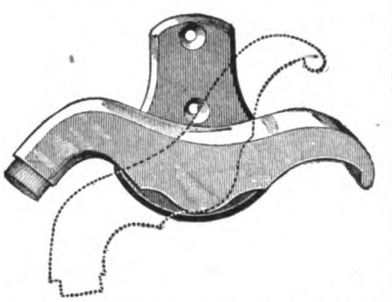
Wanted.

HAMBBURG IMPORT FIRM keeping traveling men on the road all over the European continent throughout the whole year wants connection with American Manufacturers or Commission houses which bring upon the market novelties in household goods and Hardware. At the same time this firm recommends itself as buyer of European products of industry. Banking references given and wanted. Please apply sub. H. L. 1657-g to Advertising Agency, Rudolf Mosse, Hamburg, Germany.



GOOD AGENTS WANTED TO SELL

EMPIRE DOOR HOLDER IMPROVED



50% greater pressure on the floor than any other make.

Will hold heavy doors on smooth floors. Operated by the toe, no bending over.

Write for prices.

CALDWELL MFG. CO.
10 Jones St., Rochester, N. Y.



Tackle Blocks

for every purpose. 65 years' experience.

Boston & Lockport Block Co.
Boston, Mass.

WIRE and IRE NAILS

¶ You ought to have our prices on Special and Common Nails, Iron and Steel Wire, and Wire Plant Supports.

¶ The profits on our goods will make you our steady customer.

¶ Write us to-day.

Mention HARDWARE.

IGOE BROTHERS
226 North 9th St., Brooklyn, N. Y.

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GALVANIZED NAILS

Keystone Brand

The only properly galvanized Nails on the market

We guarantee our nails to be galvanized by the Hot Process with pure Spelter (zinc) and cooled by a patented method without submerging in water, therefore the nails are not made brittle and the strength is not affected.

Absolutely Smooth
Every Nail Perfect

We have the largest plant in the United States producing galvanized nails, our capacity being 300 kegs per day.

Prompt Shipments
Lowest Prices

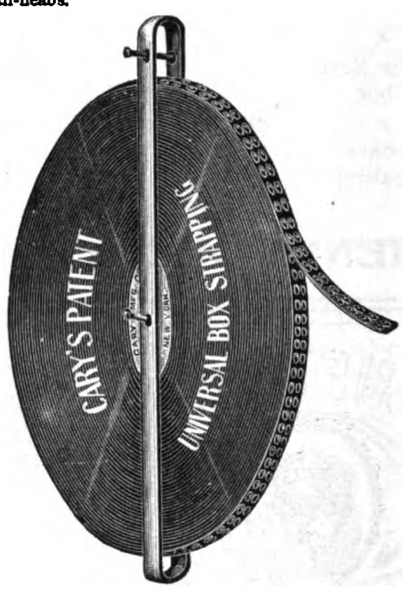
Write for samples and prices

Made only by

Keystone Nail Co., Inc.
Philadelphia, Pa.

CARY'S UNIVERSAL BOX STRAP

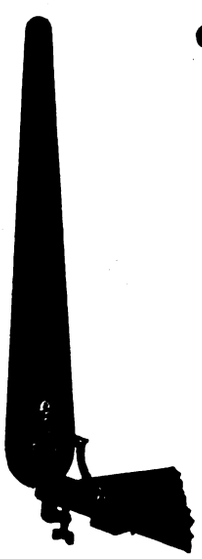
A continuous Metal Strap with a series of raised bosses along edges to strengthen it and to protect nail-heads.



Put up in coils 300 feet each.
Patent Metal Reel Frame with each coil.
Straps made in four widths: ½, ⅝, ¾ and 1 inch.
Patented in all countries.

CARY MFG. CO,
19 & 21 Roosevelt Street, New York.
Cable Address: CARLEIO

AUXILIARY IRONING BOARD



Turned back out of way.



Ready for use.

A Money Maker

USED THE YEAR 'ROUND - USED THE WORLD 'ROUND

A most substantial and satisfactory auxiliary to table or regular ironing board for ironing sleeves, shirt waists, etc. The turn-back feature is its great convenience. None other has it. Always in place. Never in the way.
It is not a cheaply-constructed article, but one built for every-day use and for universal satisfaction.

We have further information we will be glad to give you.
Better write for it.

W. H. GLENNY AND COMPANY, SPECIALTY MFG. DEPT.

ROCHESTER, N. Y., U. S. A.

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PRICES CURRENT

The prices in this Prices Current are intended for the Hardware trade only, and for such quantities as are usually purchased by retail dealers. They are carefully revised and represent quotations at which purchases can be made. Very small quantities, and broken packages, frequently make higher prices necessary.

Subscribers are requested to notify us of any discrepancies, as we desire to make this department of our paper worthy of their constant attention.

The list prices, from which discounts are given, will always be furnished the dealer upon request, by the manufacturer quoted.

Ammunition

CAPS—PERCUSSION—

Eley's E. B.....60c
G. D.....per M 34@35c
F. L.....per M 40@45c
G. E.....per M 50@52c
Musket.....per M 62@63c

PRIMERS—

Berdan Primers $2.00 per M.....20&5%
B.L. Caps (Sturtevant Shells) $2.00 per M.....20%
All other Primers per M. $1.52 to $1.60.

CARTRIDGES—

Blank Cartridges:
32 C. F., $5.50.....10&5%
38 C. F., $7.00.....10&5%
22 cal., Rim, $1.50.....10&5%
32 cal., Rim, $2.75.....10&5%
B. B. Caps. Can. Ball, swgd.....$1.90
B. B. Caps, Round Ball.....$1.49
Cent. Fire.....35%
Target and Sporting Rifle.....15&5%
Primed Shells and Bullets.....15&10%
Rim Fire Sporting.....50%
Rim Fire Military.....15&5%

SHELLS, EMPTY—

Brass Shells:
First quality, all ganges.....60&5%
Climax, Club, Rival, 10 and 12 gge..65&5%
Paper Shells:
Acme Ideal, Leader, New Rapid, Magic, 10, 12, 16 and 20 gauge.....25&5%
Blue Rival, New Climax, Challenge, Monarch, Defiance, New Victor, Repeater, Yellow Rival, 10, 12, 13 and 20 gauge.....20%
Climax, Union, League, New Rival, 10 and 12 gauge.....25%
Climax, Union, League, New Rival, 14, 16 and 20 gauge ($7.50 list).....%20.
Expert, Metal lined, and Pigeon, 10, 12, 16 and 20 gauge.....33⅓&5%

SHELLS, LOADED—

Black Powder.....40%
Smokeless Powder, medium grade....40&5%
Smokeless Powder, high grade....40&10&10

SHOT—

Drop, up to B 25 lb bag.....$1.65
Drop, B and larger, per 25 lb bag.....1.90
Buck, 25 lb bag.....1.90
Chilled, 25 lb bag.....1.90
Dust Shot, 22 lb bag.....2.25

GUN WADS—₱ 1000—

B E., 11 up.....$ 60
B. E., 9 and 10.....70
B. E., 8.....80
B. E., 7.....80
P. E., 11 up.....1.00 } 15%
P. E., 9 and 10.....1.25
P. E., 8.....1.50
P. E., 7.....1.50
Ely's B. E., 11 and larger.....$1.70 @ $175
Ely's P. E., 12 to 20.....$.00 @ $3.25

Animal Pokes

	₱ doz.
Iowa Farming Tools.	
Hawkeye	$3.25
Western	4.00

Anti-Rattlers

Fernald, Quick Shift, ₱ doz. pair, net..$2.00
Burton's, ₱ doz. pair, Nos. 2 and 5.....50c
Per doz. pair, No. 1.....75c
Per doz. pair, No. 4.....1.00

Kohler's:	₱ Gro.
Daisy, No. 4	Net. $5.00
Perfect, No. 2	Net. 7.20
Bolt Holder, No. 1	Net. 9.00

Anvils

American "Horse-Shoe".....9¼c
Arm and Hammer.....8¾@8¾c
Eagle Anvils, ₱ lb, net.....7¾ 8c
Peter Wright's.....10½c
Trenton.....9 to9½c
Columbian, all steel, ₱ lb, net.....9c

ANVIL AND VISE COMBINED—

Millers Falls (with drill).....$18.00, 15&10%

Augers and Auger Bits

Boring Machine Snells.....70%
Com. Auger Bits.....75&75&10%
Forstner Pat. Bits.....25%
Ford Auger Bit Co:
Auger Bits, Car Bits, Machine Bits } 40@40&5%
C. E. Jennings & Co.:
D'ble Spur pattern car, No. 30..40&7½&10%
Nobles Double Spur, No. 32.....55&10%
No. 10, Extension Lip.....25&10%
Car Bits, No. 10.....25&10%
Car Bits, No. 30.....40&7½&10%
Ring Augers.....66⅔&10%
Jennings' Pattern.....60&10&10%
Snell's Auger and Car Bits.....60%
Extra.....60%
No. 1.....60&10%
Russell Jennings' Augers and Bits.....25&10&2½%

HOLLOW AUGERS—

Ames.....25&10%
Bonney's Adjustable.....$9.00&10.00
Hibbard's Adjustable.....Net prices
Ives.....25&10%
Millers Falls, Goodell.....15&7½&10%
Universal, each $4.50.....25%

EXPANSIVE BITS—

C. E. Jennings & Co.....33⅓&10%
Clark's small, $18.....55&10%
Clark's large, $36.....55&10%
Ives' Model, ₱ doz. $60.....50%

DOUBLE CUT GIMLET BITS—

Common, net.....$3.00@$3.25
German Pattern, net.....$4.50@4.75
Mayhew's Diamond ₱ doz. $1.25.....40%
C. E. Jennings & Co.....45&10%
Ladds.....60&10%
Mayhew's.....40&10%
Snell's Bell Hangers.....60%&5%

TWIST DRILLS—

Bit Stock.....60&10@60, 10&10
Taper and Straight Shank...60&10@60, 10&5

SHIP AUGERS AND BITS—

Ford Auger Bit Co.....40%
L'Hommedieu's.....15&10%
Snell's.....40%
Watrous'.....35&5&10%

Awl and Auger Handles

See Handles

Awls

	Per Gro.
Handled Brad	$2.75@3.00
Handled Scratched	$3.50@4.00
Patent Peg	$21@34c
Sewing, Com.	88c&$1.00
Shouldered Peg	65c&70c
Shouldered Brad	50%
Socket Scratch ₱ doz.	$1.00
Stanley Rule and Level Handled Brad	45%

Awl and Tool Sets

Aiken's Awls and Tools:
No. 10, ₱ doz. $7.50; No. 20, ₱ Doz. $10.....60%
Brad Sets:
No. 42, $10.50; No. 43, $12.50.....70%
Fray's Adj. Tool Hdls, Nos. 1, $12; 2, $13; 3, $12; 4, $9; 5, $7.....50%
Ice Awls.....55%
Miller's Falls Adj. Tool Holders:
Nos. 1, $12; 2, $12; 4, $12; 5, $18.....15&10%
C. E. Jennings & Co's. Adj. Tool Hdls..33⅓%
Rollis Hdw. Co., Adj. Tool Holders, No. 1, $18.....30%

Axes

First quality, best brands.....$6.50to9.75
Ice, Bradley's.....30%
Bradley's wide bit, net.....$10.50
Long Island, net.....$9.25

HATCHETS—

Hunt's, Underhill's, Blood's or Plumb's:
Shingling, etc.....33⅓&5
Broad and Bbl.....33⅓%
Boy's Axes.....33⅓&5
D Simmons & Co.:
Broad, Shingling and claw, Lath, Hunters', etc, Picks and Mattocks } 50&5%
Peck Edge Tool Co.:
Hatchets, shingling, etc.....33⅓&5
Broad and Bbl.....33⅓
Boy's Axes and Hatchets.....33⅓&5

Axle Grease

Dixon's "Everlasting" Graphite:

1 lb cans (36 in case)	15 ea.
2 " " " "	25 "
10 " firkins (6 in case)	$1.20 "
25 " "	2.75 "
50 " kegs	5.00 "
100 " "	9.00 "
200 " half bbls.	8½lb
375-400 lb "	8½lb

Balances, Spring

Chatillon's:
Light, class A.....40&10%
Circular Balances, class C.....50%
Ice Balances, class B.....50%
Straight Balances, Class A1 and A2...40%
Class D. E. F.....30%
Class G.....20%

Balances, Sash

Caldwell's.....50%
Pullman's.....50&10%@60

Beef Shavers

Enterprise:
Japanned, each, $8.00.....25@30%
Tinned, each, $10.50.....25@30%

Bells

HAND—

Hand Bells, polished brass.....60@60&10%
Pure bell metal.....60%
Silver chime.....33⅓@35%
White metal.....60%

DOOR—

Trip, Gem.....50&10%
Gong, Abbe's.....45%
Gong, Yankee.....55%
New Departure:
Rotary.....50@10%
Push.....50%

Look Over This List of Trade Favorites

"Columbian" Wrought Steel Spring Hinges
("Have stood the test of time.")

"Columbian" Floor Spring Hinge
("Out of Sight.")

Gem, Oxford and American Spring Hinges
("Tried & True.")

Lavatory Spring Hinges
(For wood or marble.)
("All sorts of serviceable and handsome styles")

Cabinet and Show Case Spring Hinges
("Simple but efficient.")

Acorn, Cloverleaf and Columbian Screen Door Hinges
("None better.")

Gem, Star & Torrey Door Springs
("Good fellows with serviceable reputations.")

Columbian Door Springs
(Wrought steel parts.)
("Something new—look it up.")

Gem Coat & Hat & Ceiling Hooks
("Original gems—enuff said.")

Also a line of Indicator Bolts, Door Strikes, Latches, Pulls, etc.

Our Builder's Hardware Catalog No. 12 gives full particulars. Just write a postal for it.

Columbian Hardware Mfg. Co.
Manufacturers
Cleveland, Ohio, U. S. A.

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COW—
Common wrought....75%@75&10%
Kentucky....70@70&10%
Kentucky, Sargent's list....70%
Texas Star....50%
Western, Sargent's list....70@70&10%

Bellows
Blacksmiths'....65&10@70%
Hand....25&10%
Moulders'....25&10%

Belting Rubber
Boston Belting Co:
"Boston"....50%
"Imperial," seamless stitched....45%
Niagara....60%
New Jersey Car Spring & Rubber Co:
Extra Para....40&10%
Reliable....50&10%
Staple....60&10%

Bench Stops
Morrill's No. 1, $10.00 per doz.; No. 2, $12.50....50%
Seymour Smith & Sons....25&10%
Miller's Falls....15&10%
Weston's....40

Binder Twine
	Per Pound
Sisal	10c
Standard	10c
Standard Manila	11c
Manila	12c
Pure Manila	13c

Bit Holders.
Angular....45%
Extension:
Barber's, ₱ doz. $15.00....45@50%
Ives' ₱ doz. $20.00....60&10%

Blind Adjusters
Columbian....33⅓%
Domestic, ₱ doz. $3.00....33⅓%
Excelsior, ₱ doz. $10.00....50&10&5%
North's....10%
Zimmerman's....50%

Blind Fastenings and Tenons
Security Gravity, ₱ gr....$9.00
Zimmerman's....50%

Blocks, Tackle
Eddy's....50&10@60%
Hartz' Steel....40&10₱50&5%
Iron Strapped, Japanned Sheaves....70&10%
Iron Strapped, Lig Vitae Sheaves....60%
Rope Strapped, Japanned Sheaves....65&10%
L. V. Sheaves....40%
Lanes:
Junior, Self Sustaining....30%
Pat. Automatic....30%
Perfect Safety....30%
Stowell, Novelty Block....50&10%

Bolts
DOOR AND SHUTTER—
Cast Iron Barrel, Square, &c....60&10%
Cast Iron Chain....60&10%
Cast Iron Shutter Bolts....60&10%
Ives' Patent Door Bolts....60%
Wrought Barrel....80@80&10%
Wrought Barrel Bolts, Griffin's....75&10%
Wrought Square....70@70&10%
Wrt Shutter, St'rrd list....50&10%@50&10&5%
Wrought Spring, Sargent's....70&10@75%

CARRIAGE, MACHINE, &C.—
Common carriage (cut thread), ⅝x6 and smaller....75&2½%
Larger and longer....70%
Phila. Eagle, $5.00 list May 24, '99....80&10%
Bolt ends, list Feb. 14, '95....70&5%
Bolt ends, with C and T nuts....65&10%
Machine, ⅜x4 and smaller....75&5%
Machine, larger and longer....70&5%

TIRE—
American Screw Co:
Bay State, plain, list Dec. 28, '99....72½%
Bay State, fluted....72½%
Eagle Phila....82½%
Norway, Phila....80%
Common....72½@72½&10%
Norway, Phila....80%
Portchester, Norway....80%
Phila....80%

STOVE AND PLOW—
Plow....70&10@70&10&5%
Stove....80%@80&10%

MISCELLANEOUS—
Sink....80%

Bone Mills
Enterprise....25@30%
Stearns....40%

Borers, Tap
Enterprise....20@25%
Each....$1.25, $1.65, $2.50
Nos....1 2 3
C. E. Jennings & Co.:
No. 6....30&10%
No. 10....25&10%
Common ring....20&10%
Ives....25&10%

Boring Machines
WITHOUT AUGERS—
	Upright.	Angular.
Jennings'		35&5&10%
Miller's Falls	$7.50,	15&19%
Snell's, Rice's Pat	$2.50,	$2.75
Ajax		40%
Phillips		$4.00 net

Bow Pins
Hotchkiss....60&10%

Boxes, Mail
Heller's....40&5%

Box Hooks
Humason & Beckley's....60&10&10%

Box Openers
Humason's....₱ doz. net $5.00
Bemis & Call's....65%

Box Scrapers
Bradley's....20%

Box Strapping
Cary Mfg. Co's., in case lots:
"Universal"....20&10&10&10
Standard Metal Strap Co's.:
Eclipse....20&10&10&5%

Braces
Barbers'....50&10&10@60&10%
Barbers' Ratchet....60%@60&10%
Common Ball American....60@60&10%
Ives':
Barbers'....60&5%
Barbers' Ratchet....60@60&10%
New Haven Novelty....70%
New Haven Ratchet....60&10%
Spofford....60&5%
C. E. Jennings & Co.:
No. 108@114⅓....50&5&10%
No. 208⅓@214⅓....50&5&10%
Lancasser Mach. & Knife Works....50%
Gen. Spofford's....60%

Brackets
Griffin's Folding....70&10%
Griffin's Pressed Steel....80%
Bradley's Patent, full cases....80&10&10%
Bradley's, in broken cases....80&10%

Bracket Saw Frames
Miller's Falls Co....25&10%

Bracket Sets
Miller's Falls Co....33⅓&10%

Bright Wire Goods
Standard list, June 24, 1903....90&10&10@90&10&10%&5%

Bull Rings
Humason, Beckley & Co's....80%
Rea's 2½ in. net, ₱ doz....$1.50
Sargent's....80%
Seymour Smith & Sons....60%

Bull Punches
Humason & Beckley's, ₱ doz. net....$3.00

Butchers' Cleavers
Bradley's....40%
Foster Bros., flat heads....30%
Foster Bros., round heads....30%
Lancaster Mach. & Knife Works....33⅓40%
L. & I. J. White....30%
Plumb's....33⅓%

Butcher Knives
See Knives.

Butchers' Saw Blades
Miller's Falls Co., Star....15@15&10%
C. E. Jennings & Co....30&10%

Butter and Cheese Triers
Ordinary Black Handle....25%
Humason & Beckley's....40%

Butt and Rabbet Gauges
Stanley's....25&10%

Butts
BRASS—
Wrought Brass, list September, 1896....30%

CAST IRON—
Fast Joint, broad....40&10@50%
Fast Joint, narrow....40&10@50%
Loose Joint....70&5@75%
Loose Joint, Japanned....70&5@75%
Loose Joint, Jap. with Acorns....70&5@75%
Loose Pin....70&5@75%
Mayer's Hinges....70&5@75%
Parliament Butts....70&5@75%

WROUGHT STEEL—
Table and back flaps....75%
Narrow and broad....75%
Inside Blind....75%
Loose Pin....75%
Loose Pin, Ball and Steeple Tip....85%
Japanned, Ball Tip Butts....70&10%
Bronzed Wrt. Nar. and Inside Blind Butts....55&10%
Ex 10%@10&10%

Calipers
Bemis & Call:
Wing....60%
Double....65%
Inside and outside....65%
Straight leg....65%
Call's Pattern, inside....55%

Can Openers
American....₱ gross, $1.75@$2.00
Goodell's Acme....₱ gross, 6.00
Hopper's....₱ gross, 15.00
No. 5, iron handle....₱ gross, $2.00@2.25
Phœnix....40%
Sardine Scissors....75&10%
Sardine Scissors, forged steel....₱ doz., $4.50
Sprague, Nos. 1, $2.00; 2, 2.25; 3, 2.50....75&10%
Universal, ₱ doz....50%

Cartridges
See Ammunition.

Casters
Bed....70@70&10%
French or Philadelphia Iron wheel....75%
Plate....60@60&10%
Payson's Furniture....70&1&10%
Payson's Truck....70&10%
Standard, Ball Bearing....45%

Cattle Leaders
Humason, Beckley & Co's....70%
Sargent's....70&10%
Welton's....70&10%

Chain
American Coil, Straight Link:
Inch	₱ 100 Lbs.
3-16	$7.50
¼	5.35
5-16	4.40
⅜	3.70
7-16	3.55
½	3.45
9-16	3.40
⅝	3.35
¾	3.30
⅞	3.25
1 to 1¼	3.25

Covert Manufacturing Co., Breast chain, Halter chain, Heel chain, Rein chain, Stallion chain....35&5%

Galvanized Pump chain, ₱ lb....5@5½%
Ger. coil, list July 24, '97....60&10@60&10&10%
Ger. Halter chain, list July 24, '97....60&10&10%
Jack chain, Iron....60&10@60&10&5%
Jack chain, Brass....60&10@60&10&10%
Oneida Wire Dog chains....45&50&5%
Trace Wagon and Fancy Chains:
New list....60@60&10%
Bridgeport Trace chains....65%
Stake chains....65%
Heel chains....30%

COW TIES—
American....45@50%
Niagara....45&5@50&10&5%
Covert Mfg. Co.:
Cotton....45%
Hemp....45%
Jute....50%
Sisal....30&10%

Chain Guards
Aluminum S. & N. Co....50%

Carpet Stretchers
Montross' "Excelsior," ₱ doz., $6.00....20%
Bullard's....33⅓%
Cast iron, Steel points, ₱ doz....30%
Sockets, ₱ doz....$1.75@$2.00

Carpet Sweepers
Bissell's Cyco Bearing:	₱ Doz.
"Parlor Queen"	$30.00
"Elite"	29.00
"Boudoir"	27.00
"American Queen"	27.00
"Ideal"	25.00
"Gold Medal"	24.00
"Premier"	24.00
"Superior"	24.00
"Prize"	24.00
"Welcome"	24.00
"Grand Rapids," nickel	24.00
"Grand Rapids," Japan	23.00
"Standard," nickel	22.00
"Standard," Japan	20.00
"Crown Jewel," nickel	21.00
"Crown Jewel," Japan	19.00
"Crystal"	36.00
"Grand," length of case, 17 inches	36.00
"Club," length of case, 24 inches	54.00
"Hall," length of case, 28 inches	60.00
"Junior," nickel, length of case 12½ inches	22.00
"Junior," Japan, length of case 12½ inches	20.00
"Misses"	9.00

Sterling Carpet Sweepers:	
Model A, Nickel trimmings	25.00
" B, Japd. "	21.00
" " Nickel "	28.00
" C, " "	21.00
" D, Japd. "	19.50

Carpet and Rug Beaters
	₱ Doz.	₱ Gro.
No. 12, Wire, Tinned	$0.85	$ 9.50
" 11, Wire, Coppered	1.10	12.00
" 11, Wire, Tinned	1.20	13.50
" 10, Wire, Glavanized	1.50	18.00

Cherry Stoners
Enterprise....25@30
Goodell's Family, net ₱ doz....$5.00
Rollman's, net, ₱ doz....6.00

Chisels
SOCKET FRAMING & FIRMER—
Standard Makes....70&10@75%
L. & I. J. White....30@30&5%
C. E. Jennings & Co., No. 70....25&10%
Jennings & Griffin Mfg. Co....65&2&10%

TANGED & MISCELLANEOUS—
W. & S. Butchers'....$4.75@$5.00to0£
C. E. Jennings & Co....25&10%
Jennings & Griffin Mfg. Co.:
Tanged Chisels....25&10%
Tanged Gouges....25&10%
Tanged Firmers....40%&10%
Tanged Gouges....40%
L. & I. J. White....25@35%

COLD CHISELS—
Good quality, ₱ lb....14&16c
Snell's best C. S....10&10%
Cronk's....50%

Cleaners, Sidewalk
	₱ Doz.
Challenge Shank	$3.25
Star Shank	3.25
Star Socket	4.00

Clippers
HORSE—
Chicago Flexible Shaft Co's.:
	Each.
Lightning eBit Clipping Mach.	$15.00 15%
New '98, Chicago	8.75 15%
1902 Chicago	10.75 15%
Twentieth Century	5.00 20%

Cocks, Brass
Hardware List:
Compression, Plain bibbs, Globe, Kerosene, Racking, &c., Cocks....70&10@75%

Coffee Mills
Box and Side....50&10@60%
Enterprise Mfg. Co....25@30%
Lane Bros. Co....30%

Compasses, Dividers, &c
Athol Calipers and Dividers....40%
Bemis & Call Co's.:
Compasses....50%
Dividers....65%
Compasses, Calipers, Dividers....75&75&10%
Stevens' "Ideal"....25&10%
Stevens' "Leader"....25&10%

Coopers' Tools
Bradley's:
Hoop Drivers....25%
Rivet Sets....20%
Cold Chisels....20&5%
Punches....15%
Vises....15%
Inshaves....20%
Barton's....20@20&3%
L. & I. J. White....20@20&5
Sandusky Tool Co....25&10%@30&10%

Corkscrews
Detroit Cork Screw Co....33⅓%
Humason & Beckley Mfg. Co....50%10%
Samson, ₱ doz....$10.00

Corn Hooks
	₱ Doz.
Kretsinger Cut-Easy	net $3.00

Corn Knives and Cutters
Bradley's....net
Wadsworth's....net $1.50

Countersinks
Mayhew's Diamond....40@45%
Smith's....25%
Snell's....40%
Wheeler's Patent....50%

Cow Ties
See Chain,

Crayons
Sargent's List....20%
Dixon's:	₱ Gro.
Eclipse....7 in., $3.75; 9 in.,	$4.88
Emerald	5.00
Oriole	5.0
Rainbow	3.12
Solid	7.50
Tallors, black, $5.62; red and blue	9.00

Curry Combs
Kohler's....40%
The Metal Stamping Co....40%
Southington Cutlery Co's....25&10%

Cutlery
Foster's Pocket....30%

Diggers
See Post Hole, etc.

Dividers
See Compasses, Dividers, etc.

Dog Collars
Walter B. Stevens & Son:
Brass....40%
Embossed Glit....30&10%
Leather....40%
Union Hd'wre Co., new list....50@50&10%

Door Checks
Bardsley's....40%
Columbia....50&10%
Eclipse....60&10%
Home....50&10%
Pullman's Screen, ₱ doz. net....$4.50

Door Holders
Empire....50%

Door Springs
Columbian Steel....20%
Faultless....50%
Gem (Coil), list Oct. '95....20%
Pullman, Perfect....20%
Pullman Coil....20%
Star (Coil), list Oct. '95....30%
Torrey's Rod, 39 in., ₱ doz. net....$1.25
" " 48 in., " " " $.50
Victor, Coil....50&10&10%
Chicago Coil Springs....40&10%
Reliance Coil Springs....40&10%

Drain Cleaners
Iwan's Adjustable....55%
Iwan's Stationary....45%

Drawer Pulls
Drawer Pulls, Griffin Mfg. Co., list..75&10%
Sargent's list....60

Drawing Knives
Standard Makes....70&10@75%
Adjustable Handle....25@25&10%
Bradley's....40&5%
Jennings & Griffin....65&2&10%
Watrous....10%&10%
L. & I. J. White....20&5@25%

Drills and Drill Stocks
Automatic Boring Tools, Goodell's....40&5@40&10%
Blacksmiths'....30%
Breast, Goodell's....25@30%
Breast, Miller's Falls, each $3.00....15&10%
Stearns' bench....30%
Hand, Goodell's....30&10%
Whitney's Hand Drill, No. 1, $10.00, Adjustable, No. 10, $12.00....33⅓%

TWIST DRILLS—
See Augers and Bits.

Egg Beaters
Holt-Lyon Co.:	₱ Doz.	₱ Gro.
No. 5 Japanned, Dasher - flared	$0.85	$9.50
No. A, Japanned, 6 doz, $5.50	1.15	13.00
No. 1, Tinned	1.40	16.80
No. B, Japanned, hotel size.	1.85	22.00
No. 6, Japanned, Dasher flared	1.65	19.20
No. 2, Tinned, hotel size	2.00	24.00
Taplin Mfg. Co.:		₱ Gro.
No. 60 Improved Dover		$ 6.00
No. 75 Improved Dover		6.50
No. 100 Improved Dover		7.00
No. 102 Improved Dover, Tinned		8.50
No. 150 Improved Dover, Hotel		15.00
No. 152 Improved Dover, Hotel T'd		17.0
No. 200 Improved Dover, Tumbler		8.
No. 202 Imp'd Dover, Tumbler T'd		9.50
No. 300 Imp'd Dover Mammoth ₱ doz		2.00

Escutcheons
Wood....25%

Farriers' Knives
	₱ Doz.
"Challenge"	$3.00
Popes	3.00
Wilkinson's, net	3.00
Wostenholm's	3.25

Faucets
Iron Petroleum....70&70&10%
John Sommer's "Peerless," Tin Key....40%
"Boss," Tin Key....50%
"Victor," Metal Key....50&10
"Duplex," Metal Key....60%
"I. X. L.," Corked Lined....50%
"Reliable," Cork Lined....50&10%
"O. K.," Cork Lined....50%
"Chicago," Cork Lined....60%
"Perfection," Cedar....40%
"No Brand," Cedar....50%

SELF MEASURING—
Enterprise ₱ doz. $36.00....40&10
Lane's....$40.10&2.

Files
DOMESTIC—
New list, Nov. 1, 1899:
American....75&10@75&10&10%
Arcade....75&10 75&10&10%
J. Barton Smith....75&10@75&10&10%
Disston's....75%
Disston's Superfine....50%

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Eagle .....75&10@75&10&10%
Great Western.....75&10@75&10&10%
Kearney & Foot.....75&10@75&10&10%
McClellan .....75&10@75&10&10%
Nicholson .....70&10@75&5%
Nicholson's X. F. Files.....40@40&10%
Royal .....80@80&10%

IMPORTED—
Stub's.....Stub's list, 30@33⅓%

Filters

Acorn.....50%
Fulper's Natural Stone.....$3.50@$18.50
Subject to trade discount.

Fish Hooks

Am. Fish Hook Co. list.....60@60&10%
Kirby & Limerick, low list (50c. base)...10%

Fishing Tackle

Bishop's.	₱ Doz.
Level Winding Jeweled Reel	$78.00
Level Winding Steel Pivot Reel	66.00
Auto Even Spooler	30.00
Gun Cleaner	4.20
Lightening Fish Scaler	3.00
Fish Hook Shield	3.00

Fish Scalers

Covert's Saddlery Works:
Great American.....60&20%

Fruit, Wine & Jelly Presses

Enterprise .....20@25%

Fry Pans

Standard list.....70&10%

No.	0	1	2	3	4
₱ doz.	$3.00	$3.75	$4.25	$4.75	$5.25
No.	5	6	7	8	
₱ doz.	$6.00	$7.00	$8.00	$9.00	

Gauges

Bemis & Call's Steel.....50%
Clapboard.....25&10%
Disston's Mortise.....70%
Marking Mortise, etc.....60%
Stanley's.....35%
Starrett's Surface, Center and Scratch.....25&10%
Wire, Morses.....25%
Wire, P. S. & W., low list.....30@60&10%

Gimlets

"Diamond" Gimlets, ₱ gro.....$4.00@$4.25
Double Cut.....40&10@50%
Metal Head.....50&10%
Wood Head.....50%

Gimlet Bits

See Augers and Bits.

Globe and Racking Cocks

See Faucets.

Glue

Le Pages Liquid.....25&25&10%
Mystic.....40%
Martins.....40&10%

Glue Pots

See Hollow Ware.

Graters

Enterprise .....25@30%

Graphite, Lubricating

Dixon's Pure Flake:
632— 1 lb. cans.....20c. ea
633— 5 lb. screw top tin cans.....85c. ea
634— 10 lb. screw top tin cans.....$1.60 ea
644— 25 lb. boxes.....15c. lb
645— 50 lb. boxes.....14½c. lb
646—100 lb. kegs.....14c. lb
647—350 lb. barrels.....12c. lb

Grindstone Fixtures

Cronk's.....50%
Forest City.....80@80&10%
Sargent's Patent.....60&10&10%
Stowells Extra Heavy.....50&10&10%
Stowells Light.....60&10%

Gunpowder

See Ammunition.

Gun Wads

See Ammunition.

Hafts

Brittons, ₱ doz.....$6.50

Halters

Covert Mfg. Co.:
Jute Rope Halters.....50%
Sisal Rope.....30&10%
Web Halters.....35&5%

Hammers

HANDLED HAMMERS—
Cheney's:
Adze Eye and Plain.....40&10&10%
Blacksmiths and Riveting.....50&10%
Machinists and Engineers.....60&5%
Magnetic tack, Nos..... 1 2 3
$1.25 $1.50 $1.75
40&10@40&10&10%
Maydole's.....33⅓&5@40&10%
Sargent's new list.....40%
Fayette R. Plumb:
Plumb, A. E. Nail.....33⅓&7½%
Engineers and B. S. Hand.....50&12½%
Quaker City Hammers.....40&5%
Riveting and Tinners'.....40&2½%

HEAVY HAMMERS & SLEDGES—
Under 3 lb 50c lb.....80&10@85%
3 to 5 lb 40c lb.....80&10@85%
Over 5 lb 30c lb.....85%
Wilkinson's Smiths.....9½c@10c ₱ lb

Hammock Ropes

Covert Mfg. Co.:
Jute.....40&5%
Sisal.....20%

Hand Cultivators

Ulrich Mfg. Co.:
Osborne's, ₱ doz.....$15.00

Handles

WOOD—
Auger, assorted, ₱ gro.....$2.75@3.00
Auger, large, ₱ gro.....3.25@3.50
Auger, Ives' Pat., No. 1.....60&10%
No. 2 to 32⅛.....40%
Axe, Pick, etc.....50&10@60%
Bliss Mfg. Co.:
Chisel, Brad Awl, File, Auger, Soldering Iron } 25@33⅓
Brad Awl, ₱ gro.....$1.75@$2.00
Chisel, Worcester, leather capped, ₱ doz. net.....$1.50
File, assorted, ₱ gro.....$1.40@$1.50
Firmer, Chisel, Apple, assorted, ₱ gro. $2.25@$2.75
Hammer, Hatchet.....50%
Hoe, Rake and Fork.....45@50

Rollis Hdw. Co. Hafts, $9.00.....40&10%
"Simplicity" File Hdls, ₱ gro.....$ .90&1.50
Saw and Plane.....40&10@50%
Shovel and Spade, Wood D Handle.....40%
Shovel and Spade, Long Handles..40&5@50%

CROSS-CUT SAW HANDLES—
Atkins.....40&5%
Champion.....45@45&10%
Disston's.....50%

Hangers, Barn Door

Old Pattern.....60&10%
New England.....66⅔@70
Chicago Spring Butt Co.:
Fraction.....25%
Oscillating.....25%
Big Twin.....25%
Lane's:
Covered.....60&2%
Hinge Pattern, net.....$6.00 ₱ doz.
Standard.....60&5%
Special, No. 25.....$3.50
" " 30.....3.90
" " 40.....5.00
" " 20.....6.25
Track for same, ₱ 100 ft. net.....3.75
Cronk's:
Nos. 1. 1½, 2 and 3.....60&10%
Nos. 11, 12.....70%
Nos. 22, 21½, 22.....60%
Nos. 32, 50.....60&20%
No. 44.....60%
McKinney's, "None Better", No. 2, $18; No. 1 Special, $15, ₱ doz. pr..60&10%
Myers' Stay-on.....60&5%
Wilcox's New Century.....50&10&10%

Hangers, Garment

Pullman's.....₱ gro. net $9.00

Hangers, Parlor Door, Etc

Lane's:
Standard.....net $3.20
Ball Bearing..... " 4.15
No. 105..... " 3.85
New Model..... " 2.25
New Champion..... " 2.85

Hardware Shelving

OAK CABINETS—
J. D. Warren Mfg. Co.:
No. B 488, 40 drawers, no partitions, run. ft., $3.60; net each.....$30.00
No. 1656, 58 drawers, no partitions, run. ft., $4.38; net each..... 36.47
No. 1658, 84 drawers, no partitions, run. ft., $6.52; net each..... 54.28

OAK BASES—
No. 1700, open base with center shelf, run. ft., $1.85; net each..... 15.40
No. 1702, open base with center shelf, run. ft., $2.25; net each..... 18.75
No. 1703, with two adjustable center shelves, run. ft., $2.75; net each.... 22.92

NAIL BIN BASES—
No. 1732, 12 spaces, 150 lbs. each, run. ft., $2.71; net each..... 22.57
No. 1770, 8 nail spaces and 4 open shelf spaces above, run. ft., $3.10; net each..... 25.84
No. 1772, 8 nail spaces and 6 assorted oak drawers above nail bins, run. ft., $3.66; net each..... 30.08

Hasps and Staples

Cronk's.....50%
McKinney's "Perfect", $1.10 ₱ doz.....50%
Wrought.....90@90&10%
Wrought, Stanley.....80%
Wrought, Griffin.....80%

Hatchets

See Axes.

Hay Tools

F. E. Myers & Bro.:
Myers Unloader, double steel track..$7.00
Myers Unloader, wood track..... 7.00
Comb. Car, Double steel T..... 7.00
Comb. Car, wood track..... 7.00
Rev. Car, Double steel track..... 7.00
Rev. Car, wood track..... 7.00
Myers Unloader, cable..... 7.00
Myers Unloader, single rail..... 7.00
Sure Grip Sling Car, steel or wood track.....12.02
Dbl. Rail steel track, complete, ₱ ft.. —
Single Rail steel track, complete, ₱ ft .30
D. H. Fork steel, regular, each..... 1.80
Nellis Fork, each..... 3.00
Double Grapple Fork, each..... 7.00
Sprouts, Shear Fork, each..... 1.50
Walker Fork, each..... 2.50
Common 6 in. wood sheave pulley, Fig. 433, ₱ doz..... 3.20
Faultless steel frame K. P. pulley, Fig. 435, ₱ doz..... 4.00
Faultless Steel Frame, 6 in. plain pulley, Fig. 485, ₱ doz..... 3.50
Malleable Frame K. P. pulleys, Fig. 676, ₱ doz..... 4.80
Reed Wood Frame pulley with hook, Fig. 434, ₱ doz..... 4.00
Steel Frame pulley with iron sheave, Fig. 565, ₱ doz..... 3.50
Floor pulley, wood sheave, Fig. 486, ₱ doz..... 4.50
Hanging Hooks for double steel track, ₱ doz..... 1.40
Hanging Hooks for single steel track, ₱ doz..... 1.40
Hanging Hooks for wood track, 10 in., ₱ doz..... 1.00
16 in., ₱ doz..... 1.70
Floor Hooks, ⅝ in., ₱ doz..... 1.40
Malleable Rafter brackets, ₱ doz.... .70
Wrought Rafter brackets, ₱ doz..... .70
Rope Hitch, ₱ doz..... 3.20
Discount on above 50%

Hay and Straw Knives

Auburn Hay, com. and spear point..40&10%
Iwan's Hay, sickle edge, ₱ doz., net...$9.50
Iwan's Hay, imp. serrated, ₱ doz., net.10.00
Kohler's Hay, sickle edge, ₱ doz., net 10.00
Auburn Straw.....40&10%
Weymouth, pat.....65&5%
Wadsworth's.....40&5%

Hedge Trimmers

Wadsworth's:
No. 1, ₱ doz., net.....$8.00
No. 2, ₱ doz., net..... 6.00

Hinges

WROUGHT IRON HINGES—
Screw Hook and Strap { 6 to 12 in., ₱ lb....3½c; 14 to 20 in., ₱ lb.....3c; 22 to 36 in., ₱ lb....2½c }

STRAP AND T HINGES—
New list, Dec. 20, 1904:
Light Strap Hinges.....70%
Heavy Strap Hinges..... 75&5
Light T Hinges.....65
Heavy T Hinges.....60
Extra Heavy T Hinges.....70&10
Hinge Hasps.....50
Corrugated Heavy Strap.....70&5%
Corrugated Ex. Heavy T.....70&10%
} Extra 10

There Are Lots of Men

who think a Razor Strop is of little importance. This is certainly a mistaken idea; a good razor strop, when made PROPERLY is the WHOLE THING, makes shaving easy.

The Gibford RED-E-FOR-USE Razor Strop is a joy to the user.

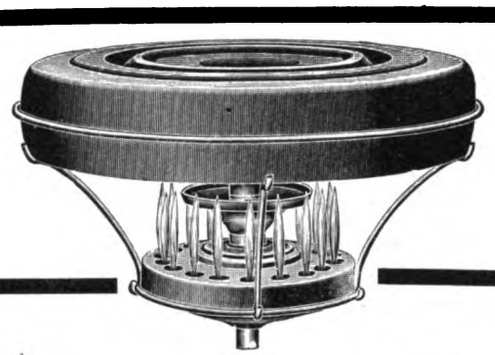
If you have not sold the Gibford strop, write for catalog and allow us to send you a sample half dozen, express prepaid.

WRITE FOR CATALOG ANYWAY.

Address Dept. A.

GIBFORD MFG. CO.

Adrian, Mich., U. S. A.



The 20th Century White Flame

HEAT & LIGHT IN ONE

Wholesalers are Placing their Orders Now to Insure Suppy for the Fall and Winter Demand.

GAS BURNERS GIVING HEAT AND LIGHT

At cost of LIGHT *ONLY*.

Fits Any Gas Fixture--
Heats and Lights Any Room.

Retails at $1.25

Good Margin for Jobber and Retailer—Big Seller.

For full particulars address,

20th Century Mfg. Co.
19 Warren St., New York.

Mfrs. of the Famous 20th Century Blcycle and Automobile Headlights.

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SPRING HINGES—

Bommer Brothers:
- Bommer Spring Hinges 40%
- Bommer B. B. Floor Hinges 40%

Bardsley's Patent Checking 15%
Chicago Spring Butt Co.:
- Chicago Spring Butts 25%
- Triple End Spring Butts 50%
- Chicago Ball Bearing Floor Hinge 50%
- Garden City Fire Engine House Hinge 25%
- Chicago Saloon Door Hinge 25%

Columbian:
- Steel Hinges 60%
- Floor Hinges 60%
- American ..... 80&5%
- Gem 30%
- Oxford ..... 80&5%
- Acme, Steel 35%
- " Brass 25%

Niles Mfg. Co 30%

GATE HINGES—

Clark's, Nos. 1, 2, 3 ..... 50&10@60&10%
N. E., ₱ doz., $7.80 ..... 60%
N. E., Reversible, ₱ doz., $5.60 ..... 60%
N. Y. State, ₱ doz., $4.90 ..... 60%
Western, ₱ doz., $4.20 ..... 60%

BLIND HINGES—

Parker ..... 70&10@70&10&10%
Sargent's, Nos. 1, 3, 5, 11, 13 ..... 75%
W. H. Co's., No. 2 Mortise Gravity 60%
Stanley's Steel Gravity Blind Hinges with Screws, $1.30 ₱ doz. sets ..... 30&10%

Hitching Cords

Covert Mfg. Co ..... 45&2%
Covert Mfg. Co. ——
Hitchers Stall 85%

Hollow Ware

ENAMELED—

Lalance & Grosjean Mfg. Co. list Nov. 1, '01:
- Agate Nickel Steel Ware ..... 50&20%
- Pearl Agate Ware ..... 50&20%
- Blue and White Ware ..... 60&15%
- All White Ware ..... 50&20%
- Regal Steel Ware ..... 60&10%
- Peerless Ware ..... 70&10%

Granite Ware, list Jan. 1, 1894, revised Jan. 2, 1895 ..... 40&10%
Iron Clad:
- Peppered Ware, high list 70%
- Mottled Ware, high list 75%

STOVE HOLLOW WARE—

Blacklock:
- Ground ..... 55@60&10%
- Plain or Unground ..... 60@65&10%
- Country Ware ₱ 100 lbs. net ..... $2.75@$3.00
- Enameled Ware ..... 50@55&10%

WHITE ENAMELED WARE—

Maslin Kettles 70%
Tinned Boilers and Saucepans ..... 40@45%
Enameled ..... 50@55%

GLUE POTS—

Tinned 35%
Enameled 40%

SILVER-PLATED HOLLOW WARE—

4 mo. or 5% cash in 30 days.

Hartford Silver Plate Co ..... 40&5%
Holmes & Edwards Silver Co ..... 40&15&5%
Meriden Brittania Co ..... 40&10%
Rogers & Brother ..... 40&5%
William Rogers Mfg. Co ..... 40&10%

Hooks

BUSH—

Jennings & Griffin's ..... 33⅓&5%
Wadsworths 60%

CAST IRON—

Ceiling, Sargent's list ..... 50&10%@60%
Chandelier ..... 60%@60&10%
Clothes Line, Sargent's list ..... 50&10&10%
Coat and Hat, Sargent's list ..... 50&10%@60%
Coat and Hat, Stowell's 70%
Harness, Sargent's list ..... 50@50&10%
Lamp ..... 60%@60&10%
Picture ..... 50&10%
Screw Hat ..... 60&10%@70%
Wardrobe ..... 69&10@60&10&10%

WROUGHT IRON AND STEEL—

Cotton, ₱ doz $1.25
Wrought Staples, Hooks, &c. See Wrought Goods.

MEAT—

Enterprise 40%
Humason & Beckley, new list ..... 85&10%

WIRE—

Atlas, new list, single cases 75%
Ten case lots ..... 75&10%
Wire Coat and Hat, Acme ..... 60%@60&10%
Wire Coat and Hat, Gem ..... 60&10%
Wire Ceiling, Gem ..... 60&10%

MISCELLANEOUS—

Belt ..... 80&10%
Covert Mfg. Co.:
- Safety Gate and Scuttle Hooks ..... 35&5%

Grass, Wadsworth's 60%
Gronk's, Grass, ₱ doz $3.00
Hooks and Eyes, Brass ..... 60&10&10%
Hooks and Eyes, Mal. Iron ..... 70&10%
Cotton, box and hay ..... 60%@10&10%

Horse Clippers

See Clippers.

Horse Nails

Nos.	6	7	8	9	1	
A. C.	25c	23c	22c	21c	21c	40&5%
American, all sizes, net						9⅓c
Nos.	6	7	8	9	10	
Anchor and New Haven	23c	21c	20c	19c	18c	40% @40&5
Nos.	6	7	8	9	10	
Ausable	28c	25c	25c	24c	23c	50&10%
C. B. K.	25c	23c	22c	21c	21c	40%
Capewell	19c	18c	17c	16c	14c	10&5%
Champlain	28c	26c	25c	24c	23c	40&10%&5%
Clinton Fin	19c	17c	16c	15c	14c	20&10%
Essex	28c	26c	25c	24c	23c	40&10%&5%
Lyra, all sizes, net						9⅓c
Maud S	25c	23c	22c	21c	21c	50%
Neponset, Nos. 5 to 10, ₱ lb						12c
Northwestern	25c	23c	22c	21c	20c	25@25&5%
Putnam	23c	21c	20c	19c	18c	33⅓%
New Hutnam	19c	18c	17c	16c	16c	10&10%
Vulcan	23c	21c	20c	19c	18c	25&10%
Western, net						8⅓c

Horse Shoes

F. O. B. Pittsburgh:
- Horse and mule, Iron, ₱ keg $4.00
- Steel, ₱ keg 3.75

Horse Ties

Covert Mfg. Co.:
- Cotton 45%
- Hemp 45%
- Jute 50%
- Sisal ..... 30&10%

Hose, Rubber

Boston Belting Co.:
- "Boston" 50%

Niagara 60%
N. J. Car Spring & Rubber Co.:
- Extra Para ..... 40&10%
- Reliable ..... 50&10%
- Staple ..... 60&10%

Standard ..... 70&10%

Hose Bands

Star Hydrant ..... 80&20%
Steam 70%

Ice Awls, Chippers &c

Copeland Ice Pick, ₱ gross ..... $9.00 net
Crown ..... net
Gem Ice Shave ..... net
Sargent's Ice Awls 55%
Snell's 50%
Star ..... net

Ice Cream Freezers

See Freezers, Ice Cream.

Ice Shredders

Enterprise, ... No. 33, ₱ doz. $6.00 25@30%
No. 34, ₱ doz. 15.00 25@30%

Jack Chain

See Chain.

Jacks

See Wagon Jacks.

Jack Screws

See Screws.

Kettles

Spun brass, plain ..... 20@25%

Knives

Kimball's:
- Bread Knives, ₱ doz. $1.50 ..... 20%
- Butcher Knives 25%
- Shoe Knives 25%

Cronk's Chopping 33⅓%
Dunlap Kitchen and bread Knives 25%
Foster Bros., butcher, &c 30%
Uable and Pocket, see Cutlery.
Wilson's Butcher Knives ..... net

Knives, Hay and Straw

Wadsworth ..... 40&10%

Knife Sharpeners

Pike's: 40%
- Nat. Grit Carving Knife Hones ₱ doz $3.00
- Solid Stone Carving Knife Hones ₱ doz $2.50
- Quick Edge Pocket Knife Hones ₱ doz $3.00
- Mounted Kitchen Sandstone ₱ doz $1.50

Knobs

Bardsley's wood, door, shutter and base ..... 10@15%
Base, rubber tip, 2¼ in bead, ₱ gro ..... $1.15@$1.25
Dor Mineral ..... 65@70c
Door Por. Jap'd ..... 70@75
Door Por. Nickel ..... $2.10@$2.20

Lanterns

C. T. Ham, Class A, B, C and D ..... 40&10%

Latches

	₱ Doz.
Cronk's barn door, net	$2.00
Lane's Barn Door	40&10%

Lawn Mowers

Champion ..... 75&10%
Clipper Improved ..... 50&10&5%
Enterprise ..... 40&10%
Genuine Philadelphia Mowers;
- Styles M, S, C, K, T ..... 70&10%
- Style A (all steel) ..... 60&10%
- Style E, low wheel ..... 60&10%
- Style E, high wheel ..... 70&10&5%
- Drexel, low list ..... 40&10%
- Gold Coins, low list ..... 40&10%

New Departure, high wheel ..... 70&10%
New Departure, low wheel 75%
Pennsylvania ..... 60&10

Lawn Sprinklers

Enterprise ..... 25@30%
Philadelphia Lawn Mower Co.:
- Philadelphia Lawn Sprinkler:

Nos.	1	2	3	
Per Dozen	$12.00	$15.00	$24.00	30%

Kohler's:
- Daisy, net, ₱ doz $7.50
- Mystic 6.00
- Rainmaker 4.80
- Dew Drop 1.20

Lawn Swings Easy

Ulrich Mfg. Co., ₱ doz $75.00

Leads

Covert Mfg. Co.:
- Cotton 45%
- Hemp 45%
- Jute 50%
- Sisal ..... 30&10%

Lead Pipe, Etc

	₱ Lb.
Bar Lead	5½@6c
Block Tin Pipe	35@37½%
Lead Pipe, full lenghts	5 to 5¼
Lead Pipe, tin lined	12½c
Sheet Lead, full rolls	6¼c

Lemon Squeezers

Berger Bros., ₱ doz. 8 in., $1.00; 10 in., $1.40 20%
Hotchkiss, Straight Flush, ₱ doz $9.60
Little Giant ..... 50@50&5%
Porc. lined, Iron, ₱ doz $1.75
Porc. lined, Wood, ₱ doz $1.25
Wood, common, ₱ gro. ..... No. 0, $5.25 @$5.50; No. 1, $5.25@$6.50

Levels

C. E. Jennings & Co's.:
- Hexagon ..... 25&10%
- Iron Bench, new design ..... 25&10%

Hollis Hardware Co.:
- Adj. Steel 7 in., $24.00 ..... 40%
- 12 in., $27.00 ..... 40%

Lifters

See Transom Lifters.

Lines

Cotton and Linen Fish 40%
Cotton Chalk, 20 feet ..... 40&10%
Cotton Trot 20%
Samson Cot., Nos. 4, $2.20; 4½, $2.75 ..... 20%
Silver Lake braided, ₱ gro., Nos. 0, $6.00; 1, $6.50; 2, $7.00; 3, $7.50 ..... 20%
Wire Clothes:

	18	19	20
1000 feet	$2.20	$2.00	$1.65
75 feet	1.80	1.70	1.30

Loaded Shells

See Ammunition.

Locks

DOOR LOCKS, LATCHES, &C—

Lockwood Mfg. Co 40%
R. & E. Mfg. Co 40%
Reading Hardware Co ..... 45&20%
Sargent & Co ..... 40&10%

CABINET—

Eagle Lock Co 33⅓%
Corbin 33⅓%
Yale 33⅓%

PADLOCKS—

Acme bicycle and satchel, ₱ doz., $9.00 ..... 40%
Ames Sword Co 40%
Brown's brass 25%
Brown's chain 25%
Champion 40%
Eagle 40%
Slaymaker's:
- General line ..... 35&10%
- Scandinavian 90%
- " steel keys 50%

Smith & Egge bicycle 50%
Wrought iron ..... 75&10%&20%
Yale Lock Co 60%

TRUNK—

Corbin's ..... 25&10%
Eagle 40%

Machine Bolts

See Bolts.

Mail Boxes

See Boxes, Mail.

Mallets

Hickory ..... 45@5&50%
Lignumvitæ ..... 45@5&50%
Bliss:
- Carpenters, Tinners, Box, Carvers 33⅓

Maslin Kettles

See Hollow Ware.

Mattocks

Cronk's Garden 33⅓%
Regular Goods ..... 70&10%@75%

Meat Cutters

American 30%

Nos.	1	2	3	4	5	6
Each	$5	$7	$10	$25	$50	$80

Dixon's, ₱ doz ..... 30&10@40%

Nos.	1	2	3	4	
Each	$14	$17	$19	$30	

Enterprise ..... 25@25&7½%

Nos.	5	10	12	20	22	32
Each	$2	$3	$2.75	$5	$4.50	$6

Little Giant ..... 33⅓@40%

Nos.	306	310	312	320	322
Each	$35	$48	$44	$72	$68

Woodruff's, ₱ doz ..... 30&10@40%

Nos.	100	150
Each	$15	$18

Beef Shavers (Enterprise) ..... 25@30%

Meat Jiuce Extractors

Enterprise ..... 25&30%

Metals, Anti-Friction

	₱ Lb
Magnolia Metal Co.:	
Defender	18c
Cosmic	10c
Magnolia, Anti-Friction	25c
Mystic	15c

f. o. b. New York or Chicago.

Melting Ladles

Monroe's Patent, ₱ doz., $4.00 ..... 40%
Sargent's ..... 60@60&10%

Mitre Boxes

C. E. Jennings & Co ..... 30&10%
Seavey's, ₱ doz., $30 ..... 40%
Stanley Rule and Level Co.:
- Nos. 340 to 460 ..... 30%
- Nos. 50 and 60 ..... 35%

Motors

COFFEE MILL—

Specialty Novelty Co., each $5.00

Nails

WIRE AND CUT NAILS—

See Review of the Markets for Quotations.
Wire nails and brads, Papered Assn list, July, 1899 ..... 90, 90&10%

PICTURE—

Niles' Patent 40%
Porcelain head, combination list ..... 60&10%
Porcelain head, Sargent's list 60%

Nail Nippers

'Gem," ½ gross lots, ₱ gross $21.00
" less quantity, ₱ dozen 2.00

Nail Pullers

Ajax, 5 lbs., ₱ dozen, net $7.50
Black Hawk, ₱ dozen 9.00
Cyclops ..... 50&10%@50%
Cronk's, ₱ dozen, net $12.00
Eureka, No. 74, ₱ doz., net $8.50
Eureka, No. 75, ₱ doz., net $8.00
Giant, No. 1, ₱ doz., $18.00; No. 1½, $16.50; No. 2, $15.00 ..... 30&5%
Lightning, ₱ doz., $18.00 ..... 20%
Morris No. 1, list $20.00 ..... 50%
National, ₱ doz., $24.00 ..... 10%
Pelican, ₱ doz., $ 9.00 ..... 40@40&10%
Rollis Hardware Co., No. 1, $18.00 ..... 50&10%

Nail Sets

	₱ Gro
Hunters, Cup Point, knurled	$10.00
Hunters, Cup Point, plain	9.00
Octagon	4.00@4.75
Round, assorted	3.00@3.25
Square	4.00@4.25
Snell's:	
Octagon, ₱ gro	$5.25
Corrugated	6.75
Knurled	6.75@7.50

Nippers

Acme 50%
Smith's cutting 50%
Todd's cutting 50%

Nut Crackers

	₱ Gro
Acme, Japanned, $30.00	40%
Acme, Nickel Plated, $5.00	30%

Nuts

Cold Punched:

Mfrs. or U. S. Standard.	Off List
Square, plain	$4.30
Hexagon, plain	5.40
Square, C. T. & R	5.10
Hexagon, C. T. & R	5.80

Hot Pressed:

Mfrs. U. S. or Nar. Guage	Standard
Square, blank	5.40
Hexagon, blank	5.80
Square, tapped	5.40
Hexagon, tapped	5.80

Oils

Linseed, city, raw, in barrels, ₱ gal 49c
Linseed, city, boiled, in barrels, ₱ gal 51c
Out of town on spot, ₱ gal 48c
Calcutta, raw, in barrels, ₱ gal 60c
Lard, prime city, ₱ gal ..... 56@58c
Lard, Extra, No. 1 ..... 48@49c
Lard, No. 2 ..... 36@38c

Oilers

Brass and copper ..... 50&10
Tin or steel ..... 65&10
Cushman & Denison's: ₱ Dox
- Gem ..... $ .50
- Leader ..... .80
- Perfect oilers 1.50
- Star pocket oilers ..... .75

"Paragon," brass ..... 45@50%
"Paragon," zinc ..... 60&10%
Wilmot & Hobbs Mfg. Co's. Steel anti-rust ..... 70&70&10%
Zinc and tin ..... 65@65&10%
American Tube & Stamping Co.:
Spring bottom cans ..... 70&70&10%
Railroad oilers, etc ..... 60@60&10%

Oil Stones, Etc

AXE STONES—

Pikes': 40%
- Hindostan, large axe ..... 8c ₱ lb
- " small " ..... 10c " "
- Queer Creek Axe ..... 20c " "

OIL STONES—

Pikes':
- Lily White Washita ..... 60c ₱ lb
- Posy Red " ..... 60c " "
- Extra " ..... 50c " "
- No. 1 " ..... 40c " "
- No. 2 " ..... 30c " "
- Lily White " round edge slips ..... 90c " "
- No. 1 Washita, round edge slips ..... 70c " "
- Washita Pen Knife pieces ..... 70c " "
- No. 1 Hard Arkansas stone 3 to 5½ in. long ..... $2.80 " " 33⅓
- No. 1 Hard Arkansas stone 5½ to 8 in. long ..... $3.50 " "
- No. 1 Soft Arkansas stone 3 to 5½ in. long ..... $1.50 " "
- No. 1 Soft Arkansas stone 5½ to 8 in. long ..... $1.70 " "
- Soft Arkansas, round edge slips ..... $2.50 " "
- Hard Arkansas, round edge slips ..... $4.00 " "
- Hard Arkansas Pocket Knife pieces ..... $4.00 " "

Pikes': 40%
- Washita and Arkansas stones, mounted in pol. hardwood cases, all sizes
- India Oilstones, all grades and sizes 33⅓
- Queer Creek Oilstones ..... 20c ₱ lb
- Chocolate Oilstones ..... 50c " "
- Regular Hindostan ..... 8c " "
- Small Hindostan ..... 10c " "

Packing, Steam

RUBBER—

Boston Belting Co.:
- Phoenix, net ₱ lb 50c
- Plumbago 50%

Pure Packing, "Excelsior" 50%
Extra 60%

MISCELLANEOUS— ₱ Lb

American Packing ..... 8c@10c
Cotton Packing 16c 25c
Italian Packing 9½c 12c
Jute ..... 4½c@5c
Russian Packing ..... 8½c@11c

Padlocks

See Locks.

Parers

APPLE—

	₱ doz	$ 4.00
Advance	" "	4.00
Baldwin	each	6.50
Bonanza Improved	₱ doz	4.00
Daisy	each	7.50
Dandy	"	20.00
Eureka Improved	₱ doz	15.00
Family Bay State	"	36.00
Improved Bay State	"	5.00
Little Star	"	7.00
New Lightning	"	3.25
Reading, 72	"	6.25
Reading, 78	"	6.20
Rocking Table	"	6.00
Turntable, '98	"	5.00
White Mountain	"	

POTATO— ₱ Dox

Saratoga	$7.00
White Mountain	6.00

Pencils

Dixon's:	₱ Gro
Carpenter's	$2.17@8.75
Carpenter's, blue or red lead	4.00@7.50
Office	1.87@7.50
Lumber	6.87
Colored lumber	9.00
Black artists	9.37
Colored	4.38@7.50
Assortment boxes	1.31@2.50

Percussion Caps

See Ammunition.

Picks and Mattocks

List Feb. 28, 1899 ..... 70&10@75%

Pipe Hangers, Conductor

Iwan's, Perfection wire 50%

Planes and Plane Irons

WOOD PLANES—

Bailey (Stanley R. & L. Co.) 40%
Bench, first quality ..... 40&10%
Bench, second quality ..... 50&10%
C. E. Jennings & Co ..... 50&10
Molding ..... 33⅓&5

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IRON PLANES—
C. E. Jennings & Co., iron....50&10%
Sargent's....60@60&10%
Standard Tool Co....50@60&5%
Stanley Rule & Level Co.:
Bailey's....40%
Miscellaneous....35%

PLANE IRONS—
Buck Bros....30%
Butcher's....$5.00@5.25 to £
C. E. Jennings & Co....16⅔&10%
Stanley R. & L. Co....35%
L. & I. J. White....20&5@20%

Pliers and Nippers
Button....79&10@75%
Cronk & Carrier:
Pliers.
No. 1....60&10%
" 20, net....$9.00
" 40....75%
" 50....80%
" 65....40%
" 70....50%
" 80....40%
" 85....40%
Wm. Johnson's Gas Pliers....66⅔%
Smith's Side Cutting....25%

Plow Bolts
See Bolts.

Plumb Bobs
Keuffel & Esser Co....33⅓%

Plumbs and Levels
Cook's....40&10&10%
Davis':
Inclinometers....20%
Iron Levels....25&10%
Disston's....70%
Machinists'....25%

Pocket Levels
Stanley's....45%
Duplex....35%

Poachers
See Egg Poachers.

Police Goods
Tower & Lyons....25%

Polish Metal
Presoline Liquid, new list....40%
Prestoline Paste....40@40&10%
U. S. Metal Polish Paste, 3 oz boxes,
₱ doz....$ .50
₱ gross....4.00
½ pound boxes, ₱ dozen....1.25
1 pound boxes, ₱ dozen....2.25
U. S. Liquid, 3 oz cans, ₱ dozen....1.25
₱ gross....12.00
Barkeeper's Friend Metal Polish
₱ dozen....1.75
₱ gross....18.00

Polish, Stove
Black Eagle benzine paste, 5 lb cans, ₱ lb....10c
Black Eagle, liquid, 10 oz. cans, ₱ doz....75c
Black Jack paste, ¼ lb cans, ₱ gross....9.00
Black Kid paste, 5 lb can, each....65c
Ladd's Black Beauty, ₱ gross, $10.00....50%
Joseph Dixon's, ₱ gross, $5.75....10%
Dixon's Plumbago, ₱ lb....8c
Fireside, ₱ gross....2.50
Gem, ₱ gross., $4.50....10%
Japanese, ₱ gross....3.50
Jet black, per gross....3.50
Peerless Iron enamel, 10 oz. cans ₱ doz....1.50
Wynn's:
Black silk, 5 lb. pail, each....70c
Black silk, ½ lb. box, ₱ doz....1.00
Black silk, 5 oz box, ₱ doz....75c
Black silk, ½ pint liquid, ₱ doz....1.00

Poppers, Corn
Square.	₱ Doz	₱ Gro
1 qt		$ 9.00
1½ qt		11.00
2 qt		13.50

Post Hole Diggers
Disston's Samson Digger, ₱ doz. $34....25%
Kohler's:
Little Giant....₱ doz., net $12.00
Hercules...." " 9.50
Invincible...." " 9.00
Pioneer...." " 7.20
Universal...." " 13.00
New Champion...." " 5.50
Rival...." " 7.50
Ryan's....₱ doz., $20.00....25%
Iwan's:
Split handle....₱ Doz net $7.00
Perfection...." 8.00
Rockford Tack & Nail Co.:
Rockford brand....₱ doz., " 6.50
Atlas pattern...." " " 7.50

Post Hole Augers
Iwan's Patent improved....40&5%
Perfection....₱ doz., net $8.25
Split handle...." " 7.50
Vaughan's, 4 to 9 in....6.00

Potato Hooks, Etc
Hoe Down Hooks....75&10&2%
Hop Hooks....60&10&2½%
Potato Hooks....70

Powder
See Ammunition.

Presses
See Fruit and Jelly Presses.

Primers
See Ammunition.

Pruning Hooks and Shears
Cronk's Pruning Shears, all styles....33⅓
Disston's Combined Pruning Hook and Saw, ₱ doz., $18.00....25@25&10%
Disston's Pruning Hook, ₱ doz., $12.00....25@25&10%
Smith's:
Pruning Shears....60&10%
Rockdale Pruners....33⅓%
Standard Tree Pruners....75%
E. S. Lee & Co's. Pruning Tools....40%
P. S. & W. Co's. Shears....40%
Waters' Tree Pruners....75&10%

Pulleys
Awning....60@60&10%
Axle....50&10@60%
Brass screw....45&10%
Ceiling....50@10&60%
Clothes line, Japanned....60%
Common Sense....60%
Dumb Waiter....60@60&10%
Empire Sash Pulley....60%
Fox all steel....50%
"Grand Rapids," all steel....50%
Hay Fork, swivel eve., ₱ doz., 4 in., $3.75; 6 in., $5.00....55%
Hay Fork, Hartz, 4¼ in., ₱ doz., $6.00....50&10%
Hay Fork, 5 in., solid, $5.70....50%
Hot House....50&10@50&10&10%
Stowell's Anti-Friction, 5 in. wheel, ₱ doz., $12.00....40%
Side, Anti-Friction....60%
Shade rack....45%
Upright....50&10@50&10&10%

Pumps
Cistern, best grades....60@60&10%
Pitcher Spout, best grades....75&80%
Power Pumps, Myers'....50%
Spray Pumps, Myers....50&10%
Spray Pumps, Kohler's:
Daisy, net ₱ doz....$ 7.50
Mechanical, net ₱ doz....7.50
F. E. Myers & Bro., low list:
No. 1, Fig. 328, 3 in. Shallow Well Pump....18.00
No. 8, Fig. 328, 3½ in. Shallow Well Pump....15.00
No. 5, Fig. 307, 3 in. Deep Well Pump....15.00
No. 6¼, Fig. 307, 3½ in. Deep Well Pump....17.00
No. 14, Fig. 521, 3 in. Deep or Shallow Well Pump....15.00
No. 32, Fig. 523, 3 in. Deep Well Pump....17.00
No. 56, Fig. 331, 3 in. Shallow Well Pump....14.00
No. 59, Fig. 332, 3½ in. Shallow Well Pump....17.00
No. 70, Fig. 336, 2½ in. Deep Well Pump....15.00
No. 72, Fig. 333, 3 in. Deep Well Pump....15.00
No. 102, Fig. 448, 3 in. Lift Pump....9.00
No. 108, Fig. 448, 3½ in. Lift Pump....11.00
No. 128, Fig. 510, 3 in. Lift Pump....7.00
No. 131, Fig. 510, 3½ in. Lift Pump....8.50
No. 225, Fig. 389, Windmill Pump....12.50
No. 235, Fig. 406, Windmill Pump....16.00
No. 240, Fig. 406, Regulator Pump....28.00
No. 302, Fig. 477, Spray Pump, complete....11.50
No. 330, Fig. 547, Knapsack Spray Pump....10.00
Discount 50% f. o. b. Ashland.
No. 268, Fig. 513, Low Down Tank Force Pump, net....5.00
No. 320, Fig. 492, Bucket Spray Pump, net....2.00

Punches
Bemis & Call Co's.:
Cast Steel Drive....50%
Morrill's....50%
Niagara Hollow....45%
Niagara Solid....55%
Saddlers' or Drive, good....60&65%
Snells' Tinners'....40&5%

Rail
Barn Door, Light, Inches...	⅛	¼	¾
₱ 100 feet	$1.40	1.95	2.60

Barn Door, "None Better" No. 1, ₱ ft....3½c
Barn Door, "None Better" No. 2, ₱ ft....4c
B. D. for N. E. Hangers:
Angular, ₱ ft., 6c....70%
Double Flange, ₱ ft., 8c....70%
Cronk's:
O. N. T. style, No. 18....25½c ₱ Ft
Double braced....8c
Lane's:
O. N. T. 1 in., ₱ 100 ft., net....$2.75
O. N. T. 1¼ in., net....3.00
O. N. T. 1½ in., net....4.00
Hinge Hanger, 1 in., ₱ 100 ft....3.50
" " 1¼ " " " " 3.96
Stowell's Wrought steel....25%
Sliding Door, Bronzed Wrought iron, ₱ ft....6½c
Sliding Door, Steel, Brass Plated, ₱ ft..5½c
Sliding Door, Wrought brass, 1¼ in ₱ lb. 38c....25@30%
Victor Track Rail, 7c ₱ ft....60&10&2½%

Rakes, Etc
Cronk's:
Malleable....70%
New Champion....75%
Victor....80%
Anti-Clog Lawn....75%
Never Break Garden....75&10%
Queen City Lawn....40%
Kohler's:
	Net
Lawn Queen, 20	$3.45
" " 24	3.60
Jumbo Lawn, 36	5.25
Paragon (wood head)	2.75
Steel Garden, 10th	2.24
" " 12th	2.40
" " 14th	2.64
" " 16th	2.88

Rasps, Horse
Disston's....75%
New Nicholson Horse Rasp...70&10@75&5%
See also Files.

Razors
Electric....List Net
Boracic....60%
Fox....50%
J. R. Torrey Razor Co....20%
Wostenholm & Butcher, $10.00 to £....10%

Razor Hones
Belgian German and Swaty, all sizes...50%

Registers and Ventilators
HOT AIR—
New list, July 1, 1903:
Black Japanned, White Japanned, Bronzed Finishes, Electro-Plated and Nickel Plated....70&10%
White Porcelain....60%
Solid Brass and Bronze Metal....50%

Revolving Chimney Tops
Iwans' Volcano....50&5%

Rifle Cleaners
Bishops':
Small Bore Rifle Cleaner, ₱ doz.....$3.00

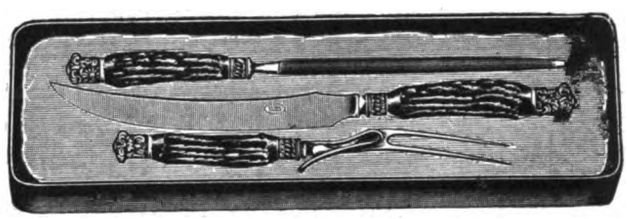
Rings
See Bull and Hog Rings.

Rivets and Burrs
COPPER—
Belt with Burrs....50&60@60%
Hose with Burrs....50&10@60%
IRON OR STEEL—
New list, Jan. 8, 1904.
Tinners....75%&5%
Miscellaneous....75%&5%

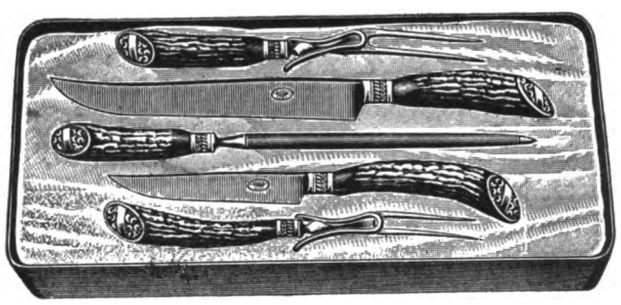
LAMSON & GOODNOW Carving Sets

HAVING had "quality" for our watchword for sixty-eight years, we are turning out Carvers that are looked up to as the standard of quality.

Putting the best material into all our Carvers, and exercising scrupulous care in finishing them. -:- -:- -:- -:-



L. & G. Excellence



is the inevitable result. More than that: They are the most popular—the most profitable to buy and sell. -:- -:-

If you are not acquainted with the L. & G. proposition, write us. We'll send you our L. & G. Catalogue and quote you L. & G. prices on our entire line of cutlery. -:- -:- -:- -:- -:-

Mention HARDWARE

Lamson & Goodnow Mfg. Co.

Shelburne Falls, Mass.

N. Y. Office: 45 Murray Street.

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Rivet Sets
Regular list....70%

Rollers, Stay
Cronk's:					
Nos.	50	55	56	60	65
₱ Dozen	$1.00	.80c	.75c	.75c	.90c

Rope
	₱ Lb
Cotton Rope:	
Best ¼ in. and larger	16¼c
Medium	14¼c
¼ in. and larger	—
Common	10¼c
Jute Rope:	
A grade	6c
C grade	5¼c
Manilla Pure:	
7-16 in. and larger	12c
⅜ in.	12¼c
½ and 5-16	13c
Sisal, Pure:	
7-16 in. and larger	10c
⅜ in.	10¼c
½ and 5-16 in.	11c

Root Cutters
Lane's....25%

Rules
Athol, Steel....33⅓
Boxwood....60&10@60&10&10%
Ivory....35&10@35&10&5%
Kenffel & Esser Co.:
Folding, wood....35&10%
" steel....33⅓&10%
Lufkin's:
steel....50&10%
Lumber....60%
Miscellaneous, Stanley's....60%

Sad Irons
DOVER ASBESTOS—
Polishing....50%
Pressing....50%
Laundry....45%
Sleeve....50%
Tourist....50%
Toy....50%
Blacklock:
Plain black in cases, ₱ 100 lbs....$2.75
Bronze finished in cases, ₱ 100 lbs....3.15
Aluminum finish, in cases, ₱ 100 lbs. 2.95
Full nickel, in cases, ₱ 100 lbs....3.75
COLD HANDLED—
Enterprise Mfg. Co. of Pa....20&5&5%

Safety Fuse
See Fuse.

Safety Lifts
Burr Mfg. Co., steel....70&10%

Sand and Emery Paper and Cloth
Baeder, Adamson & Co's. list:
Emery cloth....50&10@60%
Garnet paper....25%
Flint and emery paper....50&10@60%

Sash Balances
Caldwell Mfg. Co....50%
Pullman....50&10@60%
Victor bronze....70%
Victor steel....70%

Sash Chain
Competition....50&10%
Giant....40%
Monarch B. C. Co....70%
Pullman bronze....70%
Pullman cop steel....70&10&10%
Royal metal....65&5%
Steel B. C. Co....70&10%
Steel, copperplated....70%
Victor bronze....70%
Victor steel....75%

Sash Cord & Weight Fastener
Ives....40%

Sash Cord
Cable Laid Italian, ₱ lb....16@18c
Cable Laid Russia, ₱ lb....15c
Common India, ₱ lb....10@10½c
Patent Russia, ₱ lb....14c
Patent India, ₱ lb....12½@13c
Silver Lake:
A Quality, drab, ₱ lb....40c
A Quality, white, ₱ lb....35c
B Quality, drab, ₱ lb....35c
B Quality, white, ₱ lb....30c

Sash Fasteners
Imperial....33⅓%
Sash rollers....70%
Ives casement fasteners....40%
Champion....75%
Monitor, steel....25%
Shutter sheaves....80%
Window screen sash lifts....62%

Sash Locks
Champion meeting rail....50%
Champion side....60%
Ives' patent:
Bronze and Brass....62½
Crescent....50&10,
Iron....62½
Window ventilating....60%
Robinson pat. ventilating sash lock...40%
Wrought bronze and brass....55%
Wrought steel....55%
Paysons signal....80%
Pullman patent ventilating....25%

Sash Weights
Ton lots at factory (Eastern)....$25.00

Sausage Stuffers or Fillers
Enterprise Mfg. Co....25@25&7½%
National Specialty Mfg. Co....80%

Saws
Atkins:
Band to 14 in. wide....80%
Band ½ to 3-16 in. wide....50%
Butcher....40&10%
Pruning and Compass....40%
Circular....50%
Cross Cut....35&5%
Gang....50%
Hand, Panel and rip....40%
Wood....40&10%
Diamond Saw and Stamping Works:
Sterling Kitchen saws....25%
Disston's:
Circular, solid and inserted tooth....50%
Band 8 in. to 16 in. wide....60%
Band ½ in. to 1¼ in....60%
Cross cuts....50%
Narrow cross cuts....55%
Mulay, mill and drag....50%
Framed wood saws....35%
Wood saw blades....35%
Wood saw rods....5
Hand saws, Nos. 12, 99, 9, 16, D100, D85, 120, 76, 77, 8....25%
Hand saws, Nos. 7, 107, 107½, 8, 1, 0, 00, combination....30%
Compass, keyhole, pruning, dovetail, &c....25%
Butcher saws and blades....35%
C. E. Jennings & Co's.:
Butcher....30&10%
Hand Panel, rip & other saws..20&2½&10%
Peace:
Cross cuts....50%
Hand panel and rip....30%
Richardson:
Circular and mill....50%
X cuts....50%
Hand saws....30%
Star, Butcher....25%

HACK SAWS AND FRAMES—
Chatillon....30%
Diamond Saw & Stamping Works:
Sterling hack and saw blades....35%
Sterling hack saw frames....20%
Disston's:
Concave blades....25%
Keystone flex. back and mach. blades.40%
Hack saw frames....30%
Griffin's:
Complete....40&10%
Saw blades....35&5&10%
Star, saws and blades....22%

Saw Filer
Disston's D8 Clamp and Guide, $30.00 ₱ doz....30%

Saw Frames
C. E. Jennings & Co....20%
Richardson's Wood....net

Saw Sets
Atkins,
Criterion saw sets, ₱ doz....$6.00
Excelsior saw tools, " " 5.00
Disston's Monarch, Nos. 1 & 10 & Star....30%
Hart's patent lever....20%
Kohler's:
"Giant Royal," ₱ doz. net....$8.50
"Royal," ₱ doz. net....5.00
Morrill's:
Nos. 1, $15.00; 10, $15.63; 11, $15.63....50%
Cross cuts, Nos. 3 & 4, $20.63; 5, $30.00..50%
Richardson's....25%
Seymour Smith & Son, hammer, ₱doz. $4.75
Stillman's, ₱ doz....1.00
Taintor's Positive, $18.00 ₱ doz....60%

Scales
Chatillon's:
Eureka....40%
Favorite....40%
Grocers' triple scales....50%
Family, Turnbull's....30@30&10%
Hatch:
Counter....40%
Tea....40%
Union Platform, plain....$1.80@$2.00
Striped....$2.00@$2.20
Pelouze....50%

Scale Beams
Chatillon's No. 1....20%
Chatillon's No. 2....40%

Scrapers, &c
Adj. Box scrapers (S. R. & L. Co.) $6.00...45%
Box, 1 handle, ₱ doz....$2.00
Box, 2 handle, ₱ doz....$3.00@$4.00
Foot....55&5&60&5%
Ship, Common, ₱ doz., net....$2.40
Ship, R. I. Tool Co....10%
SIDEWALK—
Kohler's steel No. 7, ₱ doz....$2.50

Screens
DOOR—
Phillips,	₱ Doz
Style E, ¼ in	$10.00
Style O77, ¼ in	7.50
Style X Y, ¼ in	10.50

WINDOW AND FRAMES—
Phillips:
Flyer pattern....60&10@60&10&5%
Air Line pattern....60&10%
Perfection....60&10@60&10&5%
Screen frames....70&5@60&10%

Screw Drivers
Brace Screw drivers....25&10&5%
Buck Bros....30%
Screw Driver Bits....27½
Champion....40%
Disston's Flat Blade, electric, telegraph and cabinet makers....70%
Electric spiral, No. 01, ₱ doz., net....$6.00
Electric spiral, No. 02, " " " 5.00
Ellrich's socket and ratchet....40&10%
Fray's hollow hdle sets, No. 3, $12.00....50%
C. E. Jennings & Co., No. 285....40&10%
Jennings & Griffin....66⅔%
Sargent & Co's.:
No. 1 forged blade....50&10@50&10&5%
Nos. 20 and 40....66⅔%
Screw Driver bits (Snell's) ₱ doz....60c
Stanley R. & L. Co's.:
No. 64, varnished handles....60&10%
No. 66....70&10%
Victor....55%
Defiancio....70%
Snell's No. 5....75%
No. 10....80%
Nos. 20 and 30....70%
Tower & Lyon:
Champion....40%
Magazine....25%
Machinists'....40%
Belsley's patent....33⅓%

Screws
WOOD SCREWS—
List July 22, 1903.
Drive screws, diamond point....87½&10%
Iron, bright flat head....87½&10%
Iron, bright round and oval head....85&10%
Brass, flat head....85&10%
Brass, round head....80&10%
Bronze, flat head....77½&10%
Bronze, round head....75&10%
Nickel Plated, iron flat head....77½&10%
Nickel Plated, iron round head....77½&10%
MACHINE—
List, January 1, 1898.
Brass, flat head; Brass, round head; Iron, flat head; Iron, round head...50@50&10%
COACH, LAG AND HAND RAIL—
G. P. Coach, list Oct. 1, '99....75&12½%
Hand Rail....70&10@75%
Lag screws, list Oct. 1, 1890.
Cone Point....75&17½%

BENCH, HAND, ETC—
Bench, iron, ₱ doz....1 in., $2.50@$2.75 1¼, $3.00@$3.25; 1¼, $3.50@$3.75
Bench, wood, beech....30@30&5%
Hand, wood....30@30&5%
Jack Screws, Miller's Falls, roller bearing....50&10%
Jack Screws, Miller's Falls, without roller bearing....40&10&10%
Jack Screws, P. S. & W....50@50&5%
Jack Screws, Sargent's....70&10%

Scroll Saws
Cricket....10&10%
C. E. Jennings & Co....25%
Lester, complete, $10.00....15&10%
Rogers, complete, $4.00....15&10%

Scythes
₱ Doz
Wadsworth's:
Natural Finish, grass; Polished Blade, grass; Painted or Bronzed, grass; Clipper, grain; weed and bush....40%

Scythe Rifles
3-Coat, ₱ gro., $10.00 } 40%
4-Coat, ₱ gro., $12.00 }

Scythe Stones
	₱ Gro	
No. 1, Indian Pond	$ 7.00	40%
No. 2, " "	4.50	
White Mountain	9.00	
Black Diamond	12.00	
Lamoille	11.00	
Green Mountains	6.00	
Leader Red End	4.50	
Willoughby Lake	9.00	
Extra Quinnebog	7.00	
Pike's Corundum	24.00	
" Emery	15.00	

Seeders
Raisin, Enterprise....25@30%

Shears
Acme (cast)....40@40&5%
Ætna, Steel Japanned....80&20%
Ætna, Steel Nickeled....70&20%
Barnard Lamp Trimmers....40%
Carrier Cutlery Co.:
N. P. Straight Trimmers....66⅔%
N. P. Bent Trimmers....66⅔%
Japanned Straight....70&10%
Japanned Bent....70&10%
Cronks
Nickel Plated....60&10%
Japanned....60&20%
Heinisch's:
Straight Trimmers, etc. 60&10@60&10&10%
Tailors' Shears....40%
Tinners' Snips....40%
Pruning, See Pruning Hooks and Shears.
Seymour's Standard List:
Japanned....70%
Nickeled....60%
Standard Cutlery Co.:
Japanned....70&10%
Nickeled....60&10%
Star Brand:
Nickel Scissors....60%
Nickel Shears....60%
Japan Shears....70%
Tailors' Shears....40&10%
Pruners....70%
Tinners' Snips....40&10%

Shears, Hedge
Wm. Wilkinson & Sons....50%

Sheaves
SLIDING DOOR—
Corbin's list....60&10&2%
Hatfield's Pattern....70&10@80%
Stowell's Anti-Friction....50%
Patent Roller....60&10@60&10&5%
SLIDING SHUTTER—
Sargent's list....70%

Shells
See Ammunition.

Ship Tools
L. & I. J. White....25%

Shot
See Ammunition.

Shovels and Spades
Association List, Nov. 15....40%
F. E. Kohler Co....net prices
Avery Stamping Co....net prices

Shutter Bars
Ives'....45%

Shutter Bolts
See Bolts, Shutter.

Sifters, Flour
Hunter's Genuine, ₱ gross....$10.50@$11.50

Skate Sharpeners
Eureka....₱ doz.. $1.75; ₱ gro., $18.00

Slaters' Tools
Plumbs....30%

Slaw and Kraut Cutters
Disston's:
Slaw, vegetable, corn grater, turnip shredder....40%
Kraut cutters, 24x7, 26x8, 30x9....55
Kraut cutters, 36x12, 40x12....40%
Enterprise Mfg. Co....25@30%
Tucker & Dorsey:
1 knife, ₱ gro....$18.00@$20.00
2 knives, ₱ gro....$22.50@$30.00
Kraut cutters....40%
Woodrough & McParlin....40%

Sledges and Heavy Hammers
See Hammers.

Slicers
Vegetable, Enterprise....25%

Smiths' Bellows
See Bellows.

Snaps, Harness, &c
German, new list....40@40&10%
Sargent's:
Patent Guarded....66⅔%
Covered Spring....50@55%
Covert Mfg. Co.:
Covert Breast strap, bkle snaps....45%
Yankee Breast strap, bkle snaps....17½%
Breast strap protector....45&2%
Double for bits or trace carrier....45%
Trojan snaps....45%
High grade snaps....45%
Jockey snaps....35%
Derby snaps....30&2%
Rope snaps....35&5%
Yankee snaps....30&2%

Scythe Snaths
National Snath Co....45@50%
Grain cradles....40&12½%

Spoke Shaves
Bailey's (Stanley R. & L. Co.)....50&10%
Razor Edge....35%
Iron, ₱ doz....50&10%
Miller's Falls....15&10%
Seymour Smith & Sons, iron....30%
Wm. Johnson's:
Wood, best....30%
Wood, second quality....33⅓%

Spoons and Forks
Boardman's:
Nickel silver, catalogue "D"....net list
SILVER PLATED FLAT WARE—
L. Boardman & Son, cat'lge "D" net list
International Silver Co.:
"1847"....40&10%
"Anchor"....60%
"Eagle"....50&10%
"Star"....50&10%
Rogers, Smith & Co....50&10%
Rogers & Hamilton....40&10%
Holmes & Edwards....50&10&10%
Germau silver, unplated....60@60&5%
KNIVES AND FORKS, NO. 12—
₱ Doz. Net
"1847"....$3.50
"Anchor"....3.25
"Eagle"....3.25
"Star"....3.25
Rogers, Smith & Co....3.25
Rogers & Hamilton....3.25
Holmes & Edwards....3.00

Springs
See Door Springs.

Spring Balances
See Balances.

Spring Hinges
See Hinges.

Squares
Disston's Try sq're & T bevels, new list..70%
Try square and T bevel....60&10&10@70%
Winterbottom's Try and Mitre:
Iron Handle....40%
Wood Handle....50%
Nickel-pl'ted, new list, Jan. 5, '00. 70&10&10%
Steel and iron....70&10&10%

Staples
Barbed blind, ⅛, ¾, & ⅞ in., ₱ lb....6½c
FENCE—
Same price as Barb Wire, see trade report.

Stay Rollers
Cronk's, No.	50, net ₱ doz			$1.00
"	" 55	"	"	60c
"	" 56	"	"	84c
"	" 60	"	"	84c
"	" 65	"	"	80c

Lane's, Nos. 1, 2 and 3....40%

Steels
Chatillon's "Dicks"....30%

Stocks and Dies
BICYCLE—
Holroyd & Co....40&10%
BLACKSMITH'S—
Butterfield's....35&40%
Gardner....33⅓&10%
Holroyd & Co....50&10&5%
Holroyd's R'd Adj. screw plates....50%
Reece's new screw plates....35%
Lightning screw plate....35%
PIPE MAKERS—
Holroyd & Co....80&10%@80&10%

Stones
See Oilstones.

Stops
See Bench Stops.

Store Door Handles
See Handles.

Store Ladders
Lane's....10%
Myers' Noiseless....50%

Stove Bolts
See Bolts.

Stove Polish
See Polish, Stove.

Sweepers
See Carpet Sweepers.

Tackle Blocks
See Blocks.

Tacks, Brad, &c
List January 15, 1899.
American cut tacks....80&35%
S. S. cut tacks....80&20&5%
Carpet Tacks:
American blued....80&35&5%
American tinned....80&35&5%
Swedes Iron Tacks:
S. S....80&20&10&5%
Bill Posters' and Railroad Tacks:
S. S....80&45&5%
Common and Patent Brads....80&10&5%
Gimp Tacks:
S. S....80&45&5%
Hungarian Nails, steel....80&20&5%
Lace Tacks:
S. S....80&45&10%
Looking Glass Tacks....65&5%
Trimmers' Tacks:
S. S....80&20&10&5
Trunk and Clout Nails:
Steel, black....80&10%
Steel, tinned....80&10%
Upholsterer's Tacks:
S. S....80&40&5%
MISCELLANEOUS—
Double Point, in dozens....80&6tens
Shade, in dozens....80&10&10%
Shade, in bulk....80%

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Tack Pullers

Columbia, No. 1, ₱ doz., net.....$5.00
" " 2, " " " 1.00
Little Jack, ₱ doz., net..... 1.00

Tapes, Measuring

Eddy's:
American Asses' skin.....40&10@50%
Leather Case.....25@25&10%
Star steel.....40@40&10%
Steel.....30&5@35%
Chestermans.....25@25&5%
Keuffel & Esser Co.:
"Favorite" Ass skin.....40&10@50%
"Favorite" Duck & Leather.25&5@25&10%
Metallic steel, lower list..... 35@35&5%
Pocket.....35@35&10%
Lufkin's steel and metallic.....30@33⅓%

Tap Borers

See Borers, Tap.

Taps

American Screw Co.:
Machine screw.....70%
Holroyd & Co's.:
Blacksmiths.....60&10%
Machine screw.....75&10@80%
Machinists' Hand:
1-16 to 1¼ in. inc.....65&10%
1⅜ to 2 in.....50&10&5%
2⅛ to 3 in. inc.....33⅓&10%
3⅛ to 4 in. inc.....20%
Pipe, ⅛ to 1¼ in.....30&20%
Pipe, 2 to 3 in.....60&15%
Pipe, 3½ and 4 in.....66⅔&15%

Tap Wrench

Rollis Hdw. Co., $6.00.....50%

Thumb Latches

See Handles.

Ties, Wall and Veneer

The Metal Stamping Co., Niagara...20&10%

Tinware

Stamped, Japanned and Pieced..net prices

Tire Bolts

See Bolts.

Tobacco Cutters

National Specialty Co.....40%
Enterprise Mfg. Co.....25@30%

Toilet Clippers

See Clippers.

Trammel Points

C. E. Jennings & Co., "Eureka".....25%
Disston's.....70%
Sargent's.....40&10%
Stanley's.....45%

Transom Lifters

Payson's solid grip, Nos. 643 and 644, ₱ 100, net.....$33.00
Payson's:
Balance, Iron list.....70&10&10%

Traps

FLY—

Balloon ..... ₱ doz. $1.25, ₱ gro., $12.00
Globe..... " " 1.25, " " 12.00
Harper ..... " " 1.40, " " 13.50

GAME—

Enterprise Mole..: .....15&10%
Hawley & Norton.....65%
Newhouse .....45@45&5%
Victor.....70&10@70&10&5%

MOUSE AND RAT—

Hotchkiss:
Metallic Mouse.....50%
Improved Rat.....50%
New Rat.....50%
Mouse, round wire, ₱ doz., $1.00.....10%
Mouse, wood, choker, ₱ doz. holes.....9c
Marty French rat & mouse traps (Genuine):
No. 1, Rat, ea. $1.21; ₱ doz.....$13.25
No. 8, Rat, ₱ doz., $6.50; case of 50.. 5.75
No. 3½, Rat, ₱ doz., $5.25; case of 72.. 4.70
No. 4, Mouse, ₱ doz., $3.25; " " 150 3.00
No. 5, " " " $3.00; " " 150 2.25
Smith & Egge Mfg. Co.: ₱ Doz
Superior Rat Trap.....$15.00
Yankee Mouse Trap..... 5.50
Yankee Rat Trap..... 11.00

Trouser Hangers

Pullman No. 1, ₱ gro.....$ 9.00
" 4, " " 24.00

Trowels, Mechanics

Brade's Brick.....30%
Disston's:
Brick and Pointing.....30%
Plastering.....25%
"Standard Brand" and Garden.....35%
C. E. Jennings & Co.:
Brick.....30%
Plastering.....25%
Pointing.....30%
W. & McP. Plastering.....25%
"Rose" Brick, Plst'rng & Moulding..25&5%

Trowels, Garden

Kohler's:
Mal. Hdl. Jap., ₱ gross, net.....$5.00
" " Tinned, ₱ gross, net..... 6.20
Wood Hdl., ₱ gross, net..... 4.50
Disston's.....35%

Vegetable Slicers

Enterprise Mfg. Co.....25%

Vises

Oval slide.....60&10%
Solid box.....60&10@60&10&10%
Columbian Hdw. Co.:
Nos. 110 and over.....50&5%
Nos. 100 and under.....50&10%
Solid box, horseshoers', Nos. 60, 65 & 70 50&10%
Machinists', Parallel.....40&45%
Coachmakers'.....40%
Armstrong's:
Combination.....50%
Plain and Hinge.....60%
Bonney's Champion.....40&10
Holland's.....54
Howard's.....40%
Little Giant Bench.....25&10%
Lowell Hand.....33⅓%
Massey:
Perfect.....20%
Clincher.....35@40%
Wood-working.....15@20%
Planer.....15@20%
Comb. Pine.....40%
Millers' Falls:
Mechanics'.....10%
Oval Glide.....60&10%
Hall Clamp.....45&10%
Hand.....15&10%
Moore's.....20%
Prentiss.....20@25%
Sargent's.....40%
Sneliker's.....30@33⅓%
Stephen's.....30@33⅓%
Trenton.....40@40&5%
Wright's Pipe.....40%

SAW FILERS

Bonney's No. 1 & 3.....40%
Wentworth's.....40&10@50%

Wads

See Ammunition.

Wagon Jacks

Covert's Auto Screw Jacks.....30&2%
Mfg. Co's steel.....45%
Automobile.....45%
Lane's steel.....30&10%

Washer Cutters

Otis A. Smith's.....20&10&10%

Weights, Hitching

Covert Mfg. Co.....40&2%

Well Wheels

Japanned, 8 to 14 in.....net

Weed Extractors

"Pastime," ₱ doz., net.....$1.75

Window Cleaners

Barnes Mfg. Co.....40%
Bosley's Peerless.....60%
Bosley's X. L. C. R.....70%
Clayton's.....25&10%
Phœnix.....60%

Window Stop Adjusters

Ives' new list.....35%
Taplin's "Perfection".....35%

Wire Gauges

See Guages.

Wire and Wire Goods

Brass wire.....30@30&5%
Bright Wire Goods:
New list June 24, 1908 .....30&10&10&10%
Cast steel wire.....50%
Copper wire.....15%
Annealed & Tin. on spools.....70&10&10%
Brass and Cop. on spools.60&10@60&10&10%
Spooled wire, ass'd for retailing.....70&5%
Market Wire, Bright or Annealed:
Nos. 6 to 9.....80&5%
Nos. 10 to 18.....80%
Nos. 19 to 26.....80&10%
Nos. 27 to 31.....80&5%
Galvanized:
Nos. 15 to 26.....75&5%
Coppered:
Nos. 6 to 14.....75&10%
Nos. 15 to 18.....75&10%
Tinned:
Nos. 6 to 14.....77½%
Nos. 15 to 18.....75&5%
Cast steel.....65%
Charcoal iron.....60%
Gun screw.....65%
Picture wire, list of Oct. 2, 1900..... 85&10@85&10&10%
Stub's steel wire.....$6.00 to$ 33⅓%

Wire Clothes Lines

See Lines.

Wire Cloth, Netting, &c

Galvanized wire netting.....80&10@80&15%
Painted screen cloth, good quality, ₱ 100 sq. ft.....$1.30@$1.25

Wire Rope

Bright.....50&2½%
Iron, galvanized.....42½&2½%

Wire Rope Clips

Crosby.....25%

Wire Stretchers

W. C. Heller's grip, ₱ doz.....$1.50

Wrenches

Agricultural.....75&10@75&10&10%
Alligator .....70&10%
Baxter's .....70@70&10%
Machinists.....50%
Solid handle.....50%
Bemis & Call's:
Briggs pattern.....30&10%
Improved Pipe, bright.....60%
Patent Combination black.....40&5%
Patent Combination bright.....40%
Bicycle:
Club.....40%
Superior 40%
Featherweight.....40%
Protection.....40%
Boardman's.....30@33⅓%
Coes':
Genuine.....40&10&5&5%
"Mechanics".....40&10&10&5&5%
Coes' pattern, wrought bar....60&5&60&10%
Donohue's engineer.....40&10%
Eagle pipe.....50&10%
Gem.....30%
Stillson pipe.....60&10%
Acme .....60@60&10%
Bull Dog.....70%
Hercules.....70%

Flawless Edge Tools

We make all kinds of Edge Tools.

Although we have been in the business since 1837, we have been growing younger every year—using the youngest machinery, the newest methods and doing everything in a down-to-date way.

Standards of Excellence

That is the recognition given them in the markets of the world. The Highest Award was given them at the Paris and Pan-American Expositions.

May be that is the reason why more of our goods are sold than of other manufacturers in our line.

Our goods and prices interest most Hardwaremen. Are you interested? Write us at once.

Mention HARDWARE.

L. & I. J. WHITE CO.

Buffalo, N. Y., U. S. A.

DON'T FAIL

TO MENTION "HARDWARE"

WHEN WRITING

TO

THESE ADVERTISERS.

PAINTS, OILS AND COLORS.

Oils

Linseed, City, raw, in barrels, ₱ gal....51c
Linseed, City, boiled, in bbls, " " 53c
Out of Town, on spot, ₱ gal.....50c
Calcutta, raw, in barrels, ₱ gal.....60c
Lard, prime city, ₱ gal.....58@60c
Lard extra, No. 1.....47@48c
Lard, No. 1.....35@39c

Paints and Colors

Barytes, Foreign floated, ₱ ton..... $17.50@19.00
Barytes, American floated, ₱ ton..... $14.00@18.50
Barytes, crude, ₱ ton.....$17.00@11.00
White Lead, American, dry, in bbls., ₱ lb.....6c
White Lead, American, in oil, in lots of less than 500 lbs., ₱ lb. net.....7c
In lots of 500 lbs. and over, ₱ lb.....6½c
White Lead Eng., in oil, ₱ lb.....9½c
Litharge Kegs, ₱ lb.....6¾@7½c
Zinc, American dry, ₱ lb.....4½@5c

Putty

In bulk.....$1.15
In bladders.....$1.75
In cans, 12½ lb. to 25 lb.....$1.50@1.80

Spirits Turpentine

In regular bbls.....60@61c
In machine bbls.....61@61½c

Dry Colors

	₱ Lb
Blue, Chinese	30@35
Blue, Prussian	28@34
Blue, Ultramarine	5@15c
Sienna, Italian, burnt & powdered	3@6½c
Sienna, Italian, raw & powdered	3@6½c
Umber, Turkey, burnt	2½@3½c
Umber, Turkey, raw	2½@3½c
Green, Chrome, ordinary	5@7½c
Green, Paris, in kegs	12½@14½c
Indian, Red, American	3@3½c
Indian, Red, English	4½@5½c

Colors in Oil

Black Lampblack, best.....12@14c
Blue, Chinese.....35@40c
Blue, Prussian.....33@35c
Blue, Ultramarine.....14@16c
Sienna, burnt.....11@13c
Sienna, raw.....11@13c
Umber, burnt.....12@16c
Umber, raw.....11@14c
Brown, Vandyke.....11@14c

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HARDWARE BUYERS' DIRECTORY

CLASSIFIED LIST OF ADVERTISERS

Agricultural Implements
Geneva Tool Co., Geneva, Ohio
John H. Graham & Co., New York
American Fork & Hoe Co., Cleveland, O.

Animal Pokes
American Fork & Hoe Co., Cleveland, O.

Anti-Friction Metal
Magnolia Metal Co., New York

Anvils
Alfred Field & Co., New York
Columbian Hardware Co., Cleveland, O.

Arbor Presses
Chandler & Farquhar, Boston

Augers and Auger Bits
John H. Graham & Co., New York
C. E. Jennings & Co., New York
Russell Jennings Mfg. Co., Deep River, Conn.

Automobiles
J. Stevens Arm & Tool Co., Chicopee Falls, Mass.

Automobile Forgings
Thomson Drop Forge Co., Plantsville, Conn.

Awls
The H. H. Mayhew Co., Shelburne Falls, Mass.
Hurwood Mfg. Co., Bridgeport, Conn.

Axes and Edge Tools
L. & I. J. White Co., Buffalo, N. Y.

Axle Grease
Frazer Lubricator Co., New York
Snowflake Axle Grease Co., Fitchburg, Mass.

Axle Oil
The Frank Miller Co., New York

Babbitt Metal
Magnolia Metal Co., New York

Bait, Pflueger's Luminous
Enterprise Mfg. Co., Akron, Ohio

Balances, Sash (Spring)
Pullman Mfg. Co., Rochester, N. Y.

Bank Railings
The Wm. Bayley Co., Springfield, O.
J. E. Bolles Iron & Wire Works, Detroit, Mich.

Barb Wire
Fuller Bros. & Co., New York

Barn Paints
E. E. Nice, Philadelphia, Pa.
Geo. W. Pitkin Co., Chicago, Ill.

Bath Room Fixtures
Buffalo Mfg. Co., Buffalo, N. Y.
Novelty Mfg. Co., Waterbury, Conn.

Bearing Metal
Magnolia Metal Co., New York

Beef Shavers
Enterprise Mfg. Co. of Pa., Phila.

Beet Forks
American Fork & Hoe Co., Cleveland, O.
Geneva Tool Co., Geneva, O.

Beet Hoes
American Fork & Hoe Co., Cleveland, O.
Geneva Tool Co., Geneva, O.

Bellows, Smiths'
C. E. Jennings & Co., New York, N. Y.

Bells and Gongs
John H. Graham & Co., New York

Belt Dressing
Jos. Dixon Crucible Co., Jersey City, N. J.

Belt Shifters
Chandler & Farquhar, Boston

Belting
Ames Sword Co., Chicopee, Mass.
Voorhees Rubber Mfg. Co., Jersey City, N. J.

Bench Shears
Chandler & Farquhar, Boston

Bicycles
Gendron Wheel Co., Toledo, Ohio
J. Stevens Arms & Tool Co., Chicopee Falls, Mass.

Bicycle Chain Lubricant
Enterprise Mfg. Co., Akron, Ohio

Bicycle Stands
F. E. Meyers & Bro., Ashland, Ohio

Bicycle Step Ladders
Bicycle Step Ladder Co., Chicago, Ill.

Bicycle Sundries
Cushman & Denison, New York
Harrington & Richardson Arms Co., Worcester, Mass.
Smith & Egge Mfg. Co., Bridgeport, Conn.
Edwin B. Stimpson & Son, New York

Bits
Alfred Field & Co., New York
C. E. Jennings & Co., New York
Russell Jennings Mfg. Co., Deep River, Conn.
The H. H. Mayhew Co., Shelburne Falls, Mass.

Blocks, Tackle
Lane Bros., Poughkeepsie, New York

Boiler Feeders
N. A. Watson, Erie, Pa.

Bolt and Screw Cases
J. D. Warren Mfg. Co., Chicago

Bolts, Bolt Ends, Etc
Columbus Bolt Works, Columbus, O.
Garland Nut & Rivet Co., Pittsburg, Pa.

Bolts, Wrought Barrel
Griffin Mfg. Co., Erie, Pa.

Boring Machines
Ajax Mfg. Co., Pittsburgh, Pa.
C. E. Jennings & Co., New York

Box Corner Fasteners
Cary Mfg. Co., New York
Standard Metal Strap Co., New York

Box Hasps and Hinges
Cary Mfg. Co., New York
Standard Metal Strap Co., New York

Box Straps
Cary Mfg. Co., New York
Standard Metal Strap Co., New York

Braces, Carpenters
John H. Graham & Co., New York
C. E. Jennings & Co., New York
The H. H. Mayhew Co., Shelburne Falls, Mass.

Brackets
E. E. Josef Mfg. Co., Buffalo, N. Y.

Brackets, Folding
Griffin Mfg. Co., Erie, Pa.

Brackets, Shelf
Griffin Mfg. Co., Erie, Pa.
Piqua Bracket Co., Piqua, Ohio

Brad Awls
Hurwood Mfg. Co., Bridgeport, Conn.

Brands, Burning
Schwerdtle Stamp Co., Bridgeport, Conn.

Brass and Composition Castings
Magnolia Metal Co., New York

Brass Goods
Walworth Mfg. Co., Boston, Mass.

Brass Novelties
Novelty Mfg. Co., Waterbury, Conn.

Bridge Rods
Columbus Bolt Works, Columbus, O.

Builders' Hardware
Champion Safety Lock Co., Geneva, O.
Columbian Hardware Co., Cleveland, O.
The Wm. Bayley Co., Springfield, O.
John H. Graham & Co., New York
Hobart B. Ives Co., New Haven, Conn.
Taylor & Boggis Foundry Co., Cleveland, O.

Bungs
John Sommer's Son, Newark, N. J.

Butcher Knives, Tools and Steels
John Chatillon & Sons, New York
Lamson & Goodnow Mfg. Co., Shelburne Falls, Mass.
L. & I. J. White Co., Buffalo, N. Y.

Butchers' Scales
John Chatillon & Sons, New York
Osgood Scale Co., Binghampton, N. Y.

Butchers' Tools
John Stortz & Son, Philadelphia, Pa.

Butts, Door
Bommer Bros., Brooklyn, N. Y.
Griffin Mfg. Co., Erie, Pa.
McKinney Mfg. Co., Allegheny, Pa.

Butts, Spring
Bommer Bros., Brooklyn, N. Y.
Columbian Hardware Co., Cleveland, O.
Niles Mfg. Co., Chicago

Cabinets, Bolt
J. D. Warren Mfg. Co., Chicago, Ill.

Cabinets, Hardware
J. D. Warren Mfg. Co., Chicago, Ill.

Cabinets, Medicine
Udell Works, Indianapolis, Ind

Cabinet Hinges
Columbian Hardware Co., Cleveland, O.

Calipers
Alfred Field & Co., New York
C. E. Jennings & Co., New York
Massachusetts Tool Co., Greenfield, Mass.
Sawyer Tool Mfg. Co., Fitchburg, Mass.
Smith & Egge Mfg. Co., Bridgeport, Conn.
L. S. Starrett Co., Athol, Mass.
J. Stevens Arms & Tool Co., Chicopee Falls, Mass.

Can Openers
John H. Graham & Co., New York
A. F. Meisselbacher & Bro., Newark, N. J.

Canopies (Mosquito)
I. E. Palmer, Middletown, Conn.

Carpenters' Pencils
Jos. Dixon Crucible Co., Jersey City, N. J

Carpet Beaters
Holt-Lyon Co., Tarrytown, N. Y.

Carpet Sweepers
Bissell Carpet Sweeper Co., Grand Rapids, Mich.

Carriage Bolts
Columbus Bolt Works, Columbus, O.

Carriage Top Dressing
Frank Miller Co., New York

Carriers, Hay
F. E. Meyers & Bro., Ashland, Ohio

Cash Registers
National Cash Register Co., Dayton, O.

Catalogue Cases
J. D. Warren Mfg. Co., Chicago, Ill.

Cement Rollers
John Stortz & Sons, Phila., Pa.

Chafing Dishes
Buffalo Mfg. Co., Buffalo, N. Y.

Chains
Covert Mfg. Co., West Troy, N. Y.
Alfred Field & Co., New York
Fuller Bros., New York
Oneida Community, Oneida, N. Y.

Chains, Cow
Covert Mfg. Co., West Troy, N. Y.
Oneida Community, Kenwood, N. Y.

Chains, Halter
Oneida Community, Ltd., Kenwood, N. Y.

Chains, Sash
Oneida Community, Kenwood, N. Y.
Smith & Egge Mfg. Co., Bridgeport, Conn.

Chairs (Invalid)
I. E. Palmer, Middletown, Conn.

Checks, Brass
Schwerdtle Stamp Co., Bridgeport, Conn.

Cherry Stoners
Enterprise Mfg. Co. of Pa., Phila.
Goodell & Co., Antrim, N. H.

Chisels
L. & I. J. White Co., Buffalo, N. Y.

Chisels, Cold
Hurwood Mfg. Co., Bridgeport, Conn.
John Stortz & Son, Philadelphia, Pa.

Chisels, Firmer
Alfred Field & Co., New York
C. E. Jennings & Co., New York
L. & I. J. White Co., Buffalo, N. Y.

Clamps
North Bros. Mfg. Co., Phila., Pa.
Smith & Egge Mfg. Co., Bridgeport, Conn.

Clamps, Rug and Carpet
E. E. Josef Mfg. Co., Buffalo, N. Y.

Cleavers
John Chatillon & Sons, New York
L. & I. J. White Co., Buffalo, N. Y.

Clippers, Horse and Barbers'
American Shearer Mfg. Co., Nashua, N. H.
Alfred Field & Co., New York
John H. Graham & Co., New York

Clocks Alarm
Western Clock Mfg. Co., La Salle, Ills.

Closet Pulls
Smith & Egge Mfg. Co., Bridgeport, Conn.

Clothes Bars
A. J. Phillips Co., Fenton, Mich.

Coat Hanger (Folding)
Leader Mfg. Co., Hartford, Conn.

Coat, Hat and Ceiling Hooks
Columbian Hardware Co., Cleveland, O.
John H. Graham & Co., New York

Coffee and Spice Mills
The Wm. Bayley Co., Springfield, O.
Enterprise Mfg. Co. of Pa., Phila, Pa.
W. H. Glenny & Co., Rochester, N. Y.
Lane Brothers Co., Poughkeepsie, N. Y.

Coil Springs (Door)
Pullman Mfg. Co., Rochester, N. Y.

Coke Forks
Geneva Tool Co., Geneva, O.

Conductor Pipe
Am'can Steel Roofing Co., Middletown, O

Contractors' Plows
Syracuse Chilled Plow Co., Syracuse, N. Y.

Contractors' Tools
John Stotz & Sons., Philadelphia, Pa.

Coopers Tools
L. & I. J. White Co., Buffalo, N. Y.

Cork Pullers
Enterprise Mfg. Co. of Phila., Pa.
Erie Specialty Co., Erie, Pa.

Corkscrews
Erie Specialty Co., Erie, Pa.
Alfred Field & Co., New York

Corn Hooks
Geneva Tool Co., Geneva, O.

Corn Sheller, (Hand)
The Wm. Bayley Co., Springfield O.

Cotton Hoes
Geneva Tool Co., Geneva, O.

Counterfeit Detectors
Pelouze Scale & Mfg. Co., Chicago

Counters, Hardware
J. D. Warren Mfg. Co., Chicago, Ill.

Counters, Nail Bin
J. D. Warren Mfg. Co., Chicago, Ill.

Countersinks
C. E. Jennings & Co., New York

Cover Lifters, Stove
Fanner Mfg. Co., Cleveland, O.

Crayons
Jos. Dixon Crucible Co., Jersey City, N. J

Cupboard Catches
Champion Safety Lock Co., Geneva, O.

Cupboard Turns
Champion Safety Lock Co., Geneva, O.

Curled Hair
Baeder, Adamson & Co., N. Y., Phila. Boston and Chicago

Curry Combs
John H. Graham & Co., New York

Cuspadors
Buffalo Mfg. Co., Buffalo, N. Y.

Cutlery, Pocket
John Chatillon & Sons Co., New York
Cronk & Carrier Mfg., Elmira, N. Y.
Jos. Rodgers & Sons, Sheffield, England

Cutlery, Table
Alfred Field & Co., New York
Lamson & Goodnow Mfg. Co., Shelburne Falls, Mass.
Jos. Rodgers & Sons, Sheffield, England

Cut Nails
Fuller Bros. & Co., New York

Cutters, Rod
J. Stevens Arms & Tool Co.

Cutters, Wire
Cronk & Carrier Mfg. Co., Elmira, N. Y.

Cutting Pliers
Cronk & Carrier Mfg. Co., Elmira, N. Y.

Dairy Scales
Osgood Scale Co., Binghampton, N. Y.

Dampers
Fanner Mfg. Co., Cleveland, O.
Taylor & Boggis Foundry Co., Cleve., O.

Dies, Steel
Schwerdtle Stamp Co., Bridgeport, Conn.
Walworth Mfg. Co., Boston, Mass.

Display Racks
Piqua Bracket Co., Piqua, Ohio.

Dogs Collars and Muzzles
Alfred Field & Co., New York

Door Catches
Am. Hardware Mfg. Co., Ottawa, Ill.
Columbian Hardware Co., Cleveland, O.

Door Holders
Caldwell Mfg. Co., Rochester, N. Y.
Pullman Mfg. Co., Rochester, N. Y.

Door Checks and Springs
Caldwell Mfg. Co., Rochester, N. Y.

Door Pulls
Columbian Hardware Co., Cleveland, O.

Door Springs
Columbian Hardware Co., Cleveland, O.

Door Strikes
Columbian Hardware Co., Cleveland, O.

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Dormant Scales
Osgood Scale Co., Binghamton, N. Y.

Drawers, Hardware
J. D. Warren Mfg. Co., Chicago, Ill.

Drawer Pulls
Griffin Mfg. Co., Erie, Pa.
Champion Safety Lock Co., Geneva, O.

Drawing Instruments
C. E. Jennings & Co., New York
Keuffel & Esser Co., New York
Massachusetts Tool Co., Greenfield, Mass.
Sawyer Tool Mfg. Co., Fitchburg, Mass.
L. S. Starrett Co., Athol, Mass.

Drawing Knives
L. & I. J. White Co., Buffalo, N. Y.

Drills, Bench
Chandler & Farquhar, Boston, Mass.
(See Twist Drills)

Dripping Pans
The Bronson Walton Co., Cleveland, O.

Drop Forgings
Thomson Drop Forge Co., Plantsville, Conn.

Dumb Waiters
Kimball Bros. Co., Council Bluffs, Iowa
O'Neill Elevator Co., Philadelphia, Pa.

Duplicating Machines
Felix P. J. Daus Duplicating Co., N. Y.

Ears, Knobs and Handles
Berger Bros. Mfg. Co., Philadelphia, Pa.

Edge Tools
L. & I. J. White Co. Buffalo, N. Y.

Egg Beaters (Dover)
Holt Lyon Co., Tarrytown, N. Y.

Electric Bells and Supplies
John H. Graham & Co., New York

Elevator Enclosures and Bars
The Wm. Bayley Co., Springfield, O.
J. E. Bolles Iron & Wire Works, Detroit, Mich.

Elevators
Kimball Bros. Co., Council Bluffs, Iowa
O'Neill Elevator Co., Philadelphia, Pa.

Emery and Garnet Paper
Baeder, Adamson & Co., N. Y., Phila. Boston and Chicago

Emery Paper and Cloth
Baeder & Adamson, Co., Phila. & N. Y.

Emery Wheels
Pike Mfg. Co., Pike, N. H.

Envelope and Stamp Lubricators
Pelouze Scale & Mfg. Co., Chicago

Export Agents
John H. Graham & Co., New York

Farm Fencing
New Jersey Wire Cloth Co., Trenton and New York

Farming Tools
Am. Fork & Hoe Co., Cleveland, O.
Geneva Tool Co., Geneva, O.

Faucets, Metal
John H. Graham & Co., New York

Faucets, Wood
John Sommer's Son, Newark, N. J.

Fences, Wire and Iron
Adams Steel & Wire Works, Joliet, Ill.
The Wm. Bayley Co., Springfield, O.
J. E. Bolles Iron & Wire Works, Detroit, Mich.
Enterprise Foundry & Fence Co., Indianapolis, Ind.
Stewart Iron Works, Cincinnati, O.
Van Dorn Iron Works Co., Cleveland, O.

Field Hoes
Geneva Tool Co., Geneva, O.

Files
G & H. Barnett Co., Philadelphia
Alfred Field & Co., New York
Nicholson File Co., Providence, R. I.

Fillers, Wood
E. E. Nice, Philadelphia, Pa.

Filters
Buffalo Mfg. Co., Buffalo, N. Y.
Champion Safety Lock Co., Geneva, O.
Gate City Filter Co., New York, N. Y.
Fulper Pottery Co., Flemington, N. J.
N. A. Watson, Erie, Pa.

Filters, Water
N. A. Watson, Erie, Pa.

Fire Arms
Alfred Field & Co. New York
Harrington & Richardson Arms Co., Worcester, Mass.
J. Stevens Arms & Tool Co., Chicopee Falls, Mass.

Fire Pots
Clayton & Lambert Mfg. Co., Detroit, Mich.

Fish Cleaners, Shoo Fly Cream
Enterprise Mfg. Co., Akron, Ohio

Fish Hook Disgorgers
Enterprise Mfg. Co., Akron, Ohio

Fish Hooks, Ringed and Flatted.
Enterprise Mfg. Co., Akron, Ohio

Fishing Floats
J. M. Mast Mfg. Co., Lititz, Pa.

Fishing Tackle
Enterprise Mfg. Co., Akron, Ohio
J. M. Mast Mfg. Co., Lititz, Pa.

Flint Paper
Baeder & Adamson Co., Phila. and N. Y.

Floor Plates
American Tube and Stamping Co., Bridgeport, Conn.

Food Choppers
The Wm. Bayley Co., Springfield, O.
Enterprise Mfg. Co. of Pa., Phila., Pa.

Forgings, Carriage
Columbus Bolt Works, Columbus, O.

Fruit Jar Wrenches
Champion Safety Lock Co., Geneva, O.

Fruit Presses
Enterprise Mfg. Co. of Pa., Philadelphia

Furnace Shovels
Geneva Tool Co., Geneva, Ohio

Galvanized Wire
Fuller Bros. & Co., New York

Garden Hose
Voorhees Rubber Mfg. Co., Jersey City, N. J.

Garden Rakes—Steel
Am. Fork & Hoe Co., Cleveland, O.
Cronk & Carrier Mfg. Co., Elmira, N. Y.
Geneva Tool Co., Geneva, O.

Garden Tools
Alfred Field & Co., New York
Am. Fork & Hoe Co., Cleveland, O.
Geneva Tool Co., Geneva, O.
W. H. Glenny & Co., Rochester, N. Y.

Garnet Paper
Baeder & Adamson Co., Phila. and N. Y.

Gas Pliers
Cronk & Carrier Mfg. Co., Elmira, N. Y.

Gasfitters' Supplies
Armstrong Mfg. Co., Bridgeport, Conn.
Walworth Mfg. Co., Boston, Mass.

Gas Stoves
Taylor & Boggis Foundry Co., Cleveland, O.

Gauges
The H. H. Mayhew Co., Shelburne Falls, Mass.

Gauges, Butt
Stanley Rule and Level Co., New York

Gimlets
The H. H. Mayhew Co., Shelburne Falls, Mass.
C. E. Jennings & Co.

Glass Cutters
W. L. Barrett, Bristol, Conn.
Fletcher, Terry & Co., Forestville, Ct.
The H. H. Mayhew Co., Shelburne Falls, Mass.

Glue
Baeder, Adamson & Co., N. Y., Phila., Boston and Chicago

Grain Cradles
Am. Fork & Hoe Co., Cleveland, O.
Geneva Tool Co., Geneva, O.

Grain and Barley Forks
Am. Fork & Hoe Co., Cleveland, O
Geneva Tool Co., Geneva, O.

Graphite
Jos. Dixon Crucible Co., Jersey City, N. J

Grass Hooks
Am. Fork & Hoe Co., Cleveland, O.
Geneva Tool Co., Geneva, O.

Grates
Blacklock Foundry, South Pittsburgh, Tenn.

Grist Mills (Hand)
The Wm. Bayley Co., Springfield, O.

Gummers, Saw
Henry Disstons Sons., Phila., Pa.

Guns
Alfred Field & Co., New York.
Harrington & Richardson Co., Worcester Mass.
J. Stevens Arms & Tool Co., Chicopee Falls, Mass.

Hack Saws
Diamond Saw & Stamping Co., Buffalo, N. Y.
West Haven Mfg. Co., New Haven, Conn

Hack Saw Blades, Sterling
Diamond Saw & Stamping Works, Buffalo, N. Y.

Hack Saws (Universal)
West Haven Mfg. Co., New Haven, Conn.

Hair Felting
Baeder, Adamson & Co., N. Y. Phila., Boston and Chicago

Halter Chains
Covert Mfg. Co., West Troy, N. Y.

Halters, Web and Rope
Covert Mfg. Co., West Troy, N. Y.

Hammers
Henry Chenney Hammer Co., Little Falls, N. Y.
John H. Graham & Co., New York
Stanley Rule & Level Co., New York
Franklin Specialty Co., Reading, Pa.

Hammers, Adz-Eye
Henry Cheney Hammer Co., Little Falls, New York

Hammocks
I. E. Palmer, Middletown, Conn.

Hand Carts
Syracuse Chilled Plow Co., Syracuse, N. Y.

Handles, Tool
Berger Bros. Co., Philadelphia
Geneva Tool Co., Geneva, O.

Hangers, Barn Door
Cronk & Carrier Mfg. Co., Elmira
John H. Graham & Co., New York
McKinney Mfg. Co., Allegheny, Pa.
Richards Mfg. Co., Aurora, Ills.

Hangers, Coat and Hat
Cronk & Carrier Mfg. Co., Elmira, N. Y.
W. H. Glenny & Co., Rochester, N. Y.

Hangers, Joist and Wall
Columbian Hardware Co., Cleveland, O.
Van Dorn Iron Works, Cleveland, O.

Hangers, Parlor Door
Richards Mfg. Co., Aurora, Ills.
Lane Bros. Co., Poughkeepsie, N. Y.

Hangers, Pipe
Berger Bros. Co., Philadelphia.
Walworth Mfg. Co., Boston, Mass.

Hardware Cabinets
J. D. Warren Mfg. Co., Chicago, Ill.

Hardware Cases
J. D. Warren Mfg. Co., Chicago, Ill.

Hardware Mfrs' Agents, Etc.
John H. Graham & Co., New York
Robert Murray, New York

Hardware Shelving
J. D. Warren Mfg. Co., Chicago, Ill.

Hardware Specialties
Am. Hardware Mfg. Co., Ottawa, Ill.
Alfred Field & Co., New York
Enterprise Mfg. Co. of Pa., Phila.
Robert Murray, New York
Taylor & Boggis Foundry Co., Cleveland, O.
Lane Bros. Co., Poughkeepsie, N. Y.
Pullman Mfg. Co., Rochester, N. Y.
Franklin Specialty Co., Reading, Pa.

Harness Dressing
Frank Miller Co., New York, N. Y.

Harness Snaps
Covert Mfg. Co., West Troy, N. Y.

Hatchets
Franklin Specialty Co., Reading, Pa.

Hasps and Staples
Griffin Mfg. Co., Erie, Pa.
McKinney Mfg. Co., Allegheny, Pa.

Hay Carrying Tools
F. E. Myers & Bro., Ashland, Ohio

Hay Forks
Am. Fork & Hoe Co., Cleveland, O.
Geneva Tool Co., Geneva, O.

Header Forks
Geneva Tool Co., Geneva, O.

Hinges
Columbian Hardware Co., Cleveland, O.
Griffin Mfg. Co., Erie, Pa.
McKinney Mfg. Co., Allegheny, Pa.
Niles Mfg. Co., Chicago.

Hinges, Floor Spring
Columbian Hardware Co., Cleveland, O.

Hinges, Spring
Bommer Bros., Brooklyn, N. Y.
Columbian Hardware Co., Cleveland, O.
Niles Mfg. Co., Chicago

Hoisting Machinery
Kimball Bros. Co., Council Bluffs, Ia.

Hollow Ware
Blacklock Foundry, South Pittsburgh, Pa.

Hones, Razor
Alfred Field & Co., New York
Pike Mfg. Co., Pike, N. H.

Hook Racks
Udell Works, Indianapolis, Ind.

Hooks
Berger Bros. Co., Philadelphia
Columbian Hardware Co., Cleveland, O.
John H. Graham & Co., New York

Horse and Cattle Ties
Covert Mfg. Co., West Troy, New York
Oneida Community, Ltd., Kenwood, N. Y.

Horse Clipping Machines
Am. Shearer Mfg. Co., Nashua, N. H.

Horse Nails
Capewell Horse Nail Co., Hartford, Conn

Horse Rasps
G. & H. Barnett Co., Phila., Pa.
Nicholson File Co., Providence, R. I.

Hose Pipe
F. E. Myers & Bro., Ashland, Ohio

Hose, Rubber
F. E. Myers & Bro., Ashland, Ohio
Voorhees Rubber Mfg. Co., Jersey City, N. J.

Holders, Pillow Sham and Dust Pan
E. E. Josef Mfg. Co., Buffalo, N. Y.

Household Specialties
W. H. Glenney & Co., Rochester, N. Y.

Ice Balances
John Chatillon & Sons, New York
Pelouze Scale & Mfg. Co., Chicago

Ice Chisels
John Chatillon & Sons, New York

Ice Cream Freezers
John H. Graham & Co., New York
North Bros., Mfg. Co., Philadelphia

Ice Creepers
Edwin B. Stimpson & Son, New York

Ice Picks
John Chatillon & Sons, New York
Erie Specialty Co., Erie, Pa.
C. E. Jennings & Co., New York
The H. H. Mayhew Co., Shelburne Falls Mass.
Hurwood Mfg. Co., Bridgeport, Conn.
Franklin Specialty Co., Reading, Pa.

Ice Tools
W. H. Glenny & Co., Rochester, N. Y.
John Chatillon & Sons, New York
Erie Specialty Co., Erie, Pa.
L. & I. J. White Co., Buffalo, N. Y.
John Stortz & Son, Phila., Pa.

Injectors
N. A. Watson, Erie, Pa.

Injectors, Excelsior
N. A. Watson, Erie, Pa.

Iron Enamel
Nickel Plate Stove Polish Co., Chicago, Ill.

Iron Works
The Wm. Bayley Co., Springfield, O.
J. E. Bolles Iron & Steel Works, Detroit, Mich.
Enterprise Foundry & Fence Co., Indianapolis, Ind.
Van Dorn Iron Works Co., Cleveland, O

Jack Chains
Smith & Egge Mfg. Co., Bridgeport, Conn.

"Japalac"
Glidden Varnish Co., Cleveland, O.

Job Lots
Chas. Welland, New York, N. Y.

Kitchen Cutlery
Lamson & Goodnow Mfg. Co., Shelburne Falls, Mass.

Knife Sharpeners
Pike Mfg. Co., Pike, N. H.

Ladders, Folding
Udell Works, Indianapolis, Ind.
Berger Bros. Co., Philadelphia

Lamps, Bicycle
John H. Graham & Co., New York

Lanterns
Hurwood Mfg. Co., Bridgeport, Conn.

Lard Presses
Enterprise Mfg. Co. of Pa., Phila.

Lawn Fences
Adams Steel & Wire Works, Joliet, Ill.
The Wm. Bayley Co., Springfield, O.
Enterprise Foundry & Fence Co., Indianapolis, Ind.
Van Dorn Iron Works Co., Cleveland, O.
J. E. Bolles Iron & Steel Works, Detroit, Mich.

Lawn Rakes
Geneva Tool Co., Geneva, Ohio

Lawn Mowers
Coldwell Lawn Mower Co., Newburgh, New York

Lawn Tools
Geneva Tool Co., Geneva, Ohio

Lead Pencils
Jos. Dixon Crucible Co., Jersey City, N. J

Lemon Squeezers
Berger Bros. Co., Philadelphia
Erie Specialy Co., Erie, Pa.
John H. Graham & Co., New York
John Sommer's Son, Newark, N. J.
Leader Mfg. Co., Hartford, Ct.

Letter Boxes
Taylor & Boggis Foundry Co., Cleveland, Ohio.

Levels
Stanley Rule & Level Co., New York
L. S. Starrett Co., Athol, Mass.

Light Gray Iron Castings
Taylor & Boggis Foundry Co., Cleveland, Ohio

Lighting Systems
American Gas Machine Co., Albert Lea, Minn.

Liquid Fillers
E. E. Nice, Philadelphia, Pa.

Locks and Knobs
John H. Graham & Co., New York

Lubricants
Jos. Dixon Crucible Co., New York and Jersey City, N. J.

Lubricators
Geo. W. Cole Co., New York, N. Y.

Machinists' Tools
Barnes Tool Co., New Haven, Conn.
Henry Disston & Sons, Inc., Phila., Pa.
Walworth Mfg. Co., Boston, Mass.

Magnolia Metal
Magnolia Metal Co., New York

Mail Boxes
Vermont Slate Co., Zanesville, Ohio
Smith Bros. Mfg. Co., Indianapolis, Ind.

Mallets
John Sommer's Son, Newark, N. J.
Stanley Rule & Level Co., New York

Manufacturers' Agents
John H. Graham & Co., New York
Robert Murray, New York

Manure Forks
Am. Fork & Hoe Co., Cleveland, O.
Geneva Tool Co., Geneva, O.

Manure Hooks
Geneva Tool Co., Geneva, O.

Mats and Matting, Rubber
Voorhees Rubber Mfg. Co., Jersey City, New Jersey

Measuring Pumps
Enterprise Mfg. Co. of Pa., Phila.

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Measuring Tapes
Alfred Field & Co., New York
John H. Graham & Co., New York
Keuffel & Esser, New York

Meat Choppers
John Chatillon & Sons, New York
Enterprise Mfg. Co. of Pa., Phila.
John H. Graham & Co., N. Y.

Meat Cutters
Enterprise Mfg. Co. of Pa., Phila.
John H. Graham & Co., N. Y.

Metal Ceilings
Northrup, Coburn & Dodge Co., New York, N. Y.

Metal Side Walls
Northrup, Coburn & Dodge Co., New York, N. Y.

Mills, Coffee and Spice
The Wm. Bayley Co., Springfield, O.
John Chatillon & Sons, N. Y.
Enterprise Mfg. Co. of Pa., Phila.
Lane Bros. Co., Poughkeepsie, N. Y.

Mills, Drug
Enterprise Mfg. Co. of Pa., Phila.

Mincing Knives
Enterprise Mfg. Co. of Pa., Phila.
John H. Graham & Co., N. Y.

Molasses Gates
Taylor & Boggis Foundry Co., Cleveland, Ohio

Mop Wringer and Bucket
Eagle Cooperage Works, Circleville, O.

Motor Fans
A. Rosenberg Co., Baltimore, Md.

Mowing Machine Oilers
American Tube & Stamping Co., Bridgeport, Conn.

Nails
Fuller Bros. & Co., N. Y.

Nails, Galvanized
Keystone Nail Co., Inc., Phila., Pa.

Nail Sets
John H. Graham & Co., N. Y.
C. E. Jennings & Co., N. Y.
L. S. Starrett Co., Athol, Mass.
The H. H. Mayhew Co., Shelburne Falls, Mass.
Hurwood Mfg. Co., Bridgeport, Conn.
Sawyer Tool Mfg. Co., Fitchburg, Mass.

Needles
Alfred Field & Co., New York

Nettings
F. E. Palmer, Middletown, Conn.

Nippers
Alfred Field & Co., New York
L. S. Starrett Co., Athol, Mass.

Numbering Machines
Cushman & Denison, New York

Nuts
Columbus Bolt Works, Columbus, O.
Garland Nut & Rivet Co., Pittsburgh, Pa.

Office Railings
J. E. Bolles Iron & Wire Works, Detroit, Mich.

Oilers
American Tube & Stamping Co., Bridgeport, Conn.
Cushman & Denison, New York.

Oil Cans (Safety)
Vermont Slate Co., Zanesville, Ohio

Oil Stones
Pike Mfg. Co., Pike, N. H.

Oil Stoves
Taylor & Boggis Foundry Co., Cleveland, Ohio

Ornamental Iron Work
The Wm. Bayley Co., Springfield, O.
Enterprise Foundry & Fence Co., Indianapolis, Ind.
J. E. Bolles Iron & Steel Works, Detroit, Mich.
Van Dorn Iron Works Co., Cleveland, O.

Ovens, Gas Stove
Schofield & Co., Freeport, Ills.

Ox Yoke and Bows
Am. Fork & Hoe Co. Cleveland, O.

Packing Rubber
Voorhees Rubber Mfg. Co., Jersey City, N. J.

Padlocks
Ames Sword Co., Chicopee, Mass.
Alfred Field & Co., New York
John H. Graham & Co., New York
Smith & Egge Mfg. Co., Bridgeport, Conn.

Paints
Jos. Dixon Crucible Co., Jersey City, N. J
E. E. Nice, Philadelphia, Pa.
Geo. W. Pitkin Co., Chicago, Ill.

Paint Specialties
Adams & Elting Co., Chicago, Ill.
Eugene E. Nice, Philadelphia, Pa.

Paper Clips
Cushman & Dennison, New York

Paviors' Tools
John Stortz & Sons, Phila., Pa.

Patents
Davis & Davis, New York

Pencils
Jos. Dixon Crucible Co., Jersey City, N. J

Perforated Metals
Edwin B. Stimpson & Son, New York

Pipe Cutters
Armstrong Mfg. Co., Bridgeport, Conn.
Barnes Tool Co., New Haven, Conn.
Alfred Field & Co., New York
Walworth Mfg. Co., Boston, Mass.

Pipe Fittings
Walworth Mfg. Co., Boston, Mass.

Pipe Straps
Berger Bros. Co., Philadelphia
Walworth Mfg. Co., Boston, Mass.

Pipe Threading Machines
Armstrong Mfg. Co., Bridgeport, Conn.
Walworth Mfg. Co., Boston, Mass.

Pipe Vises
Armstrong Mfg. Co., Bridgeport, Conn.
Walworth Mfg. Co., Boston, Mass.

Pipe, Wrought
Walworth Mfg. Co., Boston, Mass.

Pistols
Harrington & Richardson Arms Co., Worcester, Mass.
J. Stevens Arms & Tool Co., Chicopee Falls, Mass.

Planes
C. E. Jennings & Co., New York
Stanley Rule & Level Co., New York

Planters' Hoes
Geneva Tool Co., Geneva, O.

Plant Supports
Igoe Brothers, Brooklyn, N. Y.

Plated Ware
Luther Boardman & Son, East Haddam, Conn.
Alfred Field & Co., New York

Plates, Machinery
Schwerdtle Stamp Co., Bridgeport, Conn

Pliers
Hurwood Mfg. Co., Bridgeport, Conn.

Pliers, Fencing
Cronk & Carrier Mfg. Co., Elmira, N. Y.
Alfred Field & Co., New York

Plumbers' Supplies
Berger Bros. Co., Phila., Pa.
Smith & Egge Mfg. Co., Bridgeport, Conn

Pocket Cutlery
Alfred Field & Co., New York
John Chatillon & Sons, New York

Polish, Stove
Black Satin Polish Co., New York, N. Y.
Jos. Dixon Crucible Co., Jersey City, N. J
Nickel Stove Polish Co., Chicago, Ills.

Polishes, Liquid
Geo. W. Huffman, Indianapolis, Ind. and New York

Polishes, Paste
Geo. W. Huffman, Indianapolis, Ind. and New York

Postal Scales
Pelouze Scale & Mfg. Co., Chicago, Ill.

Post Hole Diggers
John H. Graham & Co., New York
F. E. Kohler & Co., Canton, Ohio

Potato Hooks
Am. Fork & Hoe Co., Cleveland, O.
Geneva Tool Co., Geneva, O.

Poultry Netting
New Jersey Wire Cloth Co., New York, Trenton, Chicago, San Francisco.

Pressed Steel Tiling and Brick
Northrup, Coburn & Dodge Co., New York, N. Y.

Pruning Shears
Cronk & Carrier Mfg. Co., Elmira, N. Y.

Pulleys, Hoisting
F. E. Myers & Bro., Ashland, Ohio

Pulleys (Self-Adjusting)
I. E. Palmer, Middletown, Conn.

Pumps
F. E. Myers & Bro., Ashland, Ohio.

Punches
Chandler & Farquhar, Boston
The H. H. Mayhew Co., Shelburne Falls, Mass.

Punches, Spring
Alfred Field & Co., New York
Smith & Egge Mfg. Co., Bridgeport, Conn

Push Plates
Champion Safety Lock Co., Geneva, O.

Railings, Wire and Iron
The Wm. Bayley Co., Springfield, O.
J. E. Bolles Iron & Wire Works, Detroit, Mich.
Stewart Iron Works, Cincinnati, O.

Rail, Barn Door
Cronk & Carrier Mfg. Co., Elmira, N. Y.
McKinney Mfg. Co., Allegheny, Pa.

Railroad Brasses
Magnolia Metal Co., New York

Railways
Seaboard Air Line Railway, Portsmouth, Va., J. W. White, Gen. Ind. Agent
M. V. Richards, Land & Ind. Agt., Southern Ry., Washington, D. C.

Raisin Seeders
Enterprise Mfg. Co. of Pa., Phila.

Rakes
Geneva Tool Co., Geneva, O.
John H. Graham & Co., New York

Razors
Alfred Field & Co., New York
Jos. Rodgers & Sons, New York and Sheffield, England

Razor Grindstones
Pike Mfg. Co., Pike, N. H.

Razor Guards
L. T. Weiss, Brooklyn, N. Y.
Woody Bros. Hdwe. & Specialty Co., New York, N. Y.

Razors, Safety
Kampfe Brothers, New York
Gem Cutlery Co., New York
Reichard & Schneber Mfg. Co., New York, N. Y.

Reamers
C. E. Jennings & Co., New York
Wiley & Russell Mfg. Co., Greenfield, Mass.

Reels, Wood
John Sommer's Son, Newark, N. J.

Reels, Rope
Udell Works, Indianapolis, Ind.

Registers, Warm Air
Berger Bros. Co. Philadelphia

Revolvers
Harrington & Richardson Arms Co., Worcester, Mass.

Revolving Horse Hay Rakes
Geneva Tool Co., Geneva, O.

Rifflers
The H. H. Mayhew Co., Shelburne Falls, Mass.

Rifles
Harrington & Richardson Arms Co., Worcester, Mass.
J. Stevens Arms & Tool Co., Chicopee Falls, Mass.

Rivets
Berger Bros. Co., Philadelphia
Garland Nut & Rivet Co., Pittsburgh, Pa.
C. C. & E. P. Townsend, New Brighton, Pa.

Roasters and Bakers
The Bronson Walton Co., Cleveland, O

Roof Bolts
Columbus Bolt Works, Columbus, O.

Roofing, Asbestos
Stowell Mfg. Co., Jersey City, N. J.

Roofing, Gravel
Stowell Mfg. Co., Jersey City, N. J.

Roofing and Roofers' Supplies
Am. Steel Roofing Co., Middletown, O.
Berger Bros. Co., Philadelphia
National Sheet Metal Roofing Co., Jersey City, N. J.
Stowell Mfg. Co., Jersey City, N. J.

Roofing, Metal Shingles and Tiles
National Sheet Metal Roofing Co., Jersey City, N. J.

Roof Rods
Columbus Bolt Works, Columbus, O.

Rubber Cement, Elastic
Stowell Mfg. Co., Jersey City, N. J.

Rules
Alfred Field & Co., New York
Stanley Rule & Level Co., New York

Rules, Steel
Keuffel & Esser, New York, N. Y.
Massachusetts Tool Co., Greenfield, Mass.
Sawyer Tool Mfg. Co., Fitchburg, Mass.
L. S. Starrett Co., Athol, Mass.

Sad Irons
Blacklock Foundry, South Pittsburgh, Tenn.
Enterprise Mfg. Co. of Pa., Phila.

Sad Iron Handles
Enterprise Mfg. Co. of Pa., Phila., Pa.
Fanner Mfg. Co., Cleveland, Ohio

Sand and Emery Paper
Baeder, Adamson & Co., New York, Philadelphia, Boston and Chicago

Sash Balances, (Spring)
Pullman Mfg. Co., Rochester, N. Y.

Sash Chain and Attachments
Pullman Mfg. Co., Rochester, N. Y.

Sash Chains
Smith & Egge Mfg. Co., Bridgeport, Conn.

Sash Fasteners
Champion Safety Lock Co., Geneva, O.

Sash Fixtures
Smith & Egge Mfg. Co., Bridgeport, Conn.

Sash Lifts
Champion Safety Lock Co., Geneva, O.
Columbian Hardware Co., Cleveland, O.

Sash Locks
Champion Safety Lock Co., Geneva, O.
H. B. Ives Co., New Haven, Conn.

Sash Locks, (Ventilating)
Pullman Mfg. Co., Rochester, N. Y.

Sash Ribbon and Attachments
Pullman Mfg. Co., Rochester, N. Y.

Sausage Stuffers
Enterprise Mfg. Co. of Pa., Phila.

Saws
Henry Disston & Sons, Phila., Pa.
C. E. Jennings & Co., New York

Saws, Butchers'
John Chatillon & Sons, New York

Saw Gummers
Ajax Mfg. Co., Pittsburgh, Pa.

Saw Sets
Alfred Field & Co., New York
Charles Morrill, New York

Saw Tools
C. E. Jennings & Co., New York

Scales
American Cutlery Co., Chicago, Ill.
John Chatillon & Sons, New York
Osgood Scale Co., Binghampton, N. Y.
Pelouze Scale & Mfg. Co., Chicago

Scrapers, Drag and Wheel
Syracuse Chilled Plow Co., Syracuse N. Y.

Screen Doors
A. J. Phillips Co., Fenton, Mich.

Screen Door Catches
Am. Hardware Mfg. Co., Ottawa, Ill.
Caldwell Mfg. Co., Rochester, N. Y.

Screen Door Pulls
Champion Safety Lock Co., Geneva, O.

Screws
Robert Murray, New York

Screw Cases
J. D. Warren Mfg. Co., Chicago, Ill.

Screw Drivers
John H. Graham & Co., New York
Hurwood Mfg. Co., Bridgeport, Conn.
C. E. Jennings & Co., New York
H. H. Mayhew Co., Shelburne Falls, Mass.
North Bros., Mfg. Co., Philadelphia
Stanley Rule & Level Co., New York

Screw Drivers (Indestructible)
Thomson Drop Forge Co., Plantsville, Conn.

Screw Plates
Alfred Field & Co., New York
Walworth Mfg. Co., Boston Mass.
Wiley & Russell Mfg. Co., Greenfield, Mass.

Scythes and Grass Hooks
Alfred Field & Co., New York

Scythe Rifles
Pike Mfg. Co., Pike, N. H.

Scythe Snaths, Grass and Bush
Geneva Tool Co., Geneva, O.

Scythe Stones
Geneva Tool Co., Geneva, O.
Pike Mfg. Co., Pike, N. H.

Sectional Shelving
J. D. Warren Mfg. Co., Chicago

Seals
Schwerdtle Stamp Co., Bridgeport, Conn

Settees, Iron
Stewart Iron Works, Cincinnati, O.

Sharpening Machines
John Chatillon & Sons, New York

Sharpening Stones
Pike Mfg. Co., Pike, N. H.

Shears, Compound Portable Leverage
Chas. Swan & Co., Corry, Pa.

Shears and Scissors
Alfred Field & Co., New York
R. Heinisch's Sons Co., Newark, N. J.
Joseph Rodgers & Sons, New York

Sheep Shearing Machines
Am. Shearer Mfg. Co., Nashua, N. H.

Shelving, Hardware
J. D. Warren Mfg. Co., Chicago, Ill.

Shingles and Tiles
National Sheet Metal Roofing Co., Jersey City, N. J.

Ship Carpenters' Tools
L. & I. J. White Co., Buffalo, N. Y.

Shoe Lasts and Stands
Blacklock Foundry Co., South Pittsburg, Tenn.

Shoe Shiners
Piqua Bracket Co., Piqua, Ohio

Shot Guns
Harrington-Richardson Arms & Tool Co., Worcester, Mass.
J. Stevens Arms & Tool Co., Chicopee Falls, Mass.

Shovels
A. J. Phillips Co., Fenton, Mich.
Geneva Tool Co., Geneva, O.

Show Cases
J. D. Warren Mfg. Co., Chicago, Ill.

Show Case Hinges
Columbian Hardware Co., Cleveland, O.

Sidewalk Chisels
Geneva Tool Co., Geneva, O.
L. & I. White Co., Buffalo, N. Y.

Sidewalk Cleaners
Geneva Tool Co., Geneva, O.

Sidewalk Lights
The Wm. Bayley Co., Springfield, O.
J. E. Bolles Iron & Wire Works, Detroit, Mich.

Sidewalk Scrapers
Geneva Tool Co., Geneva, O.

Sidewalk Shovels
Geneva Tool Co., Geneva, O.

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Silver Ware
Luther Boardman & Son, East Haddam, Conn.

Sinkers, Ringed and Adjustable
Enterprise Mfg. Co., Akron, Ohio

Sink Strainers
F. H. & E. B. Vrooman, Chicago, Ill

Sinks, Cast Iron
Blacklock Foundry, South Pittsburgh, Tenn.

Skewers
John Chatillon & Sons, New York

Skylights, Galvanized Iron and Copper
National Sheet Metal Roofing Co., Jersey City, N. J.

Slaw Cutters
Enterprise Mfg. Co. of Pa., Phila.
Henry Disston Sons, & Philadelphia, Pa.
C. E. Jennings & Co., New York
The J. M. Mast, Mfg. Co., Lititz, Pa.

Soapstone Foot Warmers
Pike Mfg. Co., Pike, N. H.

Soapstone Griddles
Pike Mfg. Co., Pike, N. H.

Solder
Berger Bros. Co., Philadelphia

Spading Forks
Geneva Tool Co., Geneva, O.

Speaking Tubes
Berger Bros. Co., Philadelphia

Specialties, Hardware and Household
Parks & Parks, Troy, N. Y.

Spikes
Fuller Bros. & Co., New York

Spiral Screw Drivers
North Bros. Mfg. Co., Phila, Pa.

Spoke Shaves
Alfred Field & Co., New York
Stanley Rule & Level Co., New York

Spring Balances
John Chatillon & Sons, New York

Spring Hinges
Bommer Bros., Brooklyn, N. Y.
Columbian Hardware Co., Cleveland, O.
Niles Mfg. Co., Chicago

Springs, Door
Columbian Hardware Co., Cleveland, O

Springs, Wire
John Chatillon & Sons, New York

Squares, Steel
L. S. Starrett Co., Athol, Mass.

Stable and Foundry Pails
Eagle Cooperage Works

Stamps, Steel
Schwerdtle Stamp Co., Bridgeport, Conn

Staple Pullers
Cronk & Carrier Mfg. Co., Elmira, N. Y

Stay Rollers
Cronk & Carrier Mfg. Co., Elmira, N. Y.
John H. Graham & Co., New York
McKinney Mfg. Co., Allegheny, Pa.

Steamfitters' Supplies
Armstrong Mfg. Co., Bridgeport, Conn.
Walworth Mfg. Co., Boston, Mass.
Barnes Tool Co., New Haven Conn.

Steam, Water and Gas Tools
Armstrong Mfg. Co., Bridgeport, Conn.
Barnes Tool Co., New Haven, Conn.
Walworth Mfg. Co., Boston, Mass.

Steel
American Tube & Stamping Co., Bridgeport, Conn.

Steel Hinges, Spring
Bommer Bros., Brooklyn, N. Y.

Steel Letters and Figures
Schwerdtle Stamp Co., Bridgeport, Conn

Steel Measuring Tapes
Keuffel & Esser, New York
L. S. Starrett Co., Athol, Mass.

Steel Roofing
Am. Steel Roofing Co., Middletown, O.

Steel Rules
L. S. Starrett Co., Athol, Mass.

Steel Skips
Syracuse Chilled Plow Co., Syracuse, N. Y.

Stencils
Schwerdtle Stamp Co., Bridgeport, Conn

Stocks and Dies
Armstrong Mfg. Co., Bridgeport, Conn.
Alfred Field & Co., New York
Wiley & Russell Mfg. Co., Greenfield, Mass.

Stone Hooks
Geneva Tool Co., Geneva, O.

Store Fixtures
J. D. Warren Mfg. Co., Chicago

Store and Warehouse Trucks
Syracuse Chilled Plow Co., Syracuse, N. Y.

Stove Trimmings
Fanner Mfg. Co., Cleveland, O.

Strapping Belts
Ames Sword Co., Chicopee, Mass.

Street Hoes
Geneva Tool Co., Geneva, O.

Strops, Razor
Alfred Field & Co., New York
Gem Cutlery Co., New York, N. Y.
Gibford Mfg. Co., Adrian, Mich.
Kampfe Bros., New York, N. Y.

Sugar Beet Tools
Geneva Tool Co., Geneva, O.

Sugar Kettles
Blacklock Foundry, South Pittsburgh, Tenn.

Squares, Steel
Henry Disston & Sons, Inc., Phila., Pa.

Swing Chair
Haggard & Marcusson, 425 So. Cancal St., Chicago, Ill.

Swings, Roller
American Machine Co., Wilmington, Del.

Swivels, Minnow Gangs
Enterprise Mfg. Co., Akron, Ohio.

Tables, Folding
Udell Works, Indianapolis, Ind.

Tack Pullers
John H. Graham & Co., New York
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L. S. Starrett Co., Athol, Mass.
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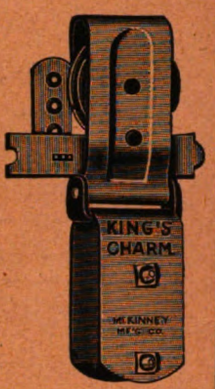
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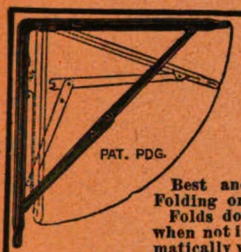
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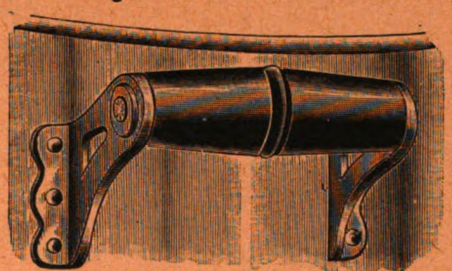
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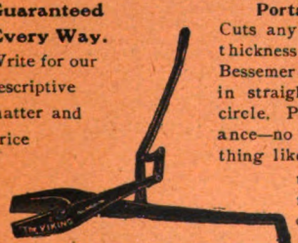
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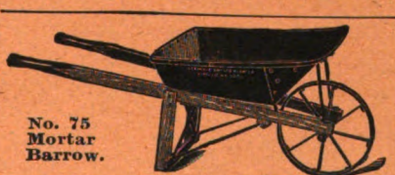
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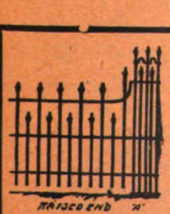
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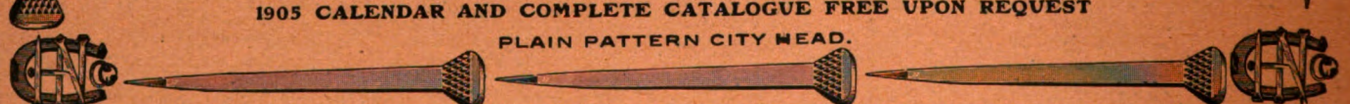
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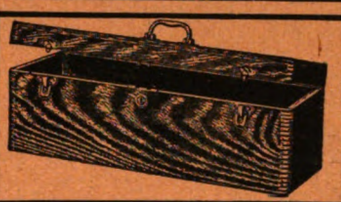
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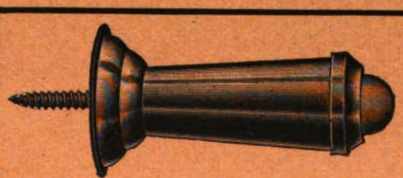
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We're always striving to better the quality of UNIVERSAL Hack Saws,—but our customers advise us to let the quality question alone,—that the quality is high enough.

But we want to aim still higher, in order that there may be no question about standard high quality in our product.

Our catalogue gives prices on UNIVERSAL Hack Saws and Hack Saw Equipment. *Free on request.*

WEST HAVEN MFG. CO., NEW HAVEN, CONN.

Gold Medal---St. Louis Exposition
For VALVES, BRASS and IRON GOODS, PIPE FITTINGS, Etc.
ENGINEERS', GAS AND STEAM FITTERS' TOOLS,
AWARDED 1904 TO
WALWORTH MFG. CO. 128-136 FEDERAL ST., BOSTON, MASS. PARK ROW BUILDING, NEW YORK.
WRITE FOR POCKET CATALOGUE.

WALWORTH MFG. CO. TOOLS and SUPPLIES for STEAM WATER and GAS USERS BOSTON MASS

When Writing to Advertisers Please Mention "HARDWARE"

GREENFIELD, MASS., U. S. A. TAPS & REAMERS.

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Fuller Brothers & Co.,
139 GREENWICH STREET,
NEW YORK.

STEEL WIRE NAILS.
Iron and Steel
CUT NAILS.
Plain and Galvanized Wire.
BARB WIRE.
Wire Straightened and Cut to Length

Not A Counterfeit?



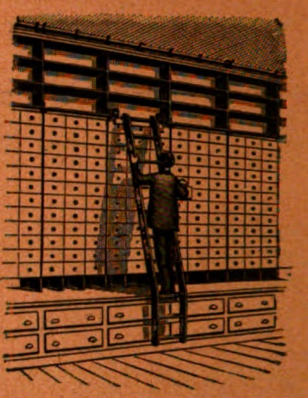
No. 5 Fire Pot, $4.50 Net

No, the No. 5 is not a counterfeit of the No. 1, but on the contrary *it is exactly like the No. 1 only smaller in every way.* Still it has sufficient power to do any and all work usually required, having all improvements known and will be found *a genuine good Fire Pot* having so many points of advantage over other makes that *its cost will be saved on the first job.*

Jobbers sell at factory price. "Your money back if you are not pleased."

Clayton & Lambert Mfg. Co.
Detroit, Mich., U. S. A.

LANE'S STORE LADDER



Send for Catalogue.
Lane Brothers Co.,
429-461 Prospect St., POUGHKEEPSIE, N. Y.



NOTHING BETTER
NILES
SPRING HINGE AND PIVOT.

WRITE FOR PRICES.

NILES MFG. CO.,
14-16 N. Canal St.,
CHICAGO.

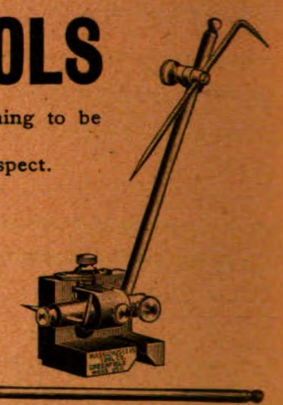
PRECISION TOOLS

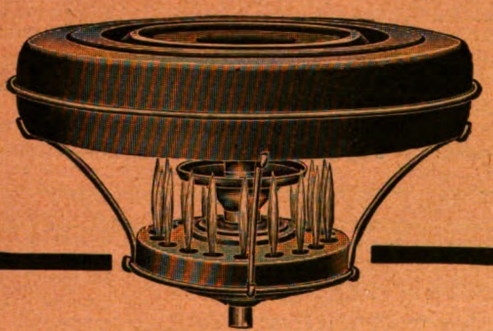
The kind we manufacture leave nothing to be desired.
They are high-class goods in every respect.
They are business bringers.

No. 55 Universal Surface Gauge
with Micrometer Adjustment is the best for discriminating mechanics.

Send for Catalog No. 4 and see the rest of our line.

Massachusetts Tool Company
Greenfield, Mass., U. S. A.





The 20th Century White Flame
HEAT & LIGHT IN ONE

Wholesalers are Placing their Orders Now to Insure Suppy for the Fall and Winter Demand.

GAS BURNERS GIVING HEAT AND LIGHT

At cost of LIGHT *ONLY.*

Fits Any Gas Fixture--
Heats and Lights Any Room.

Retails at $1.25
Good Margin for Jobber and Retailer—Big Seller.

For full particulars address,

20th Century Mfg. Co.
19 Warren St., New York.
Mfrs. of the Famous 20th Century Bicycle and Automobile Headlights.

STERLING

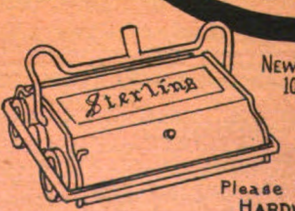
STEEL CARPET SWEEPERS

In comparison with old style, wooden sweepers have as many points of superiority as the modern battleship over the frigate of 1812

Let us tell you more of the Sterling's many advantages, and how we give this handsome display stand Free with Sterling Sweepers

STREATOR METAL STAMPING CO.
STREATOR, ILL.





NEW YORK OFFICE
10 WARREN ST.

Please mention HARDWARE

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KEUFFEL & ESSER CO.

127 Fulton Street, New York.

Manufacturers of

MEASURING TAPES

Steel, Metallic, Linen, Ass-Skin, Steel and Linen Pocket Tapes

OUR GUARANTY: *Best Material, Highest Grade Workmanship, Greatest Accuracy.*

HIGHEST AWARD, GRAND PRIZE, ST. LOUIS, 1904

SEND FOR OUR CATALOGUE

FACTORY:
HOBOKEN, NEW JERSEY.

BRANCHES:

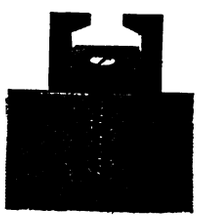
111 Madison St., Chicago.
813 Locust St., St Louis.
806 Montgomery St., San Francisco.

MORE SHELF ROOM

Easily secured without increasing the size of the store by using

BAINES SHELF BRACKETS

Adjustable or Fixed





The accompanying cuts show the entire absence of obstructions, usually found on Hardware shelves; the manner of adjustment; and the way they are attached to the walls.

Our catalogue "H," for Hardware men, tells how to estimate the number of brackets required, how to install them, etc, It will be of interest to any merchant.

PIQUA BRACKET CO. PIQUA, O.

"A Tough Proposition"

for a sledgehammer is the newest and best Screw-Driver on the market to-day:

THOMSON'S INDESTRUCTIBLE

It's the best proposition for you though, because it is, as its name implies, indestructible.

* * *

We don't just say it's indestructible—

We Guarantee

it's being so, because it's drop-forged from the best steel—cap, ferrule and blade, which is of one piece, extending through handle to cap.

* * *

Sizes 2½ to 30 inches.

* * *

We make all kinds of drop-forgings.

Thomson Drop Forge Co.

Plantsville, Conn.



Are you prepared for the coming Water-Cooler Season?

It's high time you considered your purchases of these Summer Necessities.

We make Water Coolers,—a wide variety of styles and sizes,—attractively finished,--*and they keep the water cold!*

Our extensive lines of Water Filters,---just the thing for Spring Sales,---Water Coolers, Chafing Dishes, Table Kettles, Baking Dishes, Crumb Trays and Scrapers, Urns, Cuspidors and Bath Room Fixtures are illustrated and described in our interesting catalogue.

Shall we send our catalogue—and discounts?

The BUFFALO MFG. CO.

Buffalo, N. Y.

BRANCHES:
18 Warren Street, New York.
238 Arch St., Philadelphia.
40 Dearborn St., Chicago.
247 Coronado Bldg., Denver.
61 Steuart St., San Francisco.

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Fuller Brothers & Co.,

139 GREENWICH STREET,

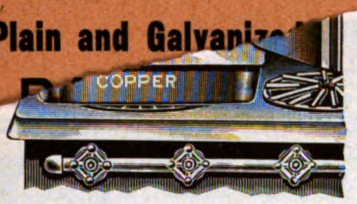
NEW YORK.

STEEL WIRE NAILS.

Iron and Steel

CUT NAILS.

Plain and Galvanized



Not A Counterfeit?



No, the No. 5 is not a counterfeit of the No. 1, but on the contrary *it is exactly like the No. 1 only smaller in every way.* Still it has sufficient power to do any and all work usually required, having all

...ERS

...dvertised thoroughly in all the national publications from Ladies' Home Journal down. Get our proposition, it means profits—Dollars—to you. We are the largest manufacturers in the world. Our lines are complete. We make all good kinds; Square (with whistles), Round (with whistles) in all desirable sizes, at all prices.

36-PAGE BOOK FREE, write for it to-day, with confidential prices to dealers.

THE TOLEDO COOKER CO.,

DESK 20 **TOLEDO, OHIO**

LANE'S STORE LADDER



...Low in price.

"If it's 'Pullman'—it's right."

PULLMAN MFG. COMPANY

Rochester, N. Y., U. S. A.

METAL SHINGLES AND TILES

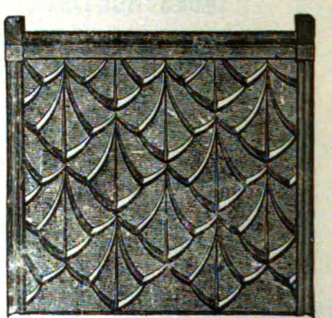
from Tin, Galvanized Tin and Copper, earn easy and good profits for Hardwaremen.



Best for Country Houses

because they are rust, storm and fire proof. Least costly as they require no painting and after care.

We have a large variety of styles.



Let us tell you of special proposition in detail. Drop us a line.

MENTION HARDWARE

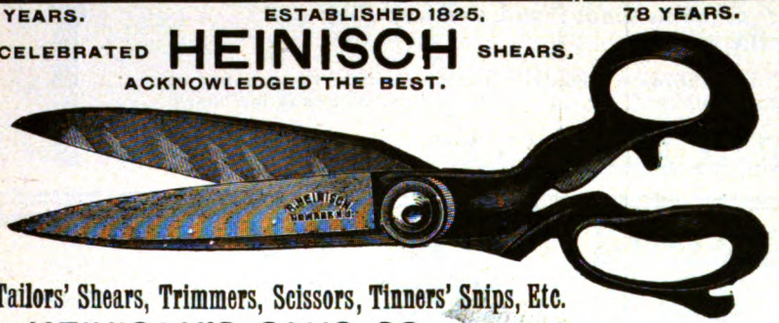
The National Sheet Metal Roofing Co.

339-345 GRAND ST., JERSEY CITY, N.J.

78 YEARS. ESTABLISHED 1825. 78 YEARS.

CELEBRATED **HEINISCH** SHEARS,

ACKNOWLEDGED THE BEST.



Tailors' Shears, Trimmers, Scissors, Tinners' Snips, Etc.

R. HEINISCH'S SONS CO., 155 CHAMBERS ST.

F. A. VORDERMEIER, NEW YORK MANAGER. MAIN OFFICE AND FACTORY, NEWARK, N. J.



If you don't know where to get the best

5, 10, 15 CENT SPECIALTIES

like Hammers, Ice Picks, Toilet Paper Holders, etc., come to us.

Their quality and finish leave nothing to be desired.

Send for a sample order and be convinced.

FRANKLIN SPECIALTY CO.

807-9 Cherry St., Reading, Pa.

Polygon Conductor Pipes Won't Burst.

The twist in the corrugation checks the sudden fall of ice and water, thus protecting the joints. It stands hard knocks because it is corrugated. Again, it is much handsomer than plain pipe. Made in copper and galvanized iron.

Catalogue and information free.

Address Dept. H,

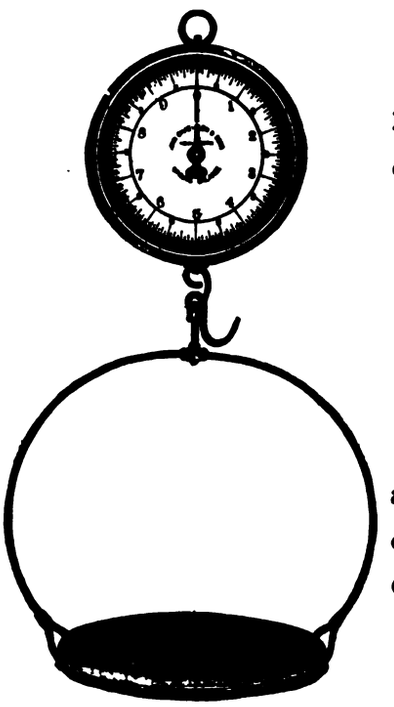
THE American Steel Roofing Co.

Middletown, O.

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CHATILLON SPRING SCALES.

OUR attention having been called to the fact that inferior makes of Spring Scales are being sold to butchers as "Chattillon" Scales, we deem it due to the trade and to ourselves, in order to protect the merits of our Spring Scales, so well and favorably known for more than sixty years, to inform you that every Spring Scale manufactured by us

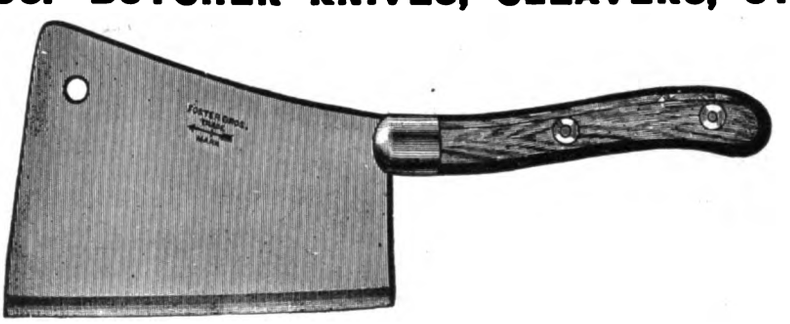


has our name as makers plainly on the dial, thus:

John Chatillon & Sons. Makers. New York. U.S.A.

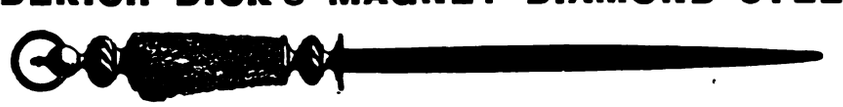
and any scale without this name on the dial is NOT A GENUINE CHATILLON SCALE.

FOSTER BROS.' BUTCHER KNIVES, CLEAVERS, STEELS, ETC.

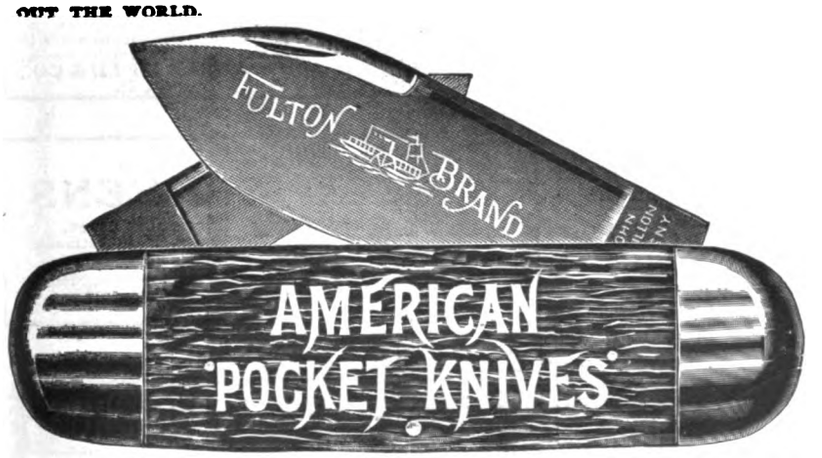


These Tools are recognized in the Markets, Packing Houses and Abattoirs throughout the United States as the standard of excellence, quality being the first consideration. We carry in stock every style and size of Knives, Cleavers and Steels used in cutting meat; also Knives for kitchen use in Hotels, Restaurants and for domestic purposes.

FRIEDERICH DICK'S MAGNET DIAMOND STEELS.



By careful workmanship and the use of a special steel in their manufacture THEY HAVE BECOME FAMOUS THROUGHOUT THE WORLD.



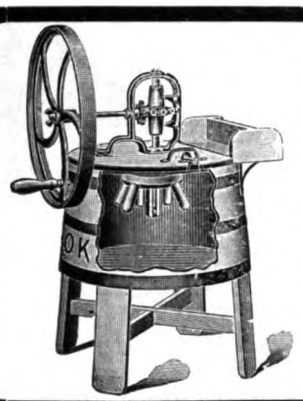
Finest Quality American Pocket Cutlery in large variety. Knives that are good sellers and will give satisfaction to the user.

ESTABLISHED 1835

JOHN CHATILLON & SONS, New York City.

85 to 93 CLIFF STREET and 12 JACOB STREET.

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WE HELP YOU—

by creating the demand and sending the Trade to your store for

O. K. Washing Machines

The O. K. Washing Machine is *good in every detail* and we're telling our story in several of the widely read Farm Journals.

In all of our advertisements we say: "Your dealer has the O. K."

It's to your interests to sell the O. K., and meet the rapidly growing demand.

You'll find our booklet and prices interesting.

H. F. BRAMMER MFG. CO., Davenport, Ia.

THE LATEST — THE BEST

No. 602 "Hapanooch"
Pocket Knife Tool Kit

The most useful Pocket Knife Combination ever made in America by skilled American workmen.



Leather Pocket-book 4½ ins. long; 3¾ ins. wide Contains Pocket Knife, Reamer, File, Saw, Chisel, Screw Driver.

Sold with unlimited warrantee.
Send for circular and prices.

U. J. ULERY
7 Warren St. NEW YORK

The New Wayne Rotary Washer



THIS MACHINE is built to satisfy those women who desire nothing but the best and it fully meets every requirement the most exacting customer may demand. Its strikingly handsome appearance attracts the attention of women at first sight and its many exclusive features can be so convincingly explained that sales are quickly made.

Wayne Tubs are made of the finest kiln dried Cypress and are finished in Cherry with two coats of varnish. The hoops are finished in Silver and Gold Bronze. All mechanical parts are of the finest material, carefully adjusted and will last for years. The legs are detachable or stationary as ordered. Every part of this machine is of the highest standard quality.

We will gladly forward interested dealers full particulars and prices.

WAYNE MANUFACTURING CO.
ST. LOUIS, MO.

Mfrs. of The Jewel Rotary, The Eagle Ball Bearing Rotary and 17 other styles of washers.



"Three in One" Lubricates

Prevents Rust,
Cleans and Polishes

G. W. COLE CO.
143 Broadway, New York

WIRE and WIRE NAILS

¶ You ought to have our prices on Special and Common Nails, Iron and Steel Wire, and Wire Plant Supports.

¶ The profits on our goods will make you our steady customer.

¶ Write us to-day.

Mention HARDWARE.

IGOE BROTHERS
226 North 9th St., Brooklyn, N. Y.



STOP AND THINK

6000

Live hardware dealers find the White Lily Washing Machine the best washer and the best seller on the market.

If you have not got a reserved seat in the band wagon you had better write today.

White Lily Washer Co.
Toledo, Ohio. Davenport, Iowa.



SCHOFIELD'S ECONOMY OVEN
For Gas and Gasoline Stoves having only ¼ the space to be heated; saves ¾ THE COST OF BAKING, no one using a Gas or Gasoline Stove can afford to do without it; *Guaranteed to Bake Perfectly*, top and bottom alike. Packed one dozen in a case. Shipping weight, 100 lbs. per case. **SCHOFIELD & CO., Mfrs., Freeport, Ill**

AGENCY **JOSEPH RODGERS & SONS, LTD.**
FOR OENTURIES THE WORLD RENOWNED HOUSE OF
JOSEPH RODGERS & SONS, Ltd.
SHEFFIELD, ENGLAND
Has had neither equals nor superiors in the manufacture of

Carving Knives and Forks, Table Cutlery, Scissors,

CORPORATE MARK

Razors, Hunting and Bowie Knives, Pocket Cutlery, &c.

ALFRED FIELD & CO., 93 Chambers St., New York

Custom Made
FLY SCREENS

Fine Goods. Reasonable Prices.
Good Profits to Dealers. No Investment.
Agency Outfit Free.
The **A. J. Phillips Co., Fenton, Mich.**
23 Years Experience. 3½ Acres Floors.

ELEVATORS & DUMB WAITERS

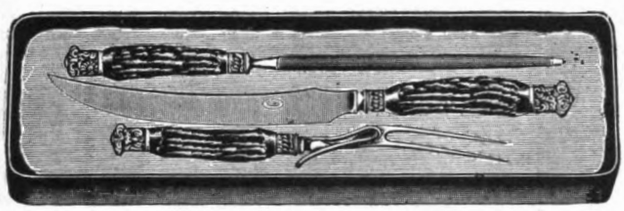
We make a specialty of manufacturing them. Also appliances for same.
O'NEILL ELEVATOR CO. 628 Cherry Street, Philadelphia Pa.

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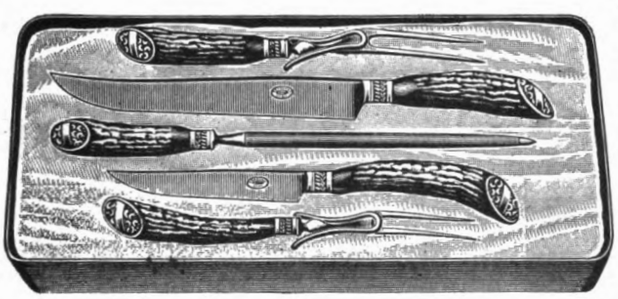
LAMSON & GOODNOW Carving Sets

HAVING had "quality" for our watchword for sixty-eight years, we are turning out Carvers that are looked up to as the standard of quality.

Putting the best material into all our Carvers, and exercising scrupulous care in finishing them.



L. & G. Excellence



is the inevitable result. More than that: They are the most popular—the most profitable to buy and sell.

If you are not acquainted with the L. & G. proposition, write us. We'll send you our L. & G. Catalogue and quote you L. & G. prices on our entire line of cutlery.

Mention HARDWARE

Lamson & Goodnow Mfg. Co.

Shelburne Falls, Mass.

N. Y. Office: 45 Murray Street.

A POSITIVE, FORCEFUL SELLING AGENT IS THE QUALITY OF THE



DISSTON SAWS

THEY DEVELOP TRADE.

HENRY DISSTON & SONS, Inc.

PHILADELPHIA, PA.

In the Home

The American Automatic Lighting System

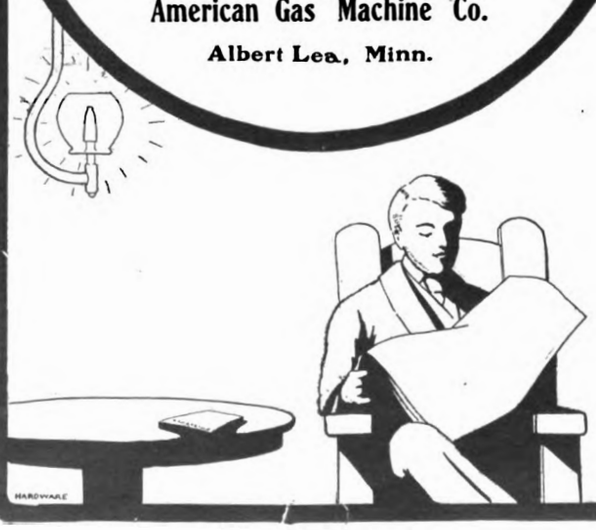
gives that steady, white and restful light so necessary for perfect reading. Hardware Dealers in all sections of the country are selling these lights to householders, merchants, farmers, churches, etc.

The "Automatic" system is the safest, simplest, most economical and reliable on the market. Wherever introduced they sell rapidly and satisfactorily.

Catalogs and estimates sent on receipt of store dimensions.

American Gas Machine Co.

Albert Lea, Minn.



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BEET FORKS



BALL ENDS or BLUNT POINTS

6 TINES
7 TINES

American Fork & Hoe Co.

Send for Beet Tool Catalog.

CLEVELAND, O., U. S. A.

EAGLE MOP WRINGERS

are made right in every particular, and will give longer and better service than others less carefully made.

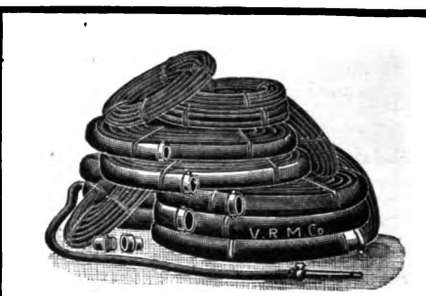
With no parts to stretch or break, the rolls in the EAGLE always close tightly and give the best possible results in use.

Write for descriptive circular and prices; or ask your jobber. If he is up-to-date, he has EAGLE MOP WRINGERS in stock.

Eagle Cooperage Works,
CIRCLEVILLE, O.



Voorhees Rubber Mfg. Co.
Jersey City, N. J.



Manufacturers of

Superior Qualities of

Rubber Hose, Belting and Packing

Rubber Mats, Matting, Etc.

We have a reputation for making GARDEN HOSE that does hard service and on which claims for defect are not made.

Send for samples for season of 1905.

Catalogue and prices on application.

If you're Looking for First Class UP-TO-DATE BARROWS

ORDER THE ◆ ◆ ◆

Champions, the World's Best.

All Kinds of Wood and Steel Barrows.



THE BRYAN MFG. CO., BRYAN, OHIO, U. S. A.

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If

You are after down-to-date-ness in Rotary Washers —not the kind "always in the way" —but the kind that keeps a' moving from your store room—we recommend our latest and best

The Imperial Rotary Washer

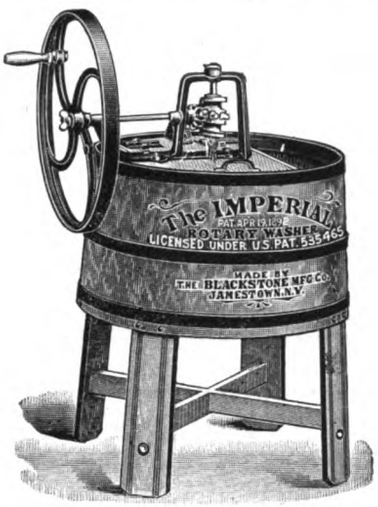
Has sliding cylinder on square post, insuring greatest strength of any rotary gearing

Its *all steel roller bearings* make it noiseless, speedy and most easy to run.

Handsomely finished. All castings are in Gold, Aluminum, Bronze.

Tub extra large

BLACKSTONE
Imperial Rotary Washer



The Blackstone Mfg. Co.

Jamestown, N. Y.

(Oldest and largest makers of Washing Machines in the United States) **Established 1871.**

You

ought to investigate our claims.

Its many improvements make it a good investment for both dealer and user.

Your washing machine business will hum in season and out of season the moment you let your trade know you've got them to sell.

The Imperial Rotary Washer is a dividend earner.

You will find our catalog indispensable in making up Fall orders.

It shows the most complete line of washers on the market.

Black Satin Advertising



Starts for the Fall season in the September magazines. You can make the sales of

Black Satin Stove Polish

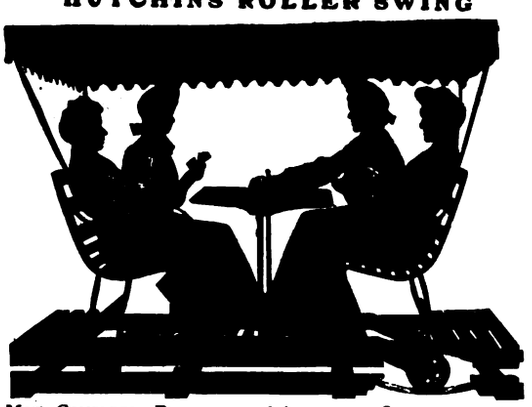
equal the sales of all other polishes combined—if you have it in stock.

If you haven't your customers will write to us and we will make your profit.

½ pint, 3 dozen to a case; 5 lb. cans, 6 cans to a case.

BLACK SATIN POLISH CO. 107 CHAMBERS ST. NEW YORK.

HUTCHINS ROLLER SWING



The Most COMPLETE, PRACTICAL and ATTRACTIVE SWING ever put on the market. Operates without Exertion. Delightful Motion.
Sold through the Hardware Trade.

AMERICAN MACHINE CO.
Eastern Manufacturers Wilmington, Del.



It's a pleasure to handle

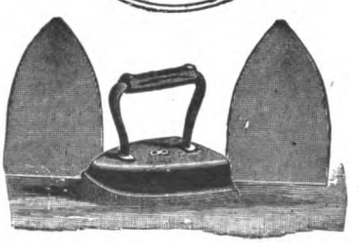
BLACKLOCK'S SAD IRONS

because they are the good "old fashioned" kind, in shape they are strictly "new fashioned" in finish. They are made in new shapes too—for ironing sleeves, pressing, &c.

Finished in Black, Bronze, Aluminum or Full Nickle.

The name "Blacklock" is on every handle.

BLACKLOCK FOUNDRY · SOUTH PITTSBURG, TENN. ·



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The Whole World Uses Graphite

The Hardware Trade Finds Profit in These DIXON Productions

Dixon's Silica—Graphite Paint
Dixon's Lubricating Graphites
Dixon's Graphite Greases
Dixon's Automobile Lubricants
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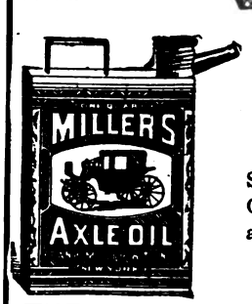
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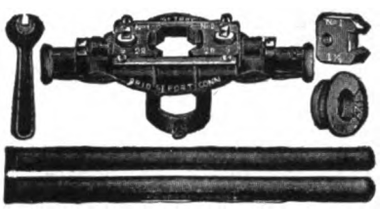
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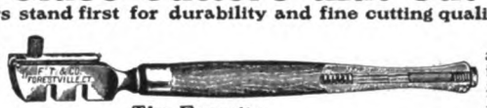
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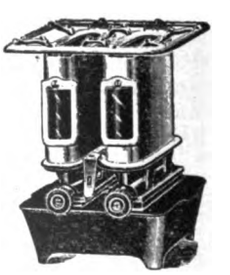








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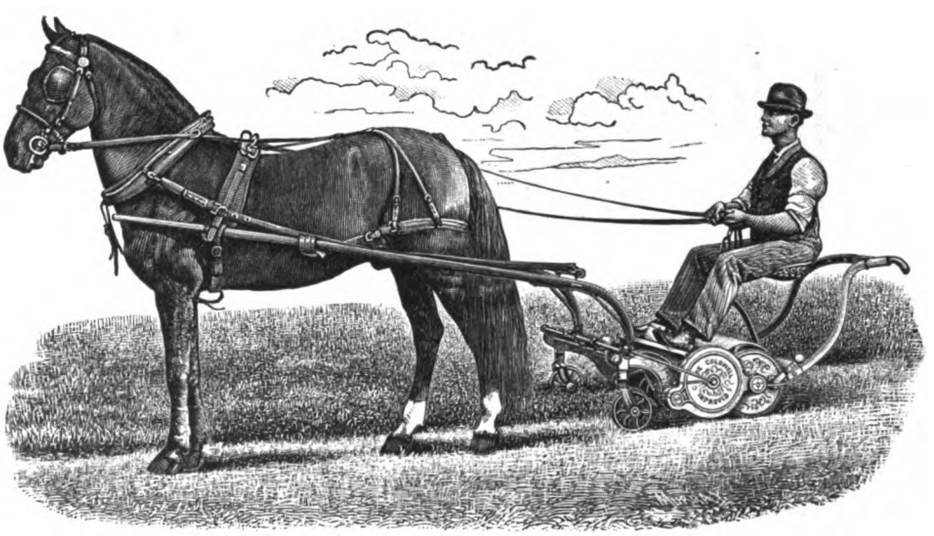
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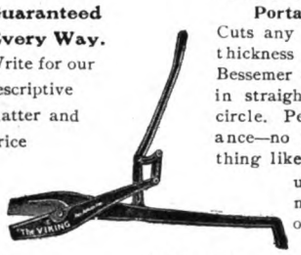
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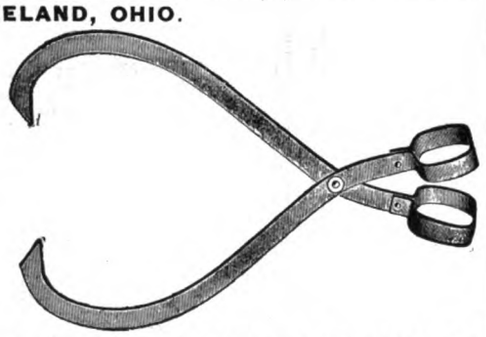
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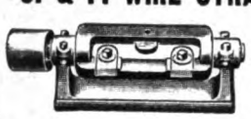
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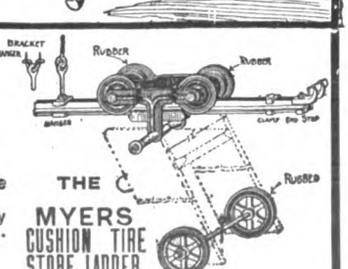


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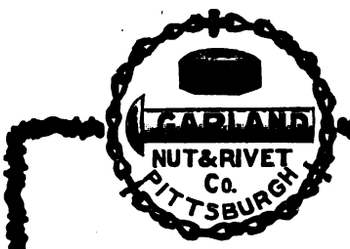
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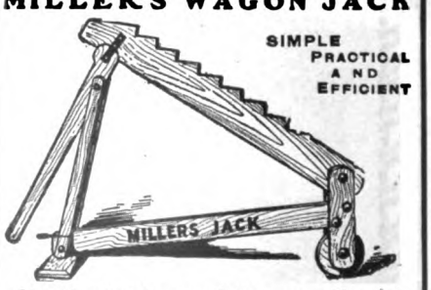
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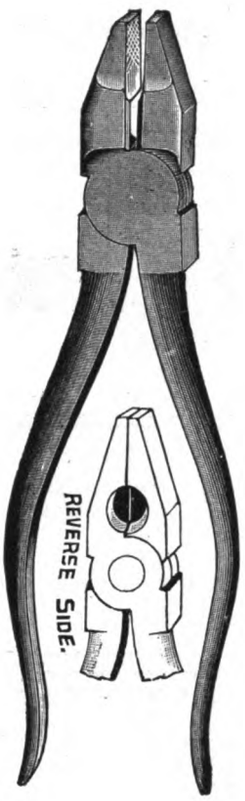
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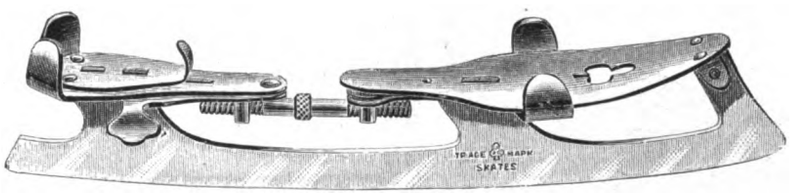
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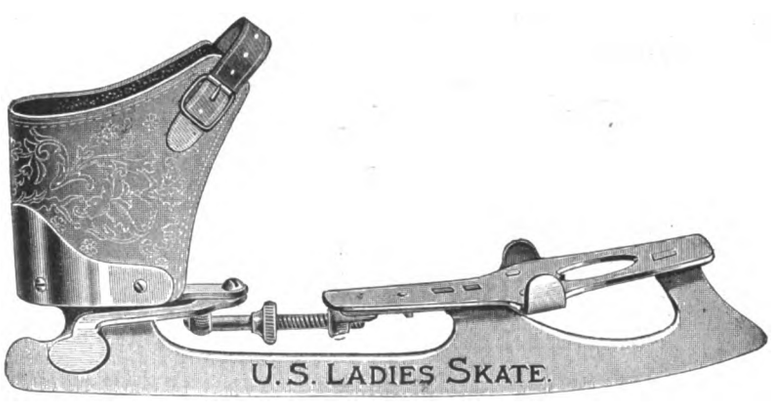
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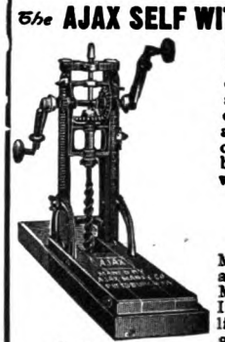


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does not require a special auger; will bore to any depth; strong and durable—all important parts of malleable iron. Sold by the whole sale hardware trade.

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These hangers are *noiseless*—the wheels running on *hard maple*, a wood especially adapted for this use, as it retains an even, level surface under years of constant usage. There is a surplus of material for every strain, but no excess of metal where it is not needed, insuring a tight *non-rattling* hanger of great durability. The track may be removed or adjusted at any time without injuring the walls or plaster.

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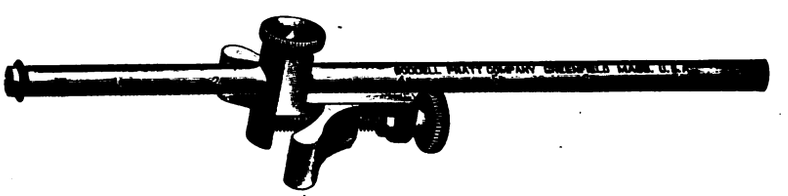


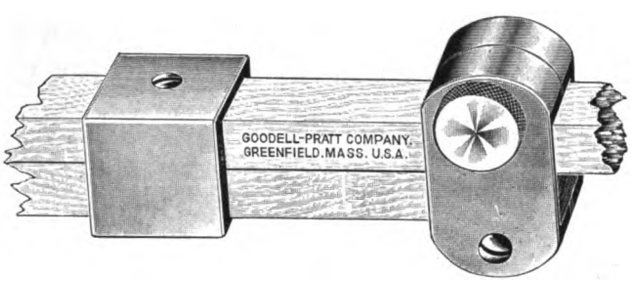
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No. 225

A Roller Gauge that can be used on straight work, but particularly designed for circles and ovals. Has 8 inch graduated beam with roller marker.

CIRCULAR OR OVAL GAUGE
No. 226

This tool differs from No. 225 (above) only in having a fine adjustment for the head for use on close work. The adjustment can be operated after head is clamped in position.

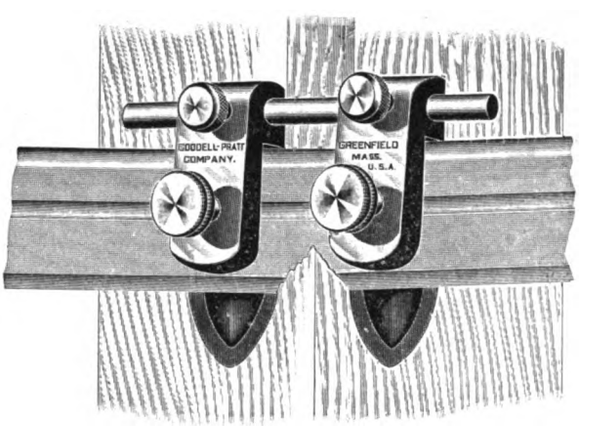


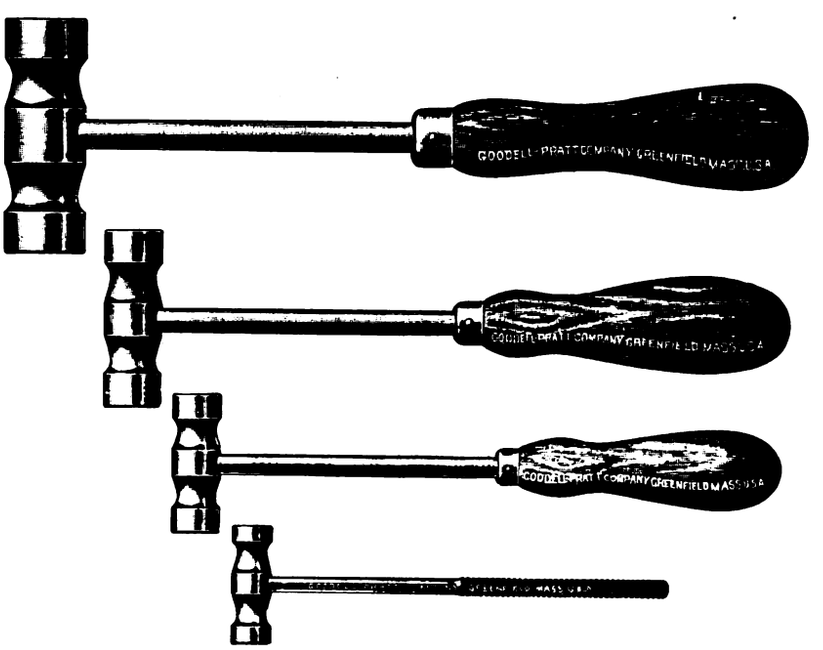


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For use on either solid or adjustable measuring poles. The set consists of one solid and one adjustable clamp collar, each with an opening one inch square.

A great convenience for carpenters and mechanics in general. Two styles of finish—japaned or full polished and nickel plated.





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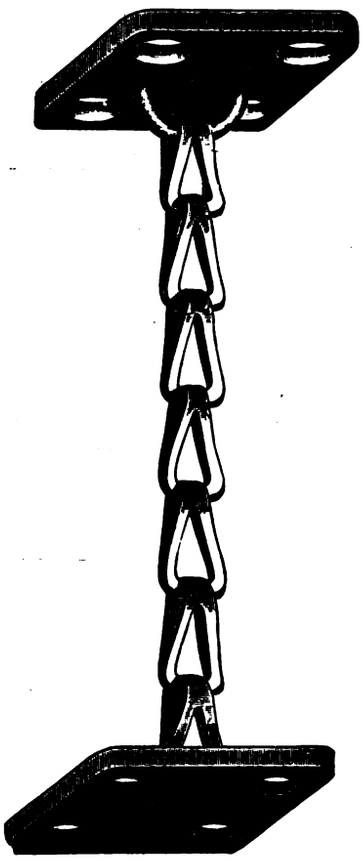
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Made for use on finished work. Convenient, practical, moderate in cost.

No. 91	weighs	2	ounces
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No. 93	"	8	"
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Greenfield, Mass., U. S. A.

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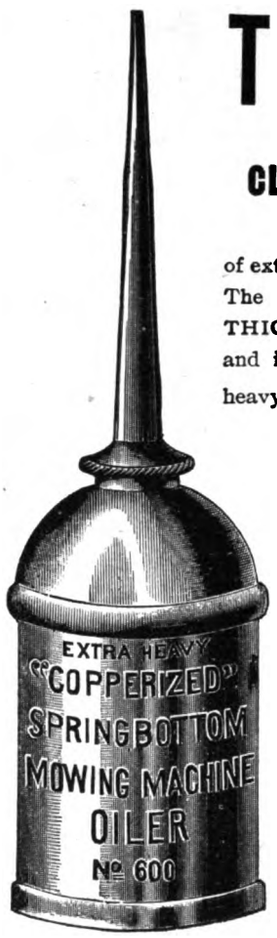
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THIS CAN

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CLOCK SPRING STEEL BOTTOM

of extreme durability and springiness. The CYLINDER is of DOUBLE THICKNESS around the lower edge, and is drawn seamless from extra heavy **"Swedoh" Steel,** Beautifully Finished. It readily commends itself to all AGRICULTURAL and HARDWARE DEALERS on account of its Elegance, Durability and Cheapness.

Special Price on Large Orders from the Jobbing Trade.

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STARRETT TOOLS

ARE THE STANDARD FOR ACCURACY, WORKMANSHIP, DESIGN AND FINISH.

The line of Fine Mechanical Tools shown in the Starrett Catalogue No. 17 T is the largest line made by any manufacturer.

We have just added over 20 new tools which are described in a booklet.



"MORE STARRETT TOOLS"

issued as a supplement to our catalogue. If you have not received a copy of this supplement send us a postal and get one. You ought to have it.

THE L. S. STARRETT CO.
ATHOL, MASS., U. S. A.

NEW YORK, 123 LIBERTY ST. CHICAGO, 15 SOUTH CANAL ST.

Mills have come and mills have gone--but

The BAYLEY HAND GRIST MILLS



Keep steadily at work after years of use in the Farms and Homes of the country.

For general purposes in grinding Meal, Feed, etc., you can offer your trade no better mill.

The WILLIAM BAYLEY CO.

Successors to the ROGERS IRON CO.

98 NORTH ST. SPRINGFIELD, O.

Mfrs. of

The Bayley Hand Corn Sheller, Iron Fencing, Gates and Similar Work.

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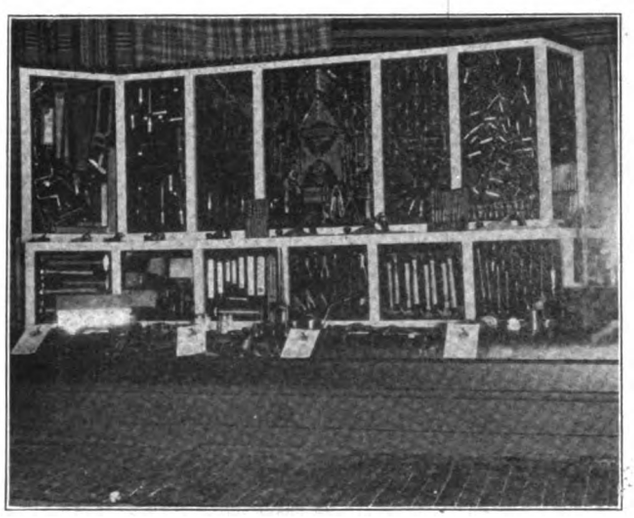
HARDWARE

NEW YORK, AUGUST 10, 1905

PROFIT MAKING LINES

SMALL TOOLS.

There is perhaps no line of goods regularly handled in the Hardware store that offers such splendid opportunities for display both in cases and windows, for advertising and for the practice of up-to-date business methods, as small tools, including those used by carpenters, masons, farriers and in fact artisans in general. If the merchant is to make a success of his tool department he must use his best judgment in selecting his stock from the almost endless brands of almost every kind of tool used. He must know the requirements of his trade and be guided as far as possible by the wishes of his customers as regards brands. It is obviously impossible to keep in stock every brand demanded, but it is always a wise policy to go with the majority to select these goods that are easiest sold. For the benefit of



WINDOW OF HENRY C. SAY, ATHOL, MASS.

"Doubting Thomases" the merchant must know why the brands of tools in his stock are deserving of the patronage of his customers. Without the knowledge necessary to advance such arguments he will stand a poor chance in competing with his brother merchant or the catalogue house. While on the other hand with a well selected stock, well displayed, properly advertised and with confidence in the goods, brought about by knowledge concerning them, the Hardwareman is in a good position to keep down to a minimum the sending of orders to distant cities by his neighbors. Practically every maker of tools stands ready, indeed is anxious, to assist the dealer in every way possible to move his stock. Manufacturers are each year spending large sums for creating a demand for their goods among consumers. To their retail dealers they give booklets, circulars, window cards, cuts for advertising and many valuable suggestions for getting trade, so that the live retailer need never be in want for materials with which to get after and to hold business. The following articles from makers and dealers in tools are full of valuable advice to the tool-handling Hardwareman.

GET THE GOODS—ADVERTISE.

By F. E. Wing—The L. S. Starrett Co.

Two things which, in our opinion, are absolutely necessary to enable the retailer to sell small tools are: First, to have the tools, and second, to let people know that he has them.

Some articles can be sold from a catalogue and customers may be willing to wait while they are ordered and received, but a dealer cannot work up a good tool trade and not carry anything but a catalogue in stock.

We would advise a dealer who wishes a nice trade on small tools to post himself thoroughly on what tools are required in the shops or factories in his town, also to find what makes of tools are popular among the workmen and then put in a stock of the most salable sizes, which might amount to $100 or $150.

His next step is to let people know that he has the tools, and to this end, various things will at once suggest themselves, perhaps the most obvious being to display the goods in a show window, next to advertise them in local papers. Another way is to send out one of his clerks who may have an aptitude for this class of work, among the workmen in the shops with a sample-case showing up the various tools, not necessarily to take orders at the time, but to let the workmen see what the tools are, and to tell them where they can be obtained.

When the dealer can afford to do it, it is well to put in a show-case containing an assortment of tools, tastefully arranged.

We send out a great many such cases, selling the tools at regular prices, and loaning the cases.

Another thing which is important in working up a small tool trade is to have men in charge of that department of the store and in fact all who have anything to do with selling tools, conversant with the tools, themselves, that they can explain what tools are for, how a micrometer is read, what the good points of a particular surface gauge are, etc.

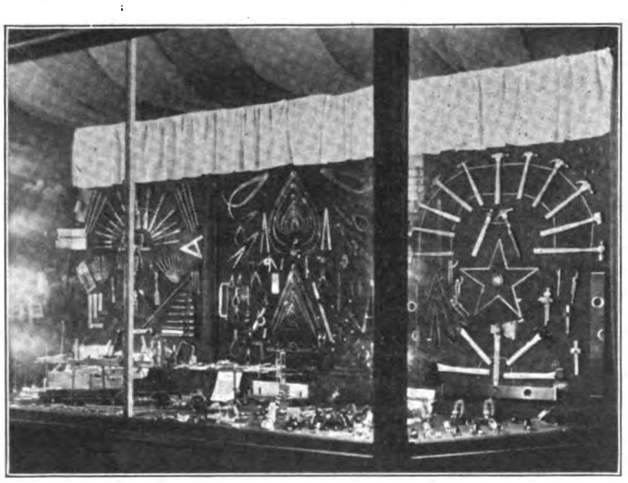
Our salesmen are always glad to spend a day or so with any hardware clerk to post him on the way our tools are made, what they are used for, etc. and the number of clerks who are taking an interest in such things and wishing to have a correct knowledge of tools so they can talk intelligently about them to their customers, is rapidly increasing.

To aid the dealers in advertising our goods, we furnish catalogues with the dealers imprint on the cover, and a variety of other advertising matter, including circulars describing individual tools, card-board hangers, crystaloid signs, counter-mats, etc.

MODERN METHODS NEEDED.

By W. M. Pratt—The Goodell-Pratt Co.

It is very plain to the writer that it will be necessary for the average retail hardware merchant to adopt different tactics from



SAN BERNARDINO HARDWARE CO., SAN BERNARDINO, CAL.

those which have during the past ten years been generally in vogue if he expects to keep abreast of the procession and turn a satisfactory volume of mechanics tools.

In the first place it is necessary that he himself, or whoever he may have in charge of that department, shall carefully study the needs of his clients; he must know what tools are adapted to the use of such mechanics as he may class or wish to class among his customers, realizing that he can hardly expect to sell ship augers to a jeweler's apprentice or drill chucks to the gro-

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cery store. After having devoted sufficient time to the study of the outside conditions, let him next turn his attention to his own stock, see that this is well arranged, well kept in good assortment; it is not necessary that he should have a large assortment of any one line but it is essential that he should have a good assortment of such tools as he intends to carry or as are suited to the requirements of his trade.

Referring particularly to our own line here, it would be folly for a dealer to think that by carrying one single size of our Hand or Breast Drills he could accommodate all the mechanics who would call upon him for tools of this character and if he wants to hold the trade upon articles of this kind he must make his assortment complete.

One word in regard to window desplays, when making these the dealer often makes the target more prominent than the bull's eye, in other words his window display becomes a whole picture rather than an attempt to portray one article or one single class of articles. Let some certain line in his window be very complete, very striking and very prominent, it will bring them forcibly to the notice of every passerby; whereas a conglomerate assortment only leaves the recollection of the picture when what he wants to impress particularly is the memory of the article.

One more point, let him take good care that such clerks as are employed to wait upon the mechanics who call at his store are not only extremely courteous but well drilled and well posted; nothing incurs a mechanics displeasure or so quickly fills him with disgust as to have a clerk in a Hardware store make statements which are without foundation in fact and which they are unable to prove. Perhaps I have put this a little too strong and should have modified it by saying that if such statements as these are made, they should be made in a manner that cannot antagonize; it is more often the way we say a thing than the thing we say that merits approval or incurs enmity.

Another advantage is that a clerk cannot mix the sizes without putting himself to some trouble. There is also a saving of time in waiting on a customer, if he does not know exact size wanted, as by taking down one shelf box you have six sizes on the counter and are seldom obliged to reach for a second box. This also avoids putting box back in wrong place as you are likely to do in a hurry if a number of boxes are taken down. With this system we handle all small tools and general Hardware and it enables us to put an immense stock into a small space.

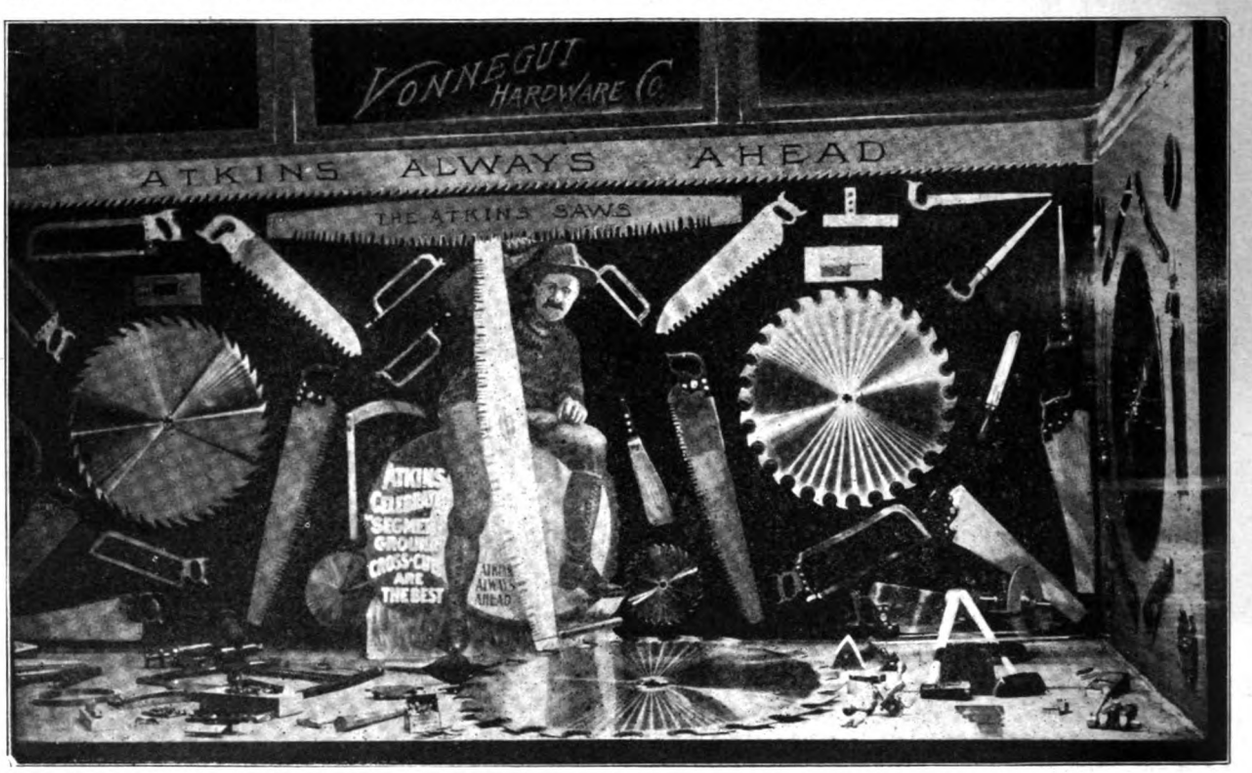
This saves hiring extra help as a few clerks are able to handle a large retail trade in this manner. We have had two years of experience with this system and would suggest but few changes if we were to put in fittings for a new store.

KNOW THE GOODS.

By John J. Tower—The Tower & Lyon Co.

Leaving out a class of buyers with whom price is everything—a smaller class of buyers among tools probably than in other lines—we are disposed to say that high grade tools are their own best advertisement. Those who use them will recommend them.

A free use by the retail dealers of neat and attractive show cards, adapted to catch the eye, such as manufacturers are more and more sending out with their tools, will promote inquiries by mechanics of the retail dealers. Following this should be an intelligent knowledge by the salesmen of the tools which they are showing. Unfortunately, a class of retail salesmen seem to think that inquiring mechanics know it all, and that they have no responsibility for making known the merits of the tools which they show.



A DISPLAY OF ATKINS GOODS.

In too many cases the failure to study carefully the goods leaves them ignorant of the points which need to be explained and shown up, as is the case generally with the finest tools. An experienced salesmen is one who, if not himself, a practical mechanic, has by careful study made himself familiar with the goods which he sells and is able to help his customers understand them. Nothing short of this will make a successful salesman or dealer in fine tools.

More and more, we think, manufacturers are circulating consumers by attractive illustrated leaflets or little pamphlets which, well prepared, and pointing out clearly the peculiarities of their tools, are always gladly received and in very many cases carefully studied by the mechanics receiving them, where the dealer is protected in prices. We know of no more effective way of helping the retail dealer.

A TIME SAVING METHOD.

By G. W. Campbell—The A. S. Morss Co., Boston.

We have been told by traveling men that our tool cabinet is one of the best in the country and we have also been told that our original ideas for carrying a large stock of small hardware in a small space is not equaled. Of course it is natural for us to think our way is the best, still we have had our store remodeled for two years and have not attempted to advertise it. We have had people from all over New England come in and see our arrangements.

We have shelf boxes 16 inches deep with several partitions and with sliding covers so that but one section of the box can be opened at a time. We carry a stock of auger bits 3-16 to 1½ inches in diameter, eighteen sizes in all. This complete stock takes three shelf boxes 12 by 3¼ face, 16 inches deep, six sections to a box, making virtually eighteen separate shelf boxes with an opportunity of showing two sample bits on each box. A Hardwareman can readily appreciate the saving of space if he proposed showing sample bits on his box.

WINDOW DISPLAYS BRING BUSINESS.

By Orr & Locket Hardware Co., Chicago.

We keep one section of our window full of tools the year round; no matter how much other stuff there may be that should be shown, that section is simply re-arranged, but tools are never absent from our front windows. We find that by displaying unusual goods a demand for new goods is worked up without any effort on our part outside of dressing the window.

As far as advertising goes, we have been advertising in a mis-

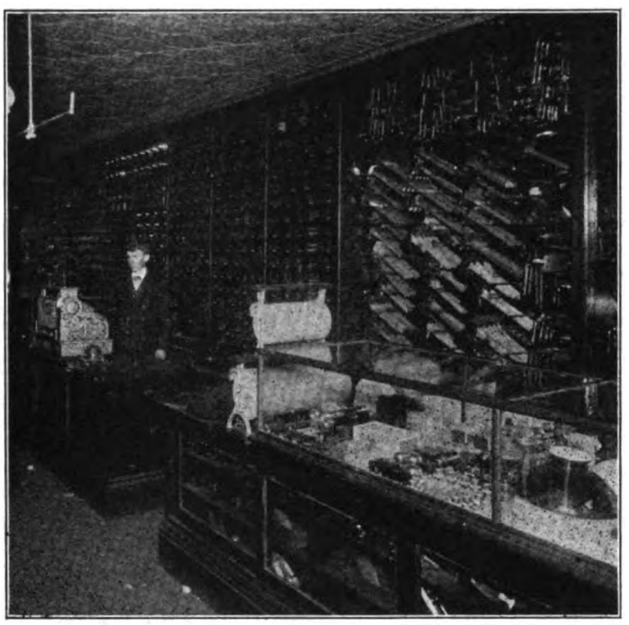
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cellaneous way for several years, but now find that large orders come best by catalogues, and in some lines of business a catalogue is a vital necessity, and a necessity to any firm who desires to give their goods even a hearing. We believe quite thoroughly as far as this line goes in the method of a "name and a price" as applied to our advertising, and in many cases help it out with cuts. We also issue special catalogues of any sub lines in the Tool Department that are of enough importance to warrant such a catalogue. These catalogues cost considerably less than the large ones, and in most cases are reprints from the large plates, and we find they do very good execution.

CLERKS MUST BE POSTED.

By L. H. Schmitt—The H. D. Smith Co.

Replying to yours of the 13th, we think that good tools well displayed, salably priced and offered by clerks who are posted are a great help to retail selling.



AN INTERIOR VIEW, A. S. MORSS CO., BOSTON.

The writer served his time in a retail store and was brought up to consider the learning of the Hardware business the same as learning of a trade. Great care was taken to impress upon him always to try to sell the better, and if possible the best, grade of goods that the house kept for sale, the principle being that even if the percentage of profit was not larger the net amount of dollars and cents was.

You ask—how do we assist the retailer to sell our line? The principle thing with us is to get the retailer interested in our line, after that our goods are so distinctive and carry so much of their value visible that all we ask our retail friends to do is to give them an opportunity to sell themselves.

THE TRADE PAPER HELPS.

By Ford Auger Bit Co.

Replying to your favor of July 13th, would say we find that a good ad. in a trade paper is a help to the retail dealer in selling small tools. They not only get information regarding the tools which they sell from such ads., but also suggestions which they can use in their own advertising. We enclose herewith a copy of an advertisement which appeared in Hardware several months ago, and which has since been copied in local papers by a great many retail dealers. We gladly furnish electrotypes for such advertisements.

Another thing which we do to help the retail dealer is to furnish small cards illustrating our goods and mentioning some of their good points. These cards have a blank space upon which the retail dealer may stamp his name, and they may be put upon the show case or mailed out with monthly statements.

We find that it helps also to back up Ford tools by the most liberal guarantee that it is possible to give.

HELPING THE DEALER.

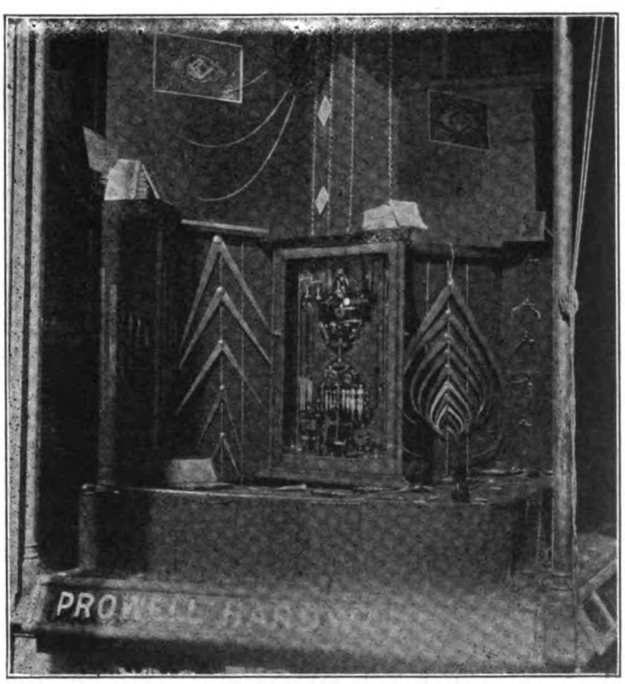
There are few firms among the manufacturers of Small Tools who are giving more attention to assisting dealers in moving their goods than the L. S. Starrett Company, Athol, Mass. This firm has recently sent us an assortment of samples of a number of the advertising novelties which they are furnishing to retail dealers in large quantities. Each article in the entire lot is made up with an apparent disregard for expense, the main idea being to get out something that the dealer can show to an advantage, something that will attract attention to Starrett's goods and at the same time that will add to the general appearance of the store. Among these novelties are the following: A felt change pad in red, with a very neat design in white and black; a crystaloid easel sign in red and gold, showing at the top a picture of Mr. Starrett; at the bottom the firm trade-mark and across the center in large, white letters, "Starrett Tools;" a transparent sign that will adhere to show windows; this shows the Starrett trade-mark and the usual inscription, "Starrett Tools;" Window Cards and Inside Hangers are furnished in a large variety of styles and designs. These are all carefully printed in large type so that they can be read with ease. Each one shows either the Starrett trade-mark, with some strong comment concerning Starrett Tools or illustrations of different tools. All are fitted with cords for hanging. Smaller hangers, very attractively printed on both sides, are also supplied; besides this, the Starrett Company get out a very handsome line of small booklets and circulars on which are provided blank spaces for the dealer's name, and the well-known Starrett tool booklet filled from cover to cover with valuable information concerning goods of this class.

* *

An excellent line of "Dealers Helps" are being supplied to the retail trade by the Massachusetts Tool Company, Greenfield, Mass. Among these are an attractively printed line of circulars, booklets and catalogues; a complete nickel plated metal and glass show case which holds a very modest display of this company's tools and which is most attractive for such purposes. This case is made so that it can either be hung on the wall, stood on the counter, or placed in a show window. Wherever it is placed it adds greatly to the attractiveness of the store. This is a matter worthy of the investigation of all dealers who are handling small tools.

THE NOVEMBER CONVENTIONS.

Those who attend the Washington, D. C., convention in November (8-10), will be allowed the following rates at the New Willard (Pennsylvania Avenue, 14th and F Streets), the head-



A BIRMINGHAM, ALA., WINDOW.

quarters of the Manufacturers' Association. This hotel is conducted entirely on the European plan.

Single Room, without Bath, one in room, $2.50 and $3.00 per day upward.

Single Room, with Bath, one in room, $3.50 and $4.00 per day upward.

Single Room, without Bath, two in room, $4.00 per day upward.

Single Room, with bath, two in room, $5.00 per day upward.

Double Room, with two single Beds and Bath, $5.50 and $6.00 per day upward.

Two connecting Single Rooms with Bath, $7.00 per day upward.

Larger and better Rooms, facing street, $9.00 and $10.00 per day upward.

Reservations for rooms should be sent direct to the hotel.

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HARDWARE

DEVOTED TO THE AMERICAN HARDWARE TRADE

PUBLISHED ON THE 10th AND 25th OF EACH MONTH BY

HARDWARE PUBLISHING CO.

309 BROADWAY, NEW YORK

SUBSCRIPTION $1.00 PER YEAR. TO FOREIGN COUNTRIES $2 50

CHICAGO - - - - - - 1164 Monadnock Block
C. H. Greene, Representative

DETROIT, - - - - - - 61 West Congress St.
G. T. Newkirk, Representative

L. E. MACINTYRE, - - - - - President.

A. P. MITCHELL, - - - - - - Secretary and Treasurer

HENRY HOPKINS, - - - - Editor.

A. EUGENE BOLLES, - - - - Manager.

AUGUST 10, 1905.

Editorial Trade Review

The volume of business being transacted by retail merchants seems to be rather larger than usual at this time of the year, and demands on jobbers for quick shipment from stock of Summer goods are of a very satisfactory character.

Merchants' stocks in general are pretty well thinned out, notwithstanding the fact that their purchases earlier in the Spring were heavier than customary.

Our San Francisco letter in this issue has a distinctly optimistic tone. All lines of business on the coast seem to be in an exceptionally prosperous condition.

The presence of yellow fever in and around New Orleans will prove a serious handicap in that section for several weeks, but with the Federal Government in charge, matters should be in proper shape by the time Fall trade really opens.

Manufacturers throughout the whole country seem to be waking up at last to the necessity of early and vigorous action in reference to our foreign trade. Reciprocity treaties with our best foreign customers are needed, and it is hoped that action in that direction can be taken during the coming session of Congress.

Further effort will undoubtedly be made during the next session of Congress to put through a parcels post law. Hardwaremen throughout the whole country should, in every way possible, co-operate with the officers of the National Retail Association and other organizations in the effort to prevent the Post Office Department playing into the hands of Mail Order Houses. The cry, "The Express Companies Own the Government," used by the Parcels Post promoters, has an attractive sound, and will no doubt win a large following, but, in view of what has been printed in the trade press and the addresses in association meetings on this subject, it would seem that few, if any, Hardwaremen could so far overlook their own interests as to be found in the enemy's ranks.

The address of W. P. Lewis at the Michigan convention, printed in another column of this issue, is the strongest kind of an argument for State Associations. It would seem that Hardwaremen who will not join their State organizations for any other reason would be led to take such action by the low price for insurance offered by the National Company.

THE FUTURE OF OUR EXPORT TRADE.

By Wm. M. Pratt.

The student of political economy, international law, or even of commercialism, who makes an attempt to study the statistics showing our exports and imports, will certainly be given food for reflection. How much more then must this subject appeal to those manufacturers who have through hard work and diligent perseverance been able to build up for themselves a very attractive volume of business in foreign markets; in some few instances this may have been accomplished because perhaps of the very attractive prices which manufacturers have seen fit to make in order to keep their productive capacity up to a certain standard, but I believe this is an exception rather than the rule, that the majority of those who have gone after the foreign trade have worked it up along other lines.

Now, if this trade is at all valuable to us, if we desire to foster it with the hope that it may even continue to grow, it is but natural that we should look around and take careful note of what the future may have in store for us, and we find at once that the narrow commercial policy of this country towards the merchants abroad is having a detrimental effect upon our interests there. We find that there is a feeling in all the principal markets of Europe that the United States is not playing fair in this respect, that it is willing to give, but it does not wish to take commodities; it calls for it's exchanges entirely in gold and it is arousing a sentiment not only in the minds of the foreign buyer, but in the minds of the foreign consumer, that if such tactics are to be continued, would it not be well for them to protect their own industries and keep their trade at home?

The history of an exchange of commodities between countries has always shown the preponderance of the give and take principle, there must be a mutual desire, a feeling of friendliness and good fellowship, if such trade is to continue and be made profitable. Now in 1905 during our great commercial transition the political parties of this country differ upon this subject, it is however the party in power to whom we must look for help, that is the party which stands for the protection of American industries. Let it be protection in the broad sense of the word, a protection which shall give to the small manufacturer—who has through his diligence worked up a small export business—to the small producer and the wage earner he employs, the benefit of a broader commercial policy, either in the form of

RECIPROCAL TREATIES,

trade agreements, or a reduction of the present tariff, which shall benefit them in the same manner that the protective tariff has fostered and benefited the larger industries of this country during the past decade.

The writer feels like saying to those two Solons in Washington, whose narrow mindedness upon this question is exasperating to say the least, "Quousque tandem abutere, Catilina, patientia nostra?" (How long O Cataline will you abuse our patience?")

How long will you allow your eyes to be blinded and your ears to be closed to the wishes and appeals of your constituents? How long will you force to remain within it's shell the embryonic bird, which is no longer an embryo but which is now reaching a stage of development when it can well be given greater freedom and allowed in a measure to support it's weight upon it's own wings? Will you still continue to take counsel only with those overgrown and abnormally wealthy trusts and institutions whose profits have been largely augmented because of the fact that an excessive protective tariff has been in vogue? Or will you allow the light of progress to drive out your prejudice and let the voice of the people be heard?

This proposition is a simple one, if the United States desires to remain within it's own boundaries and does not wish to go abroad in search of a market for it's surplus products, then the wall which we have built about our boundaries can be kept at it's present height; if, however, we do desire to take our place among those nations of the world and so become a factor in the world's commercial life, then must we adopt a more liberal commercial policy and show a disposition at least to play fair.

It has some times been said that this issue was largely one which interested New England alone. I want to say to the readers of this Journal that it is not only the manufacturers of New England, it is equally the stock raisers and grain growers of the West, the cotton planters of the South, the machinery manufacturers of the Middle West and the varied interests of the Pacific Coast, whose future prosperity must depend, and largely depend, upon the speedy and satisfactory settlement of this issue. The opening gun which was fired by the Boston Chamber of Commerce, Committee of One Hundred, more than

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a year ago is echoing in various other centers; in East and West and South calls have been issued for conventions and gatherings at which this subject is to be taken up and discussed, and public opinion aroused.

Let the Journals who number among their readers people interested directly or indirectly in the prosperity of our industries pass the good work along, the endless chain of public opinion can do its work quickly and well; let us so arouse the voters of this country that Congress will feel compelled to take speedy action in order that the valuable trade relations which we have been able to establish and maintain in foreign countries may be fostered and preserved.

THOMAS COLDWELL.

Thomas Coldwell, president of the Coldwell Lawn Mower Co., Newburgh, N. Y., died Friday, July 28, at his home in Newburgh. He had been in poor health for several years and had been spending the Summer at his country home near Stormville, but was brought to Newburgh shortly before his death.

Born in England in 1837, his father brought him to America in 1841, and the family settled at Matteawan, N. Y. After a brief attendance at school he learned to cut files at the age of eleven years; at fifteen he was grinding files with his father and



THOMAS COLDWELL.

at eighteen was bound out as an apprentice to learn how to forge files. He invented a file cutting machine in 1863 and was practically the inventor of the first gun carriage of a certain type made for the government. A little later a file stripping machine was produced by the subject of our sketch, and in 1805 Mr. Coldwell entered in the employ of H. N. Swift then the only lawn mower manufacturer in the United States, whose yearly product was about 150 mowers. These mowers were very heavy and crude in construction and naturally the tools with which they were made were if possible more crude than the machines themselves. Mr. Coldwell at once applied himself to the inventing of new tools for making mowers and as well to the improvement of the mowers themselves. Practically every important part of the modern lawn mower is the result of the work of Mr. Thomas Coldwell.

Chadborn, Coldwell & Company was organized in 1870, being changed the following year to Chadborn-Coldwell Manufacturing Co., with a capital of $4.000. Of this concern Mr. Coldwell was president and held the office for over twenty years. In 1891 he organized the Coldwell Lawn Mower Company with a paid-up capital of $60,000. It started business with a capacity of from 150 to 250 mowers a day which found their way to all parts of the globe, due to the tireless energy of the president of the concern in making improvements for machines and in reaching out for trade.

In spite of his many business interests, Mr. Coldwell found considerable time to give to religious and benevolent work. He was for many years an officer of the First Baptist Church and a leader in Y. M. C. A. work. He is survived by two sons and one daughter. Both of the sons were associated with him in business, the eldest, William H., being general manager and secretary of the company.

SPECIAL BRANDS FOR THE RETAILER.

By C. P. SHERWOOD.

I must confess I am in favor of "Special Brands," be it the effort of Manufacturer, Jobber or Retailer. In my experience of Retail Hardware business of 35 years, I have found that the merchant becomes to his customers, if he has always sold the best goods he could buy and stood by them, a standard of value, and his word as to the quality of such goods goes without especial regards to whose "Special Brand" is on it. I, therefore, have argued that one who, from the results of his own efforts, reaches success with an established Trade Mark or Brand he is entitled to such benefits and should have just as much field to reap those benefits as though he made the goods because he has created the demand for them, as results of his labors.

I have always found the Jobbers, handling many goods under their Special Brands, to have had goods of good quality that gave good satisfaction, their warrantee being as good as though they had made them, and in years brought them a special trade, earned by their own efforts, which should be theirs and of profit to themselves. I think if the retailer followed out the idea in his whole trade of Special Brands and devoted his efforts to establish such in his business he would find that, as the years rolled by, he had a trade that no one could get from him easily. No Catalogue House could duplicate his Brands, as they have been offering most all the Manufacturers' Brands to our customers in the past at ruinous prices.

If you want to see the results of "Special Brands" and the benefit arising therefrom to those who so use them, I would show you the Seed Jobbers, the Plumbing Jobbers, Drug Trade, etc., etc.

In New York City a large retail Seed House sell everything for the Farm and Garden under their own name, seed, implements, etc.

Through the efforts and labors of the many years of successful dealing this Retail House educated the customers to believe that their brand of goods is synonymous with themselves and the customer will have no other unless it bears their name, although the same goods, under another name, might be bought elsewhere for less money—so much for "Special Brand."

"Special Brands" are not subject to competition, the manufacturers cannot control them, the originators are masters of the situation; and, gentlemen, unless you establish some identity, let it be Special Brands most assuredly—as the best means—you are not your own masters and the originator of the Brand holds the trade.

There are very many established brands of goods whose merits and advertising have created a popular demand and the profit to the retailer is very limited in many cases because the maker of these goods through his own efforts holds the situation and reaps the benefit, and every one selling finds the tendency to cut profits and thereby make an undesirable business.

MAKER'S BRAND—DEALER'S NAME.

(National Cutlery Co., Detroit.)

To say "Special Brands" to a manufacturer is like shaking a red rag at a bull. Personally we are very frank in our position in regard to this matter. We are building up a reputation on the "S & S" brand of cutlery, axes and tools which we are able to do on account of the quality of the product and we feel that it would be very poor business policy on our part to make up an article of this quality and put it in the hands of those who would compete with us with our own goods under some brand which they own and which they can have made for them by any manufacturer after their reputation has been established. We are securing all the business that we can handle on our regular factory brands and it has not therefore been necessary for us to supply any "Special Brands," except where, in the case of a few large accounts, we put on their name in connection with our registered "S & S" trade mark.

We thoroughly realize the dealers' position in regard to this matter and we feel that it is wrong for a manufacturer not to take his (the dealers) protection into consideration. By the dealer's name appearing on the article which has given satisfaction, the consumer is constantly reminded of the store where the purchase was made and this of course constitutes a permanent advertisement for the dealer to which he undoubtedly should be entitled providing he places a sufficiently large order as a consideration for the extra expense entailed in putting his name on the article.

We accomplish this result by putting a dealer's name on the product in connection with our "S & S" and we protect him in the trade in his locality as it is to our mutual advantage to have him feature the line and work up a trade on same which he surely would not do unless we were willing to protect him in the trade which he has established. This is the position which we take on the "Special Brand" question, and we have met with no serious opposition.

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MICHIGAN CONVENTION.

During Wednesday, Thursday and Friday of this week the members of the Michigan Retail Hardware Dealers' Association are in convention at Saginaw, Mich., the headquarters are at the Hotel Vincent and the convention's sessions are being held at the Germania Temple of Music. The most of the entertainment features are to take place in Germania Garden. The various Hardware manufacturers are well represented as usual and a large number of interesting displays are to be found in rooms throughout the hotel. The past year has been a very prosperous one for this association, it having added to its membership list nearly 300 new members, making their present membership over 500. The following is a programme of the meeting:

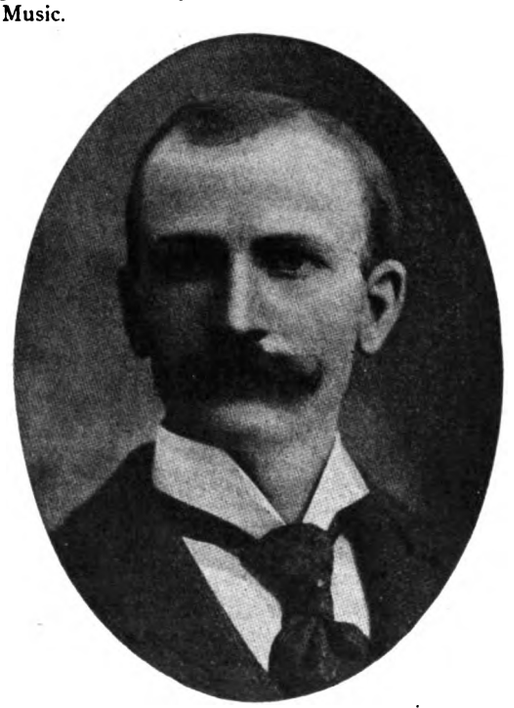
WEDNESDAY, AUGUST 9TH, 1905.

OPEN SESSION—9.00 A. M.

Meeting of the Executive Committee at Executive Headquarters, Parlor A., Hotel Vincent.
Reception of members and enrollment of new members.
Payment of dues and distribution of badges.

2.00 P. M.

Meeting called to order by the President at The Germania Temple of Music.



PRESIDENT J. B. SPERRY.

Address of Welcome—Hon. Henry Lee, Mayor of Saginaw.
Response by J. B. Sperry, President of the Association.
Appointment of Committees on Credentials, Constitution and By-Laws, Resolutions, Question Box, Legislation, Finance and Nominations.
Reading of Minutes. Reception of Communications.
Annual Address of the President.
Annual Report of the Treasurer.
Annual Report of the Secretary.
Address, "Our Friends"—T. Frank Ireland, Belding, Mich.
Voluntary Remarks by Delegates.
Paper—The History of our Association. Henry C. Weber, Detroit.
Reminiscences by members.
Address.

8.00 P. M.

Individual entertainment of visitors at Germania Gardens.

THURSDAY, AUGUST 10TH, 1905.

OPEN SESSION—9.00 A. M.

Address—Subject to be selected. E. B. Standart, Holland.
Discussion of the above address.
Address—W. P. Bogardus, Mt. Vernon, Ohio, President The National Retail Hardware Association.
Remarks by Members.
Address—Mutual Fire Insurance. W. P. Lewis, New Albany, Ind.
Discussion led by A. T. Stebbins, Rochester, Minn., and C. A. Peck, Berlin, Wis.
Address—The Traveling Man—By one of them.

2.00 P. M.

Closed Session for Retail Hardware Dealers Only.
Reports of Committee on Credentials, Constitution and By-laws, Finance, Legislation and Resolutions.
Consideration of Committee Reports.
Unfinished Business—New Business.
Opening of the Question Box.
Report of Committee on Nominations. Election of Officers.
Selection of the next place of meeting.
Good of the Order.
Adjournment.

8.00 P. M.

Bohemian Night for Hardware Dealers and Friends. Dutch Lunch and Vaudeville Entertainment given by Saginaw Merchants, Jobbers, Manufacturers and Visiting Salesmen at Germania Gardens.

FRIDAY, AUGUST 11TH, 1905.

Jobbers, Manufacturers and Traveling Representatives Day.

The entire programme has been turned over to a committee of salesmen of which T. J. Furlong, St. Ignace, is chairman and announcement in regard to the details of the programme for this day will be made at the convention.

ANNUAL ADDRESS.

BY J. B. SPERRY, PRESIDENT MICHIGAN ASSOCIATION.

It was just eleven years ago when a few of us met in Detroit and organized this association. Persistent efforts have meant life to this body and we have grown in membership and in strength, until now we have become a necessary adjunct to modern business methods.

When I look about me and see the familiar faces of my associates of years gone by, mingled with so many new members, my heart swells with pleasure, and it is hard for me to express my gratification and the satisfaction I feel in the work which has been done in the past year by your officers and body. Don't go away and leave anything undone; don't go away and say we should have done this, or we should have done that. Do it now, that's what we are here for. We're not orators or public speakers, and we don't expect to hear any flowery talks. We're Hardware dealers, met in convention to exchange ideas and opinions, and that is what we have got to do in order to make this meeting the success I hope to see it. Every one of you has some idea that might benefit the other; let's have it.

Never before has our association been in such a healthy condition. The work of our officers the past year has resulted in more than doubling our membership, and we are now in a position to get better results than ever before. Our influence increases with our strength. We have the help and confidence of the jobbers and the sympathy and support of the manufacturers. The results depend on ourselves. I cannot too deeply impress upon you the necessity for united action, for active members and for the exchange of ideas and opinions. Don't be selfish or inactive and remain away from our convention just because you can reap the benefits anyhow; get in the game and give your help. That's what we want.

National Association work I will say nothing about, as we have with us again our worthy national president, Brother Bogardus, whom you have to know to appreciate. Any one going away from this convention without making his acquaintance misses a great treat.

Our friend Ireland, from Belding, will also talk on what the National Association is doing. The different Hardware Mutual Fire Insurance Companies are all on a sound financial footing, and are saving their policy holders from 25 to 40 per cent. of the cost of the old line companies. They are past their experimental stage and I believe they are worthy of our endorsement and patronage. By taking out a policy, you can easily save your association dues and the expense of attending the Annual State Convention. Later on you will hear more about Mutual Fire Insurance.

Now, gentlemen, just a recommendation and I am through. Increasing our membership means more work for our secretary. He is paid but a trifle now for his labor, and that trifle is still on the debit side of his ledger. I would recommend to this body that he be reimbursed for the work that he has done in the past, and that there be some material advance made in his salary. Our bank account is double, yes, treble, that of any previous year, and I feel justified in making this recommendation.

In closing, I might say that I entertain great hopes for the future of this organization, and I wish to thank the officers and Executive Committee, that have ever been ready to assist in the work whenever called upon to do so. I want to again impress upon you the necessity for a free exchange of thoughts and ideas, new members as well as old.

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PARCELS POST.

BY PRESIDENT W. P. BOGARDUS, OF THE NATIONAL RETAIL ASSOCIATION. DELIVERED AT THE MICHIGAN CONVENTION.

There is, perhaps, no question so vital to the retail trade, no matter what line it may be, as to the question of Post Parcels. A question whose ramifications reach out to all lines of trade, and affect all kinds of retailers.

And it is one of the questions that will not be settled until it is settled right. Theoretical Post Parcels is a dream of certain theorists who look on the government as a power organized for their protection and upbuilding, a power whose duty it is to care for their individual welfare and success. Forgetting that the government under which we live is a political government devoted solely to the advancement of our political interests, not in any way a business government established for the purpose of making money, but established for the purpose of protecting the political rights of the people, such as life, liberty and the pursuit of happiness. To take any other position means that we depend on our government to help us make a living.

Some may say that we do this when we ask for a tariff. But that is hardly fair, for tariffs are made for the country and not for individuals; for the development of industries that will add to our population by increasing the opportunities for work, stimulating immigration, that our land may be tilled, our factories may resound with the busy hum of whirling wheels, our mines yield their wealth, and the white wings of our commerce dot every sea.

It is argued, by some, that the Parcels Post is for the greatest good of the greatest number, that the consumer will receive the benefit, and, as they are the largest majority, therefore the enlarged Post Parcels will be a national benefit.

In the development of this idea it is proposed that all the needs of the consumer shall be supplied by transportation facilities furnished by the government, and so there will be no need of express service or other private means of transportation, for the government will assume the transportation of all goods, and will take care of all of the commerce of the country.

The new scheme suggested by the Postal Reformers is under the plea that it is a movement of the Manufacturers' Association of New York. In the furtherance of this project there has been issued and sent broadcast over the country a little folder, sometimes blue and sometimes green, purporting to come from the Manufacturers' Association of New York; who these manufacturers are or who are the officers of the association is not stated, urging those who receive the folders to sign their names to a portion of the folder and send it to their Congressmen, and this is what they want sent:

First: Letters and sealed packages at one cent per ounce or fraction.

Second: All other mailable matter at a rate high enough to direct the large bulk of merchandise to natural channels of distribution, but low enough to serve the useful purpose of a Parcels Post.

In 1904 a measure was introduced into Congress by the Postal Reformers, proposing to carry a pound for a nickel and eleven pounds for a quarter, and in favoring this law they argued as follows: "To the American to-day the most important department of public intelligence is the advertising department." The cent a pound publishers' post makes this news available. Any attack on this service is an attack on every business advertiser in the publishers' columns. The Postmaster-General's proposed increase from one to four cents per pound in the tax on the circulation of the magazine press would not only do a grievous wrong to the publishers and to the reading public; it would seriously damage the business interests of the country. This year in arguing for the two rates of postage, they say: "The products of industry and agriculture follow the natural channels of distribution via the transportation lines to the wholesaler and retailer. There is one exception. The publishers of second class matter have a special channel of distribution direct to consumer, provided by Congress, namely, the United States Mail. Their product is taken in bulk, without stamps, at one cent per pound, while the product of every other industry is compelled to pay 16 cents per pound and stamp each package. The result is that 67 per cent. of the total of matter carried is of the second class, which produces less than four per cent. of the total revenue. The subsidy to publishers in second class mail rates precludes the press from printing these facts." Last year it would be a grievous wrong to increase the tax to the publishers. This year they demand equitable laws that will do away with "the waste and abuse" that prevails "under the laws now operative."

To class magazines and newspapers as mere merchandise is neither fair or true. The standing of our country among the nations of the world is largely due to the facilities we have enjoyed to gain knowledge and information by the almost universal distribution of the newspaper and magazine that comes daily, weekly and monthly to our homes.

The disclosure of the gigantic municipal corruption that has disgraced our large cities, the story of the mighty frauds that have been perpetrated by great combinations and trusts, that have robbed the public and defied the laws; the history of the great financial transactions that when brought to light have been found to reek with bribery, to be stained with perjury, and robbery of the innocent, and the consequent awakening of the public to make an indignant demand for a cleaning out of the Aegean stables of municipal corruption, the regulation of the combinations and trusts, the complete investigation of financial transactions to the end that a thorough knowledge of these things would make it possible to apply remedies, so that the public might be more thoroughly protected and their interests better conserved. Shall the story of the great inventions that have made living more pleasant and homes more comfortable. the record of the great triumphs in science and literature and art be classed as merchandise to be shipped through the mails at the same rates as a spool of cotton or a bar of soap?

The proposed plan is unreasonable, for with one cent postage on letters and only one other class of mail matter our mails would be burdened with such an amount at so unprofitable rates as to seriously cripple the entire system. Besides, there is no equity in sending merchandise a long and short distance at the same price. It costs more to send merchandise a thousand miles than it costs to send it one. Now, if that is true, then the act of the government carrying any merchandise in the mails is radically wrong. It is not fair to charge no more for a long haul than a short one, for the long haul gets the transportation for less than it is worth. It is not just to the short haul to pay as much as for the long haul, for then the charge is excessive. It is not equity for an average to be struck between the cost of the long and short hauls, for then some are favored at the expense of the others. To carry out the proposed modification of the postal laws would result in throwing the large majority of retail trade to the large cities. "But," says the advocate of the new ways, "see what low prices the consumer will get." Is it always profitable for the consumer to get the lowest price? Does not the consumer pay too much, no matter what the price, when he destroys his home market? Does the consumer gain anything when he sends his money away from home; when he has no selection of the goods he buys; when he has to take what is sent him, whether it pleases him or not; when he contributes to the wealth of great city stores, who never in any way help him to bear the burden of his taxes; who are interested in none of his home improvements; who add in no way to the tax duplicate of his community; who never buy any of his products, and so keep the money he has paid out in circulation in the community where he lives, but are ever a drag on his resources? Do you say that the low prices given the consumer compensate for all these drawbacks? Will the enlarged Post Parcels be a good thing for this country if the results follow as they have followed in other countries where it has been thoroughly tried in the concentration of business in the large cities? Is there any business sense in the government undertaking to carry merchandise at five cents per pound through the mails when it costs sixteen cents per pound for transportation and the other necessary expenses for handling? Can we endorse any line of action on the part of the government that looks to its entering into active competition with the citizens in business enterprises?

Post Parcels is a delusion, the scheme of radical men who look to countries governed by monarchs and kings for their inspiration, and who are willing to have our government supply our wants and minister to our comfort. It is not favor that we want, but a fair chance to earn an honest living in competition with our fellows.

MUTUAL FIRE INSURANCE.

BY W. P. LEWIS, TREASURER NATIONAL HARDWARE MUTUAL FIRE INSURANCE COMPANY. ADDRESS AT MICHIGAN CONVENTION.

My purpose here is to urge the members of this association to carry policies in the National Hardware Mutual Fire Insurance Company, of Huntington, Pa. Michigan has an association membership of 550. If every member had a policy in our company for the limit, namely, $3,000, we would have in force in Michigan alone $1,650,000. A showing of this kind would so exhilarate my nerve ganglia that I would feel like blowing myself for a trolley ride to Bay City. But what are the facts? Michigan, with 550 members, has 30 policy holders in the National Insurance Company, or about 6 per cent. of her membership. Michigan, with a possible total risk of $1,650,000 in the National Insurance Company, has a total risk of $47,000, or about 3 per cent. of the amount they are entitled to carry. On this exhibit I am compelled to abandon that Bay City outing. What is a fair inference from this condition of affairs? There are two negative views. First, that Mutual Fire Insurance is of little value, or second, that 94 per cent. of the Michigan membership are slow. I shall combat the first proposition and leave the second for the members

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to combat. In presenting, therefore, the reasons which have been sufficient to warrant the organization of a National Mutual Fire Insurance Company, I shall ask a bit of forbearance.

In the growth of all State associations it was found that members demanded material evidence of the value of membership. It was pointed out that they were making common cause; that they were learning to know each other better, thus developing the fraternal spirit; that there was an exchange of valuable ideas, and the acquirement of money-making information; that manufacturers and jobbers, by reason of magnificent displays and personal attendance, contributed greatly to the interest; that there was at every convention most attractive entertainments and outings. Any one of these, and certainly all of them, should be reason enough for every Hardware merchant in the State to apply for membership and to attend the conventions. But there were many merchants who, when solicited for their application, said it cost $4 to join. It cost railroad fare. It cost hotel bills. They could see no advantage, and so declined. I feel sure, however, that this unworthy argument was never used freely in Michigan, but to that class who would not recognize the more "spirituelle" reasons for acquiring membership in their respective State associations. The co-operative or Mutual Fire Insurance idea came with distinct force. Here was a tangible advantage in membership. Every merchant must have fire insurance and in the Mutual Company he could get $50 worth for, say, $30. The difference, $20, being sufficient to pay not only his dues, but possibly railroad fare and hotel bills, with all "spirituelle" advantages thrown in. Or if it were inconvenient or impossible to attend, he would positively make $16 on a $4 investment in one year. But the rule was inexorable that he must be a member of the Hardware Association to have the advantage of the insurance. It thus developed that Mutual Fire Insurance was a power, because those who were in could make a little money on their insurance premiums and those who were out were interested sufficiently to come in, that they, too, might participate.

The first view, therefore, that Mutual Fire Insurance is of little value, is highly erroneous. The second postulate is safe in the hands of the membership. When the Michigan membership understand all the facts, understand the underlying principles, have the fullest confidence in the management, comprehend the possibilities of the plan, and become men of action as it is in them to be, as their ancestors were, the results will be beyond criticism.

The surging energies of Michigan must not slumber. There is a great Mutual Fire Insurance Company to be built. It was conceived in wisdom. Has grown in power and is extending a beneficent protection to twenty-five States of the Union. Shall Michigan forget the history she has made? Shall she forget the prestige she has won? Is there any one here who thinks Michigan has measured to her full height or has taken her rightful place among the builders of this National Company?

Pennsylvania, with a membership of 206 in the State Hardware Association, has 182 policy holders in the National Company, or about 90 per cent. The National Mutual Fire Insurance Company is the child of the National Retail Hardware Association. The following resolution was unanimously adopted at the National Convention in Indianapolis, March 22 to 24, 1904:

"Resolved, That a vote of thanks is due and is hereby tendered to the officers and Executive Committee of the National Hardware Mutual Fire Insurance Company for their untiring and successful efforts in launching the National Insurance Company, and we respectfully recommend this company to all association members as offering safe and reliable insurance at minimum cost."

It has been said that people who have done nothing themselves are most active in claiming relationship with persons of note. The National Insurance Company is proud of its parentage and appreciates fully the temper of the foregoing resolution, but the National Insurance Company solicits business on its merits. No policy holder who has suffered fire loss has any but sentiments of the warmest approval for its methods of business. The management is able. (I refer, of course, to the president and secretary.) These officers are deeply interested in the company's welfare. They are ambitious for the company's future. They are keenly alive to every opportunity of development and they have succeeded wonderfully. The company was formally organized in August, 1903, just two years ago. The first policy was written in November, 1903. The business to date is about $1,000,000. There is absolutely no "graft" of any kind, large or small, and the salaries are petty. But the management is encouraged to believe that while some of the expected benefits from Hardware Association effort may fade, grow dim and pass away, Mutual Fire Insurance will loom larger and larger on the horizon of permanent achievement. Why should there be any hesitation in buying a policy in the National Company? Are you fearful of Mutual Insurance? The best flat insurance on earth to-day is that written on a class risk, with a limited policy, and Hardware is probably the best class risk. Are you fearful of the mutual liability? The extreme mutual liability of a policy holder in the National Company is an amount equal to the original deposit or premium. It would take a conflagration that would sweep the State to call for the limit of this mutual liability. Are you fearful of the officers? They are under ample bond in the best guaranty companies. Men of Michigan, the National Mutual Insurance Company is organized on the best mutual plan known. Its officers are honest and competent. The field is large and ripe for a forward move.

The National Company should be made, can be made, and will be made, the greatest Mutual Company in this country. Pessimism discovered no country, developed no people, organized no enterprise, is always destructive. I urge you not to cast lot with the herd of pessimists, whose acute, but petty, minds see only difficulties and harbor always suspicion. Persistent optimism, persistent action and a few years of time will win for the Hardware merchants a great insurance company, whose influence as an association builder can have no equal. The estimated dividend this year is 22 per cent. With awakened Michigan in the fore it will be 32 per cent.

COMMITTEE REPORT ON MUTUAL FIRE INSURANCE.

The special committee on Mutual Fire Insurance, appointed at the recent Virginia Hot Springs convention, has made its report, which is being sent out to members of the association. The report is as follows:

Birmingham, Ala., June 30th, 1905.

Mr. F. B. Dunlop, President, Southern Hardware Jobbers' Association, Ft. Smith, Ark.

Dear Sir: We, your committee to look into the subject of Mutual Fire Insurance and report back to the association, submit the following:

First. We believe that mutual fire insurance is based on sound and correct principles, and eliminates a large part of the expense necessary in old line companies and will furnish pure insurance at the lowest rates, and hence is desirable on our part.

Second. We do not think the limited business our membership could give to a company, which could be written on a sound basis where the risks were limited to $5,000 each, would authorize us in organizing a company of our own; and for this reason we recommend those of our membership who have insurance to place at present to give it to some mutual company already organized, which would be more economical than to have a small company which would require all the premiums to maintain the office and other fixed and necessary charges.

Respectfully submitted,

(Signed) J. D. Moore, Ben J. Schuster, Geo. E. King, Committee.

CYCLE TRADE MEETING.

The Fourth Annual Meeting of the National Cycle Trade Association, the programme of which was published in our last issue and which convened at the Astor House July 25-26, was one of the most successful meetings ever held by this organization. Following the example of their brothers in the Hardware trade considerable time was devoted to the discussion of Restricted Prices, although nothing of a definite character was decided upon. Considerable time was spent discussing the relations between manufacturers and jobbers in the trade and the suggestion was offered that an association of manufacturers be formed. The following committee was appointed to consider this matter. W. A. Graham, John H. Graham & Co., New York; Charles A. Persons, Persons Manufacturing Co., Worcester, Mass.; William F. Remppis, Reading Standard Cycle Manufacturing Co., Reading, Pa.; J. W. Bowman, Fiske Rubber Works, Chicopee Falls, Mass., and H. S. White, Shelby Steel Tube Co., Pittsburgh, Pa.

During the last session of the meeting the following officers were elected for the ensuing year:

President, E. J. Lloyd, Pittsburgh; first vice-president, Charles W. Leng, New York; second vice-president, Brace Hayden, San Francisco; third vice-president, Charles H. Turner, Albany; fourth vice-president, C. L. Kelsey, Buffalo; secretary and treasurer, A. M. Scheffey, Irving Building, New York.

EXECUTIVE COMMITTEE.

Charles H. Turner, Albany Hardware & Iron Co., Albany, N. Y.; Brace Hayden, Dunham, Carrigan & Hayden Company, San Francisco, Cal.; A. J. Holmes, Farwell, Ozmun, Kirk & Co., St. Paul, Minn.; C. L. Kelsey, Kelsey Company, Buffalo, N. Y.; Charles W. Leng, John S. Leng's Son & Co., New York City; C. L. Elyea, Alexander-Elyea Company, Atlanta, Ga.; E. J. Lloyd, Bindley Hardware Company, Pittsburgh, Pa.; W. H. Coles, McIntosh Hardware Corporation, Cleveland, Ohio; Geo. T. Robie, Excelsior Supply Company, Chicago, Ill.; C. J. Schmelzer, J. Schmelzer & Sons Arms Co., Kansas City, Mo.; F. I. Wims, H. T. Hearsey Vehicle Company, Indianapolis, Ind.; James Fintze, Ball-Fintze Company, Newark, Ohio.

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Legal Matters

OF INTEREST TO HARDWAREMEN

RECENT DECISIONS.

(*From Bradstreets.*)

The Supreme Court of North Carolina, in the case of Green vs. Western Union Telegraph Company, sustained the right to recover damages for mental anguish, where, by reason of the failure of the telegraph company to deliver a telegram, friends failed to meet a sixteen-year-old girl who arrived after midnight in a strange city and was compelled to drive two miles in company with a strange driver in search of their residence.

* *

In the case of Mills et al, vs. Brill, recently decided by the Appellate Division of the New York Supreme Court for the First Department, suit was brought to recover the possession of merchandise sold by the plaintiffs and appellants to the defendant, Brill, in reliance upon statements made by him as to his financial condition for the purpose of obtaining credit. The statements in question, which were subsequently shown to have been false and fraudulent, were made by the defendant, Brill, to representatives of two commercial agencies, and were relied upon by the plaintiffs, who, upon the strength of them, delivered to him a quantity of gloves. A few days afterwards the plaintiffs elected to rescind the sale and demanded the return of the gloves. Brill refused to return them, and they thereupon brought action. The defendant got a verdict in the trial court, but the Appellate Division reversed a judgment entered thereon. It was argued on behalf of the defendant, Brill, among other things, that the false representations were not made by him to the plaintiffs directly. This objection was summarily disposed of by the Appellate Division, which said: "It is true the representations made by Brill were not made to the plaintiffs personally, but that is of no importance. They were made to the commercial agencies for the purpose of obtaining through them a credit and were just as effective for that purpose, and, if false, subjected Brill to the same liability as though made to the plaintiffs personally."

* *

The case of Pratt et al. vs. Morris et al., recently decided by the Kentucky Court of Appeals, arose out of an action to recover for goods sold by sample and warranted to be the same in quality, material and in all other respects as the sample. The purchaser agreed to examine and inspect them and each part thereof at once upon arrival, and if they failed to comply with the warranty, to give written notice in five days thereafter by registered letter to the owner, otherwise the warranty was to be waived. The purchaser pleaded that when the goods were shipped to him they were in such condition that the quality could not be tested within five days; that they were worthless and of no value, and that this was known to the plaintiff when the goods were shipped. The court held that it was error for the trial court to instruct the jury that if the goods were of no value for the purpose for which they were sold and purchased at the time they were delivered to the plaintiff they should find for the defendant; that where the purchaser was an experienced druggist and knew whether the goods bought could be examined within five days, he could not be relieved of a contract deliberately made on the ground that it would be inconvenient for him to examine them within five days; that if the defects could not be determined in five days he should not have made the contract, and that if the plaintiff, under cover of the contract, and knowing that the goods could not be tested in five days, knowingly sent inferior goods for the purpose of perpetrating a fraud on the defendant, they could not recover if the defendant within a reasonable time discovered the defect in the goods and offered to return them. The court further held that if the defendant, after discovering the defects in the goods, continued to control and sell them before giving notice and offering to return them, then he was liable, but that if after the plaintiff refused to take them back the defendant inadvertently sold some of them, not with the intention on his part to treat the goods as his own, he would be liable only for the goods sold.

♣

The Newburyport Silver Company, Newburyport, Mass., manufacturer of silver ware, is to remove its business to Keene, N. H., the change being made necessary by the demand for larger manufacturing facilities.

MUTUAL FIRE INSURANCE.

The Retail Hardware Dealers' Mutual Fire Insurance Company of Minnesota have recently issued their statement for June 30, 1905. This association is to be congratulated on the healthy condition of its finances. They report an increase of business in 1904 of 40 per cent. and the return premium for 1905 was 35 per cent. Their losses during the first half of 1905 amounted to $10,425.65. Insurance in force June 30, $2,150,163. Premiums $30,363.23. The cash on hand June 30 was $54,023.22. The premiums due $2,188.42, making the total assets $56,211.64. After deducting the re-insurance reserve the net surplus is $36,327.76. The officers of this association are the following:

Charles F. Ladner, president, St. Cloud, Minn.; Julius Schmidt, vice-president, Wabasha; M. S. Mathews, secretary, Minneapolis; H. Hauser, treasurer, Franklin. The Board of Directors are: A. T. Stebbins, Rochester; Charles F. Ladner, St. Cloud; H. Hauser, Franklin; Julius Schmidt, Wabasha; E. Houghtaling, Fairmont; C. H. Casey, Jordan; W. T. Cowing, Alexandria; L. Gewalt, Breckenridge; F. W. Lucas, Litchfield; W. H. Tomlinson, Le Sueur; W. J. Urbatch, Austin.

BISSELL'S ANNUAL MEETING.

The annual stockholders meeting of the Bissell Carpet Sweeper Co., was held on the 20th inst., the following officers being elected for the year:

President, Mrs. M. R. Bissell; vice-president, T. W. Williams; treasurer, M. Shanahan; assistant treasurer, F. M. Deane; secretary and general manager, R. E. Shanahan. Directors: Mrs. M. R. Bissell, R. E. Shanahan, T. W. Williams, M. Shanahan, W. J. Drew, F. M. Deane, W. S. McCay.

The company has closed one of the largest and most successful year's business in its history, and is now planning for a big Fall and holiday trade. Plans are being made for a large addition to their factory, and which will include new and thoroughly modern offices.

ANOTHER MYERS PATENT.

The excellent satisfaction given purchasers of the Myers Sure Grip Sling Unloader for Double Rail steel track has created a demand for a sling carrier that would operate on the single rail steel track manufactured by this firm. To meet this demand, P. A. Myers, of Ashland, Ohio, has developed a carrier of the general type of the Sure Grip Sling Unloader for double rail, but designed to operate on single rail. July 18, 1905, the patent office granted him patent No. 795,001, covering a carrier designed to operate on single rail track. This carrier embodies all the proven features of the Sure Grip Double Rail Sling Unloader, but capable of operation on single rail.

♣

The factory of the B-B Manufacturing Co., Davenport, Iowa, was quite seriously damaged by fire recently. Filling of orders was delayed only about two days and by the end of the week shipments were being made on time as usual. This firm is meeting with great success with its improved Dewey Hog Waterer and at the time of the fire they were crowded to make shipments as fast as goods were demanded. This would seem to indicate that the above mentioned article should be kept in stock by every Hardware dealer whose customers are to any extent among the farmers.

♣

The Chapin-Stephens Company, Pine Meadow, Conn., is installing a 500-light electric plant to supersede gas in lighting its factories and offices. The company has also just installed a new 60 horsepower boiler for heating and kiln drying purposes.

♣

Considerable damage was done in Bridgeport, Conn., on July 31st, as a result of the heavy rain bursting several reservoir dams. The Union Metallic Cartridge Company suffered a loss of about $75,000, chiefly in the basement where large quantities of their goods were stored. The running of the plant was only slightly interfered with in spite of the quite serious loss.

♣

The New Castle Stamping Company, New Castle, Pa., has provided for addition and improvements to the plant by a bond issue of $150,000. George L. Patterson, assistant cashier of the National Bank of Lawrence County, is president; C. J. Kirk, vice-president, and T. F. Morehead, treasurer. The capital stock of the company is $200,000.

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ADVERTISING A SMALL STORE.

What can advertising do for the small merchant? How can he, with his smaller resources, cope in an advertising way with the lavish appropriations that department stores can afford to spend on publicity? These are life and death questions at the present moment to tens of thousands of honest, hard-working merchants throughout this country. How shall they be answered?

For one thing, assuredly not by any set rule of advertising conduct. General advice and general plans are very nearly useless in a case like this, writes L. G. Quackenbush in the *Ad. World*. The lines along which the smaller store can successfully fight the battle of trade against big and formidable rivals vary according to the field of conflict and the conditions under which the strife is waged, and even then, victory is not always to be won, however worthy the store and however strong the plan of campaign. But it may perhaps be possible to point out here some of the weak spots in the big store's armor in such a way as to suggest new lines of advertising endeavor to the discouraged small store keeper—new means of working out his own way. And it is with this thought in view—seriously, gravely in view—that I venture upon this discussion.

Big stores live and have their being on a bargain-giving basis. The grist of bargains, real or apparent, never ceases. Each day brings it flood of attractions, counted on to draw people into the store and lead them to other purchases in regular lines paying a greater per cent. of profit than the advertised specials. And it is manifestly impossible for the small store to meet them on this ground and wage a winning fight. They can afford the newspaper space for big display and bold price figures and cuts that eat up many inches of space at one swoop. They can make much of items intended to act as drawing cards; because they have the room to do it in. They can out-do you in bigness and splurge and it is futile to attempt to copy their tactics in smaller space. But they cannot out-do you (unless you let them—and I am talking to alert, up-to-date merchants) in excellence of merchandise, goodness of qualities and up-to-dateness of styles.

THEIR ADVERTISING PREACHES PRICE

solely and purely. They can only be checkmated by the use of directly opposite tactics—by strong, ceaseless insistence on quality and merit; on the concentration of purpose you are able to bring to bear on your one line, and on your consequent supremacy in it over any house that divides its attention among a multiplicity of interests.

The big store must divide its fire; must flit from one department to another, and from one line to another in the same space. Its space cannot all be focussed to the driving home of one great main argument—as the little man's space can and should be. Eternal harping on the same string may not be as picturesque as dealing daily with the features of a dozen different departments; but where it is done with skill and power (with repetition of subject but with continued variation of word and form) it can make an ineffaceable impression on the public mind. Your store has its strong features—its particular class or classes of goods in which it need take a back seat for no one. If not, it is a pretty tame and characterless store. Weave these features into the heart of your advertising story day by day—not in the apologetic, half-hearted way, but with the earnestness of purpose that makes advertising sink deep and carry conviction. There is too general a tendency on the part of small stores to ape the larger advertiser in the construction and character of their advertising. They aim to duplicate his style, on a smaller scale. They crowd their ads. full to the uttermost with bargain prices in imitation of his, on their own corresponding class of goods. In many cases their anxiety for trade leads them to quote really better bargains than the big store is giving in the same line. But, even under these conditions such advertising is seldom effectual. The glamor and glitter of the big announcement overshadows its smaller brother, when both attempt to exploit the same things in the same way. I would not discourage the making of special bargain prices as bait for bargain hunters, in any store, however small. But I would make them subordinate in its advertising to other things, instead of the main, all-embracing feature.

To turn to another phase of the subject, I believe that small store advertising should work

THE PERSONAL, INDIVIDUAL NOTE

for all it is worth. The big store is simply a machine. The personality of both proprietor and salespeople is sunk in that of the business. Its advertising is necessarily impersonal. The small store is not bound down by this necessity, and it can and should take advantage of that fact. The talk can be homelier and more direct. In place of high-flown metaphors and fancy frills of rhetoric which pervades big store advertising (and is perfectly appropriate to the end aimed at in such advertising) the small store's announcement should read as its proprietor talks. It should be cast in the plain, confidential, familiar mold of expression. Everything possible should be done to associate the advertising directly with the man or men who will meet the customer at the door. In the case of a store conducted by a single owner, under his own name, the ads can advantageously be written in the first person. It is contrary to common custom to do so, but I believe in its wisdom, nevertheless. "I" is stronger than "we" in almost all small store advertising. It has a face-to-face directness that the other lacks. People are more impressed by statements which a man is not afraid to boldly endorse in his own person. Some of the most effective small store advertising that is being done in this country to-day takes the form of daily store talks, either directly signed by the proprietor or else bearing his name at the head in such a way as to create the impression that he (not his clerk or his ad-writer) is the man who is talking.

SUBSTITUTION.

Briefly defined, "substitution" is selling an article of a brand different from that called for by the purchaser.

There are two ways of effecting a substitution.

First, by keeping the purchaser in ignorance of the fact that he is not getting what he asked for; and second, by offering such argument as will induce him to accept another brand.

The first method is dishonest, and, of course, highly reprehensible. It is possible, however, only in cases where there are no trade-marks or other means of identification in evidence.

The second method is the one most extensively practiced. It is based on the accepted principle that every man has a right to bring the merits of his goods to the attention of prospective purchasers, and as long as the arguments he presents are founded on fact, it is a perfectly legitimate business proposition. Therefore, the substitution effected by this method is not necessarily "evil." In fact, the one object of every advertiser is substitution—to induce the public to buy his goods instead of those of other advertisers—and he cannot reasonably blame the dealer for acting on the same principle.

The cry of the advertiser is that the dealer tries to substitute an unadvertised article for one that is advertised. This is very frequently the case. It is also frequently the case that the dealer tries to substitute one advertised article for another advertised article; and it is also frequently the case that the dealer tries to substitute an advertised article for one that is not advertised. The writer has had experiences along all these lines. But in either case, the dealer is acting well within his rights. If he is handling a brand different from the one called for, no one can justly deny the integrity of his efforts to sell his brand by honest argument.

Another cry of the advertiser is that the article substituted for his is "of inferior quality." This may be true in some instances. Still, it must be remembered that every advertiser always claims that his own brand is superior to any other, so that the cry does not carry much weight in so far as it applies to the legitimacy of substitution by the second method.

These considerations, says *Profitable Advertising*, then, show conclusively that substitution, unless it be effected by the first method, is not in itself "evil."

It is, however, an obstacle to the greatest success in advertising. Moreover, it is an obstacle which cannot be entirely overcome. No matter how great a demand may be created for a certain brand, there will always be dealers selling other brands. Advertisers ask for too much when they ask for the elimination of substitution. They might as well ask for the elimination of competition. Such a condition might be ideal, but it isn't likely to be realized.

Niagara Falls Metal Stamping Works, Niagara Falls, N. Y., manufacturers of Hardware specialties, have issued considerable circular matter of which they have sent us three. One exploits the Niagara Wall Tie or Brick Bond and the Niagara Veneer Tie or Brick Bond for securing brick frame in brick veneer buildings. Another circular is devoted to the Die Sinking, Designing and Engraving Department. This department is in charge of one of the most expert Die Sinkers and Engravers in the country and they are prepared to furnish first-class work promptly. The third circular is issued in the interest of inventors. They make Hardware specialties and novelties for others. They do not buy patents or manufacture on royalty, but they are always ready to consider the making of an article, and if it be found not in their line, they can usually refer inquiries to those who can serve you. In making estimates on an article it is always desirable and usually indispensable, to have a model of of the article to be made. For further information address the above named firm.

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RECENT TRADE PUBLICATIONS.

THE NATIONAL CASH REGISTER CO., of Dayton, Ohio, are the authors of an exceedingly pretty book called "Nature, The Factory and The Home." It is a brief account of a welfare movement with some remarks on the art of landscape gardening with many illustrations. The book has been written with the hope that it will bring others to accept the principles which have promoted health, beauty and simple living in the N. C. R. neighborhood. The widespread interest in landscape gardening in America makes timely the interesting accounts recorded of the N. C. R. Company's efforts during the last nine years to adjust the relations between Nature and the Factory and the Home. They state "If this book makes vines, shrubs and flowers grow where none grew before, the time and labor will not be counted as lost." If you have not received one of these most interesting and instructive books the National Cash Register Company will be very glad to send you one upon request.

E. H. SHELDON & Co., 271-285 Madison Street, Chicago, Ill., manufacturers and patentees of Manual Training Specialties, have sent to the trade a catalogue exploiting their line which includes such goods as clamps, vises, tools, benches, lathes, mitre vises, bench stops, etc. The book is well arranged and is illustrated throughout. They particularly call attention to their manual training benches of which they present four styles. They aim to construct a bench for the widest range of technical work; to stand the most vigorous and unskilled work; to last indefinitely and at a cost not materially greater than the short-lived equipment composed of wood vises and wood bench stops. Their benches are knocked down, not common to cheap construction. They ship samples on approval and pay return charges if not accepted. Their catalogue describing their full line, may be had for the asking.

J. STEVENS ARMS & TOOL CO., Chicopee Falls, Mass., have sent us a copy of an envelope size pamphlet issued by them demonstrating "The Stevens Policy," which emphasizes that a satisfied customer is the best advertisement. "Stevens Policy" epitomizes a square deal for everybody—sportsman, merchant and wholesale distributor. Their advertising department works for you and with you. The broadcast publicity campaigns they are constantly waging emphasize the earnest and persistent efforts they exert in behalf of their wholesale and retail distributors. Their little book contains six advertisements, electrotypes for any or all of which will be furnished on demand, only asking that you bear the light express charges on same. Send for their "Stevens Policy" book.

FLINT & WALLING MANUFACTURING CO., Kendallville, Ind., manufacturers of windmills and water supply goods, among their latest publications, have issued two envelope size booklets. One is entitled "The Tale of the Wind," or "Let the Wind do your Work;" which is an attractive little story mixing business with pleasure. The other booklet is "The Proof of the Puddin'"; which with them means to prove by deeds their assertion that they produce up-to-date and efficient windmills and water supply goods. They claim to be the largest, most modern and best equipped factory in the world, producing exclusively windmills and water supply goods. Send for their printed matter.

BUFFALO FORGE COMPANY, Buffalo, N. Y., makers of the Buffalo forges, blacksmiths' tools, power blowers and exhausters, heating and ventilating pumps, ventilators, etc., have issued an attractive catalogue containing 247 pages, exploiting the same. It is their 1905 edition, general catalogue No. 167. In this catalogue no adequate presentation could be made of the larger portion of the Buffalo Forge Company's products. Both the limited space and the fact that constant changes and improvements soon render all but standard articles obsolete, have necessitated this curtailment. They, however, issue at intervals sectional and special catalogues with which dealers are urged to keep themselves supplied as they will be sent free of all charge, when requested.

THE MERIDEN CUTLERY CO., Meriden, Conn., have sent us one of their recently issued pamphlets which is finely gotten up doing justice to the goods it exploits. These include illustrations of a handsome carving set comprising fork, knife and steel with stag handles, a bone handled table knife and one with a beautiful mother of pearl handle with sterling silver trimmings, which style is made in almost every utensil used on the table. The last illustration in the book presents a pickle-fork and sugar shell of handsome design composed of these materials. As they state "While the trade mark on carvers is a guarantee of quality and workmanship, there is a demand for excellence in style. The Meriden Cutlery Company have paid especial attention to this feature and are making new designs every season in addition to the regular patterns. Those with sterling silver trimmings are packed in fine satin lined boxes."

IVER JOHNSON ARMS & CYCLE WORKS, armories and general offices Fitchburg, Mass., New York office at 99 Chambers Street, have sent us one of their handsome catalogues, exploiting their firearms, revolvers and single guns. The special feature of the Iver Johnson Fire Arms is the safety hammer which cannot be brought into contact with the firing pin in any way except by pulling the trigger. Three parts comprise the safety hammer; the hammer, firing pin and intervening lever. When the hammer is raised to a point relative with the firing pin the trigger strikes a sear which releases the intervening lever from the hammer, and at the same time is held in line of the firing pin, which receives the blow of the hammer and transmits it to the firing pin, and the discharge follows. This mechanism is protected by strong patents and is found exclusively on Iver Johnson Automatic revolvers. It is, they state, the basis for their positive assertions that their automatic revolvers cannot be accidentally discharged. The hammer may be struct with a hammer with crushing force, yet the discharge would not follow for under no circumstances can the hammer of the revolver be brought in contact with the firing pin. The Iver Johnson Company would be pleased to supply their catalogue to those not already in possession of one.

THE BELCHER & TAYLOR AGRICULTURAL TOOL CO., Chicopee Falls, Mass., have issued a twenty-third edition, descriptive and illustrative catalogue and price list of agricultural implements manufactured by them. They have been adding a quantity of the latest and most improved rapid working machinery adapted for their especial use and expect to be able to fill all orders promptly, many of them the day they are received. Their goods are made from selected stock, and with their improved machinery they expect the quality of their work will be increased in excellence. Their implements, with their many labor saving devices, and attachments, are meeting with a marked and ever increasing sale. They claim that the National Reversible Sulky Plow, as perfected by them, now stands at the head for all kinds of plowing. Their line of walking plows are now selling in more markets and more extensively than ever before. They furnish their customers with circulars giving accurate description of all their leading goods. Catalogue may be had by request.

GLEASON AIR PUMP CO., Houston and Mercer Streets, New York, N. Y., have sent to the trade their 1905 catalogue of Air Pumps and appliances for automobiles, bicycles, yachts, physicians, air brushes, gas fitters, plumbers and all purposes that require compressed air. The catalogue is in large pamphlet form and is attractive in appearance. It is illustrated throughout and contains twenty-nine pages of information useful to those who use compressed air tools or appliances of any kind. If you have not received a copy, the manufacturers will be glad to mail you one upon request.

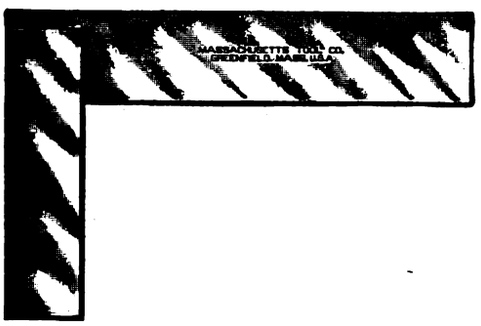
SAMUEL HARRIS & Co., 23-25 South Clinton Street, Chicago, Ill., manufacturers and dealers in tools and supplies of all kinds for machinists and manufacturers, have placed in the hands of the trade a pamphlet catalogue 4 by 5½ inches of 525 pages, illustrating, describing and pricing their product, which includes such goods as Harris' lathe dogs; Harris' hack saws, thumb screws, thumb nuts, steel machine wrenches, solid tap wrenches, socket wrenches, malleable iron ladles, small engine castings, governor castings, etc. In the back of the book is a comprehensive index making possible a ready reference. Also several tables are given to make work lighter, such as "Weights of round and square iron, one foot in length;" "Number of nuts and washer per pound," "Weight of metals," "Weight of sheet iron," "Table of areas and circumferences." The book will be found a handy and useful one to those interested in this particular line. Send for one.

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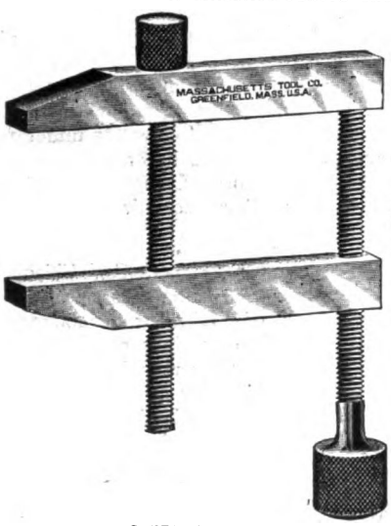
NEW GOODS AND SPECIALTIES.

FINE PRECISION TOOLS.

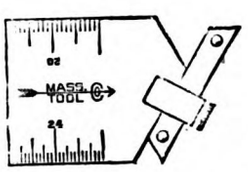
We illustrate herewith a few of the very large and attracuve line of fine tools manufactured by the Massachusetts Tool Company, Greenfield, Mass. One of these, The Adjustable Notch Center Gauge, is made of tempered crucible steel and all angles are accurately ground. The notch is made of separate pieces insuring a perfect angle to the extreme point. This is the only center gauge that will fit any size inside threading tool. These



A MASSACHUSETTS TRY SQUARE.



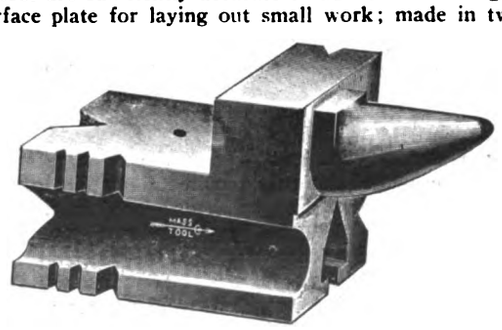
STEEL CLAMPS.



CENTER GAUGE.

tools are graduated one corner each in 32nds, 24ths, 20ths and 14ths.

Another very serviceable tool is this firm's line of Parallel Steel Clamps. These are made for accurate work constructed of steel, case hardened and nicely finished, made in eight sizes from 1 to 6 inches in length with openings five-eighths to five inches. The Universal Bench Anvils are found very convenient and very practical for use on any tool maker's bench. They have planed and square surfaces, milled grooves and slots, in fact, the faces of the tool are sufficiently accurate to admit of its being used as the surface plate for laying out small work; made in two sizes.

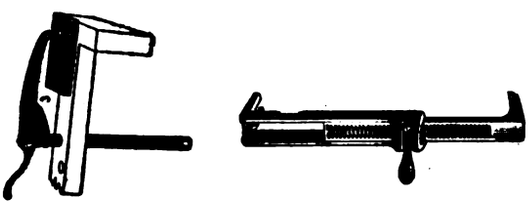


BENCH ANVIL.

The line of try squares made by this concern are an exceptionally finely finished line of tools. They are made in five sizes, varying from a length of blade of three inches with length of beam of two inches to a length of blade of 12 inches to a length of beam of six inches.

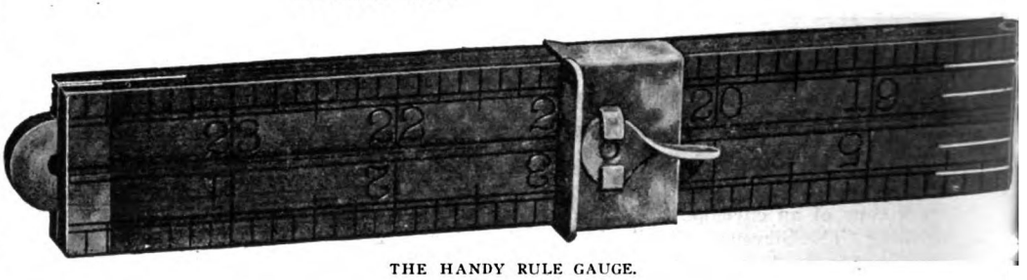
THE JOSEF UNIVERSAL CLAMPS.

Several new features are combined in the patent Universal Clamps manufactured by the E. E. Josef Manufacturing Co., Buffalo, N. Y. The flask clamps are so made that they adjust themselves instantly to any size flask and when in position are en-



THE JOSEF UNIVERSAL CLAMPS.

tirely free from projecting parts making it possible to roll the flask without disturbing fastenings. It is obvious that this feature is a great labor saver. The Buffalo Universal Bench Clamp also made by this firm is an article that is meeting with a ready sale among bench workmen. The construction of this clamp is plain to one who will examine the illustration given herewith and it will be seen at the same time that there are a great number of different ways in which it can be used to advantage. The two articles mentioned above should be on sale in every Hardware store.



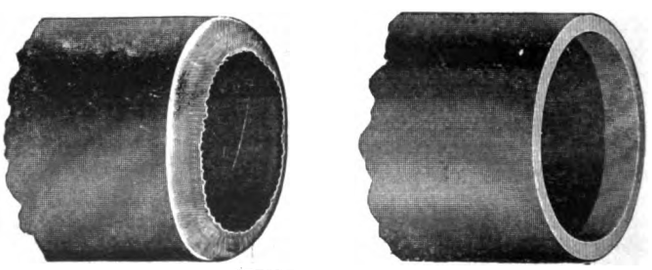
THE HANDY RULE GAUGE.

THE HANDY RULE GAUGE.

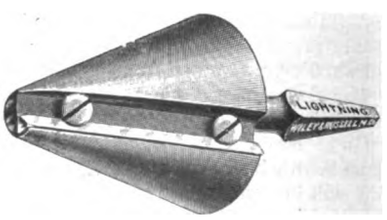
The Caldwell Manufacturing Company, Rochester, N. Y., have recently placed on the market a specialty that will without doubt find a ready sale among mechanics, and in fact, all those who make use of a pocket rule. It is known as the Handy Rule Gauge, and is illustrated herewith. It clamps on any standard two-inch rule and can be adjusted or removed in an instant.

LIGHTNING BURRING REAMERS.

The Wiley & Russel Manufacturing Co., of Greenfield, Mass., are making a new line of burring reamers. These tools are now being used by all first-class plumbers and steamfitters. The burr



BEFORE AND AFTER.



generally left in pipe after being cut off is very detrimental, as it diminishes the capacity of pipe from 25 to 50 per cent. The importance of removing this burr can readily be appreciated by both workmen and owners.

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It is also a valuable tool for electricians, when piping a building to take electric wires. It is necessary to remove this burr, which, if allowed to remain, would scrape the insulation off of the wires as they are being drawn through, thus allowing the elec-



tricity to escape into the building and causing fires.

The following cuts show pipe before and after being burred with a Lightning Burring Reamer. They make several sizes and styles, two of which are shown in the accompany cuts.

CALIPERS.

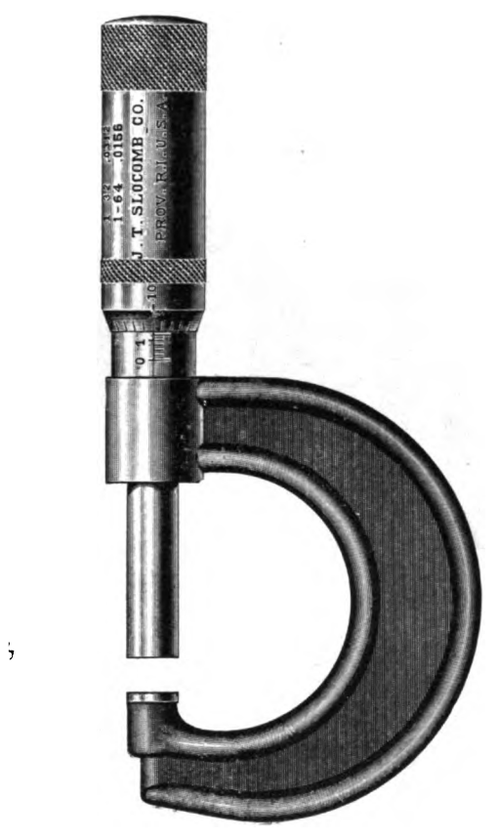
The J. T. Slocumb Company, Providence, R. I., have for many years been well-known as manufacturers of an excellent line of Micrometer Calipers, one of which is illustrated herewith. They have been making these goods for 11 years and their line includes 13 sizes and 74 varieties. All of these goods up to six inches are drop forged from bar steel. The larger sizes are made from steel castings. The special features—there are many of them—are carefully explained in the Slocumb catalogue.

GOODELL-PRATT TOOLS.

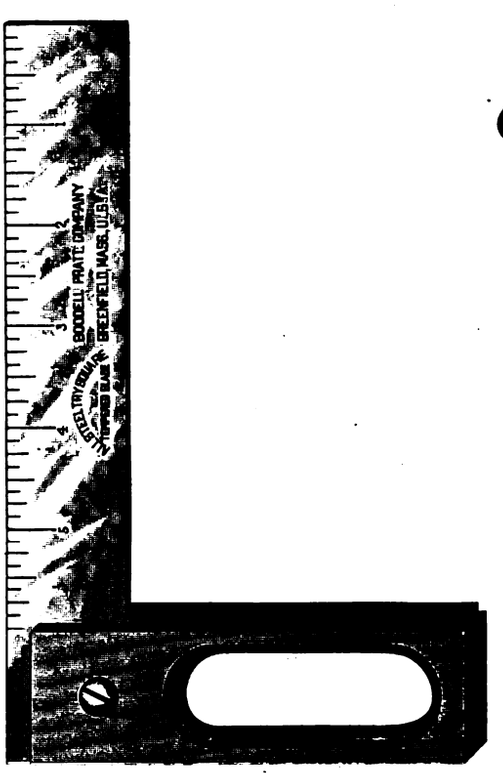
Among the new articles recently placed on the market by Goodell-Pratt Company, Greenfield, Mass., are the following: The Automatic Drill, No. 108, illustrated herewith, has a grip that is knurled the entire length. The rotating cap through which the drill points are extracted is smooth and solid and so shaped as to avoid injuring the hand. The end nut is so arranged that it cannot be screwed off and lost. With each of these drills are furnished eight drill points from 1-16 to 11-64.

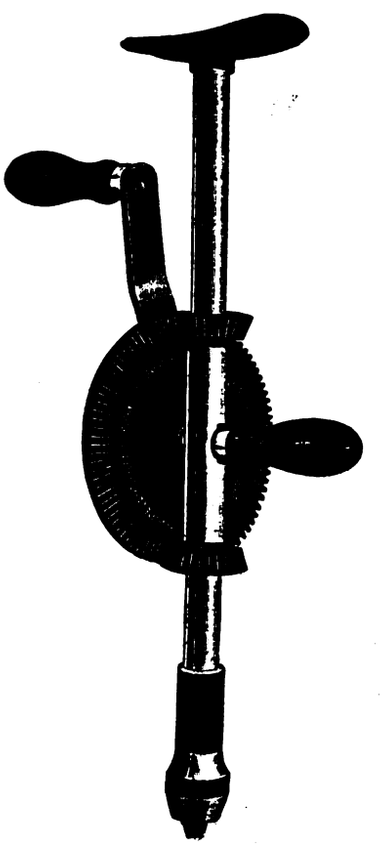
The second illustration is that of the Goodell-Pratt Steel Frame Breast Drills, which are made by this firm in three styles. The frame is made of steel, the gears carefully cut, the breast plate is adjustable and the chuck strong and accurate.

Appreciating the demand for a try-square of better grade than has heretofore been used by the carpenters and other woodworkers, this firm has just placed on the market a line of all steel try-squares with tempered blades, one of which we illustrate herewith. The beam is provided with a patent rest so that it will lie flat on the work and stay flat without being held in position. Any user of these tools will immediately appreciate the convenience of this feature. These squares are made in plain or graduated blades six, eight and ten inches in length.



SLOCUMB CALIPERS.

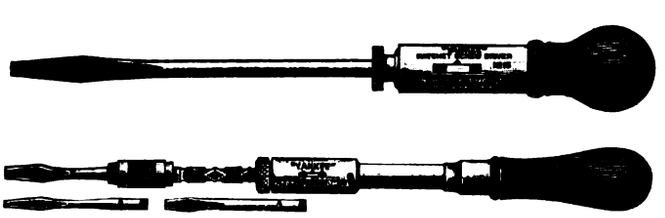




FROM THE GOODELL-PRATT LINE.

YANKEE TOOLS.

We illustrate herewith two of the famous line of Yankee tools manufactured by North Brothers Manufacturing Co., Philadelphia. Yankee tools were first offered to the trade in 1898. Their name is derived from the fact that they are the invention of a Maine Yankee and because they embody that ingenuity in the



A PAIR OF YANKEES.

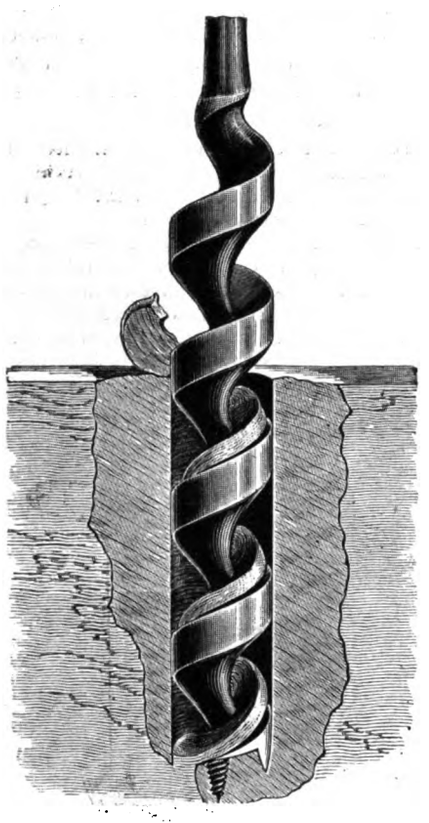
doing of work for which they are intended which has made Yankee inventions famous the world over. One of the illustrations is that of the Yankee Ratchet Screw Driver No. 15, which is made in four sizes with a blade from two to five inches in length meeting the demand for a light blade screw driver for small screws in electric work, etc. The other illustration is that of the Yankee Spiral-Ratchet Screw Driver Nos. 30 and 31. This tool is made in two sizes, one with an extreme length of 13½ inches when closed and 19¼ inches when extended. The other 17½ when closed and 26¼ when extended. This driver was given the very severe test of driving 50,000 screws with one tool and at the end of this test there was no perceptible wear in the nuts. The bits are forged from the best steel properly tempered, ground and polished. The other metal parts are nickel plated and buffed. The handle is made of hard wood smoothly and nicely polished. Three bits of different width are included with each tool.

The Gray & Dudley Hardware Company has completed one of the buildings of its new plant at Nashville and another will be started at once. The entire plant is to cover a ground space of seven acres. It is reported that the new firm will commence turning out stoves by September 1st, at which time they expect to have about 100 men at work. By the middle of next year they expect that their pay roll will include at least 200 men.

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THE FORD BIT.

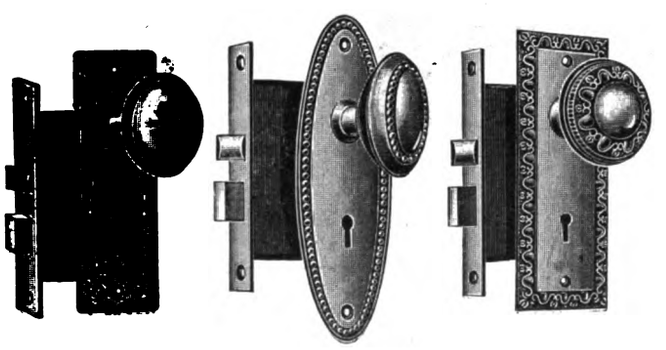
The accompanying illustration shows the ease with which the Ford Auger Bit penetrates a piece of wood and the cleanness of the cut. This bit, which is manufactured by the Ford Auger Bit Company, Holyoke, Mass., has a patented concave twist which keeps the chips from the sides of the hole. It is obvious that this makes the use of the bit much easier and that practically no pressure is required. These goods are sold by all jobbers. Catalogues may be obtained direct from the manufacturer.



HOW THE FORD BIT WORKS.

TAYLOR & BOGGIS GOODS.

We illustrate herewith four styles of Knobs and Escutcheons, being placed on the market by the Taylor & Boggis Foundry Co., of Cleveland, Ohio. Their Builders' Hardware catalogue shows their handsome line of these goods and should be on the desk of every Hardware dealer. This firm also manufactures light gray iron castings, dampers, damper clips, oil and gas stoves, furnace lamps, molasses gates, letter boxes and Hardware specialties.



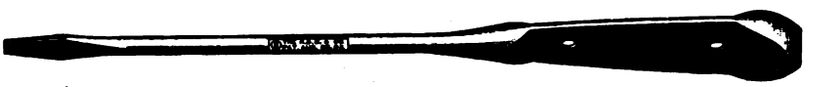
A FEW T. & B. STYLES.

THE PERFECT HANDLE SCREW DRIVER.

We illustrate herewith the Perfect Handle Screw Driver manufactured by the H. D. Smith & Company, Plantsville, Conn. This tool is a distinct departure from the ordinary class of screw drivers, particularly in the manner of its construction. As will be seen in the illustration the metal part of the driver is one solid piece broadened to make the handle. It is obviously impossible to twist the handle or break it and furthermore the handle is so shaped that it fits the hand, giving greater beverage and making its use more comfortable. The metal part is drop forged in one piece of steel of the toughest quality. The wood part of the handle is treated with a special water proofing process and is finished in natural colors.



FOR HEAVY WORK.



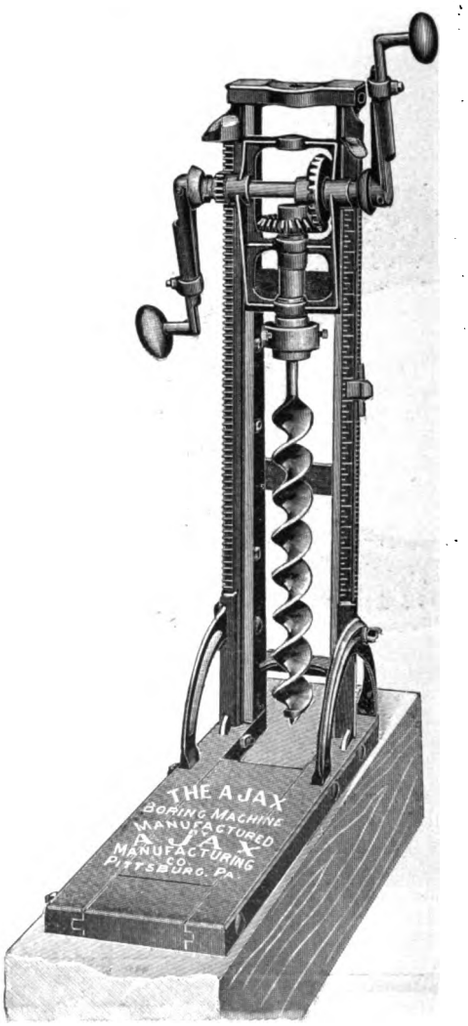
SHOWING CONSTRUCTION.



THE PERFECT HANDLE.

AJAX SPECIAL BORING MACHINE.

This tool, which is made by the Ajax Manufacturing Co., Pittsburgh, Pa., is meeting with an exceptionally good sale among the users of this class of tools. The illustration shown herewith represents the machine fitted with a two inch auger with a 15 inch twist. The Ajax Special Boring Machine was brought out to supply a want of bridge builders, trestle builders, railroads and contractors, for a machine that will bore through heavy timbers, up to twenty inches deep in one operation. The machine has a full drop of twenty inches, and will take almost any kind of an auger, with round or square shank, car bits, or any auger that has twist enough and is long enough for the purpose. This special boring machine is built about on the same lines as the Ajax Boring Machine, which is widely known to the wholesale Hardware trade. It is self-withdrawing, angular, especially well strengthened, and has all important parts made of malleable iron.



AJAX SPECIAL BORING MACHINE.

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REGISTERING SAVINGS BANKS.

A very attractive line of novelties is being placed on the market by the Piaget Novelty Company, 265 Broadway, New York. Among their best sellers are the following: The trunk shaped registering bank herewith illustrated is made for dimes only, and can only be opened after ten dollars has been deposited. As each dime is deposited it is registered on the dial in front. It is hand-



somely nickel-plated and polished and in shipping they are packed three dozen in a case, each bank being in a separate box. Another bank on a similar style with a compartment for dimes and one for cents is also made by this concern. We also illustrate herewith a three coin bank made by this concern. It will receive dimes, nickels and quarters, registering each one correctly. It locks automatically when the first coin is deposited and cannot be opened until five dollars is inside. It is made of pressed steel, handsomely finished in bronze and ornamented.

MAKING "NEVER BREAK" GOODS.

"There is a great difference between 'Never-Break' seamless steel spiders, which we manufacture exclusively," said Henry W. Avery, treasurer of the Avery Stamping Company, of Cleveland, during a recent interview, "and the goods under the name of skillets and fry pans, as well as other brands of spiders so called. We were the originators of seamless pressed steel cooking utensils over twenty years ago, and are glad to be able to give others the benefit of our experience. We have done a great deal of experimenting, and found that utensils of less thickness than ours will not stand up under the usages to which they are subjected. With our goods scorching and burning are altogether out of the question. Skillets and fry pans and similar light goods will scorch and burn food because heat passes too quickly through the metal, but where the proper thickness is in the metal, the heating is gradual and even, until the right degree of heat is reached for cooking, and the heat is fully retained, as well as the best results secured.

"Ordinarily, spiders, fry pans and skillets are put on the market just as they are pressed from the flat sheet, except for the light covering of grease which they receive, which, however, is not sufficient for the purpose intended, namely, to keep the goods from rusting while they are on the dealers' shelves. We are the only manufacturers who put these goods under heavy pressure to permanently set them in their shape. This is done after annealing to a cherry red, and after this setting process they are reannealed to take all the strain and stress out of the fibre of the metal, and to prepare them to withstand the highest degree of temperature without losing their shape. 'Never-Break' spiders absolutely will not warp from the heat of any stove or fire.

"In the present day cooking gas and gasoline stoves is about the severest test for steel spiders, as the heat from the burner strikes on one spot all the time, and unless they are made of the proper thickness and with the toughness above explained, they will be found wanting. 'Never-Break' steel spiders are heavily covered with lacquer and will not rust. Unlike cast iron ware, 'Never-Break' steel spiders will not soak up grease or hold flavors. They are not porous, therefore are impervious to all contaminative retention of juices and liquids as well as odors. Right after cooking a dish of onions or fish, any dainty meal such as cream potatoes, etc., can be prepared in 'Never-Break' spiders without a trace of previously prepared victuals. The smoothness of the cooking surface enables entire removal and perfect cleansing of all foreign matter."

HELPING THE DEALER.

The Glidden Varnish Company, Cleveland, Ohio, manufacturers of Jap-a-lac announce that their recent advertising campaign in the magazines and other publications of general circulation proved so resultful in helping the dealer move goods that it will be continued through the Fall and Winter months. There is no question but that all Hardwaremen who carry Jap-a-lac in stock will be greatly benefited by this extensive advertising campaign as the Glidden Company are carrying advertisements in 35 of the leading magazines, with liberal space in each.

* * *

The Robeson Cutlery Company, Rochester, N. Y., are supplying their customers among the retailers, without additional cost, with a very attractive article for window display. It consists of a small easel made in imitation of wrought iron and is certainly a very unique and effective idea. It is fitted with one article of the Robeson line riveted to each vessel on which is printed in white an appropriate inscription and the price. When a number of these are properly placed in a well-dressed window the effect is especially pleasing. This is a matter that is worthy of investigation of all Hardwaremen who handle cutlery.

R. K. CARTER & CO. CHANGES.

R. K. Carter & Co., who represent in a buying capacity some of the best known jobbers of Hardware, etc., have transferred W. B. Paulscraft from the management of their Pittsburgh office, to New York, where he will have charge of the Hardware buying department and their special loose leaf price book. Mr. Paulscraft was for some ten years assistant manager of the old Hardware Buyers' Association, or "Anvil Club," and in that capacity was well known to most of the Hardware trade. Mr. George Piper has been appointed manager of their Pittsburgh office. Mr. S. H. Groser, who for some ten years represented Oliver Bros., syndicate buyers, in a special capacity, and who has since that time been with the business department of the *Iron Age*, leaves same to take charge of some of the special interests of their business and will visit both the jobbers and manufacturers in their behalf when occasion requires it. Mr. Alfred G. Greening, president and treasurer, and Mr. Frank K. Blauvelt, vice-president, will continue in the active management of the business.

PETERS WIN AGAIN.

At Fort Worth, Texas, July 12, 13 and 14, the majority of the 55 contestants, including the winners of second and third professional averages, and second amateur average, used Peters Loaded Shells. The Ithaca gun was won by Otto Sens, who broke 25 straight with Peters Ideals. The Mitchell gold medal was won by M. E. Atchison, of Giddings, Texas, with a score of 50 straight. Mr. Atchison tied with three others on 25 straight, then shot 25 in the shoot-off, using Ideals. He also made a run of 112 straight on the last day of the tournament.

At Betterton, Md., July 12, 13 and 14, E. H. Storr, using Peters Target Shells, won high average, breaking 480 out of 500 with a sliding handicap. Mr. Storr made a run of 97 straight, 89 from 20 yards, and 8 from 19 yards. At Cambridge, Md., July 7, Mr. Storr was high average, losing only 3 targets out of 165. Peters Target Shells are well named, for they certainly do smash them up.

On July 21st, Mr. John M. Pemberton, of Ashvale, Ark., holder of the Arkansas Flying Target Championship, successfully defended his title against Mr. S. M. Powell, of Little Rock, scoring 45 out of 50. Both contestants used Peters Premier shells.

Mr. C. A. Young won high average at Dayton, Ohio, July 22, 97 per cent., using Peters Ideal Shells.

Mr. C. A. Young, representing the Peters Cartridge Co., won high average in the shoot at Degraff, Ohio, July 20, losing only 16 out of 275 targets.

High average at Decatur, Ill., shoot, July 18 and 19, was won by H. W. Cadwallader, the Peters Cartridge Co.'s representative; average 96 per cent.

♣

It is reported that the Simmons Hardware Company of St. Louis will locate another important branch at Toledo, Ohio.

♣

The Davis Sewing Machine Co., Dayton, Ohio, received an order a few days ago for 800 bicycles to be shipped to Yokohoma. This firm is shipping about 10,000 machines a year to the Orient.

♣

The United States Hoe & Tool Co. have completed their extensive plant at Columbus, Ohio, and have started operations. Their line will include Hoes, Rakes and Garden Tools. The officers of this company are the following: E. A. Cole, president and treasurer; J. W. Kauffmann, vice-president; T. F. Connors, secretary.

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JAP-A-LAC

REGISTERED TRADE MARK

"WEARS LIKE IRON"

The time for selling JAP-A-LAC is all the time. There is no season of the year when JAP-A-LAC will not sell nor when it cannot be used to advantage in every home.

Because of the many special uses found for JAP-A-LAC during the Spring and Fall house cleaning seasons, the volume of sales is naturally greater.

The real JAP-A-LAC dealer can sell JAP-A-LAC every day in the year. Realizing this, we have decided to continue our advertising the year round.

Our advertising during the balance of the year will embrace a larger number of magazines than we have been using, and will carry liberal spaces. We shall be telling the women of the country of the uses to which JAP-A-LAC can be put.

We are sure to stimulate the demand for JAP-A-LAC and make it an every-day seller for the dealers. A little attention to this well-advertised commodity will bring *new customers and increased profits* to the dealers—who are handling it.

Don't let your stock get depleted. If you have never sold JAP-A-LAC, give it a trial. You will find it the quickest and easiest selling article of its kind on the market.

The Spring advertising has more than doubled our sales up to date. The Fall advertising will do the same. The reason for this is that we tell the women what JAP-A-LAC is and how to use it.

Let the women of your community know that you keep JAP-A-LAC, and you will secure their patronage.

THE GLIDDEN VARNISH COMPANY,

MAKERS OF HIGH-GRADE VARNISHES FOR ALL PURPOSES

ADDRESS: 641 WILLIAMSON BUILDING,

CLEVELAND, OHIO

HARDWARE PATENTS.

The following list of Patents, Trade Marks and Designs of interest to the Hardware trade are furnished by Davis & Davis, Solicitors of American and Foreign Patents, Washington, D. C.,

PATENTS EXPIRED JULY 10, 1905.

385,706. Knife Sharpener. W. E. Ginn, Woodberry, Md.
385,711. Weather Strip. T. Hibbert, Cochran, Ind.
385,799. Padlock. M. W. Fraim, Lancaster, Pa.
385,834. Corkscrew. W. N. Barrett, Meadville, Pa.
385,844. Saw Handle. G. N. Clemson, Middletown, N. Y.
385,880. Coffee Pot. W. Racer, Harrison, Ark.
385,906. Door Securer. A. J. Chase, Boston, Mass.
386,055. Combination Pocket Tool. W. R. Buzzell, Shelburne, Mass.

PATENTS ISSUED JULY 11, 1905.

794,241. Sash Holder. J. B. P. Michaud, Eganville, Canada.
794,249. Nut and Pipe Wrench. K. Peterson, Jamestown, N. Y.
794,253. Razor Holder and Sharpener. B. A. Robeson, Florence, S. C.
794,254. Milking Pail. P. H. Sanger, Onaway, Mich.
794,292. Baking Pan. J. S. Frey, Glendale Station, N. Y.
794,297. Lantern. W. S. Hamm, Lakeside, Ill.
794,298. Lantern. W. S. Hamm, Lakeside, Ill.
794,310. Combination Tool. J. H. Pristley, Cherokee, Iowa.
794,332. Broom. C. T. Adair, Adair, Ga.
794,369. Screen Door. B. S. D. S. Martin, McPherson, Kan.
794,385. Screen. F. C. Wright, Cavespring, Ga.
794,400. Door Securer. M. Farrell, San Francisco, Cal.
794,417. Flat Iron Heater. A. V. Maniachi, Melbourne, Victoria, Australia.
794,448. Wrench. B. S. Boggs, Newry, S. C.
794,476. Sheet Metal Punching Device. J. Wilderman, San Francisco, Cal.
794,482. Pipe Wrench. H. B. Best, Morgantown, Pa.

PATENTS EXPIRED JULY 24, 1905.

386,509. Bench Plane. J. A. Traut, New Britain, Conn.
386,510. Padlock. W. F. Troast, Lancaster, Pa.
386,511. Lock. C.R. Uhlmann, Peoria, Ill.
386,522. Latch Case. C. W. Bullard, Chicago, Ill.
386,541. Railway Signal Circuit Breaker. E. B. Ives, New York, N. Y.
386,736. Cutting Nippers. H. S. Brownson, Boston, Mass.

PATENTS ISSUED JULY 25, 1905.

795,428. Wrench. F. G.Cornell, Louisville, Ky.
795,433. Boring Implement. J. H. Foust, Milton, Pa.
795,434. Wrench. A. Gagnon, Helmville, Mont.
795,456. Wrench. F. W. Stanton, Waupaca, Wis.
795,486. Pipe Wrench. F. G. Cornell, Louisville, Ky.
795,607. Electrician's Tool. A. E. Haff, Adams, Mass.
795,682. Wrench. O. W. Blake, Turret, Colo.

PATENTS EXPIRED JULY 17, 1905.

386,105. Egg Beater. C. A. Bryant, Wakefield, Mass.
386,112. Ice Cream Freezer. J. M. Dawley, Chillicothe, Columbus, Ohio.
386,170. Toasting Pan. Wm. T. Van Dorn, Lincoln, Neb.
386,186. Hinge. G. Dahlman, Englewood, Ill.
386,197. Hoe. G. Hain, Dailey, Mich.
386,217. Cuspidor. J. L. O'Connor, New York, N. Y.
386,227. Stove Pipe Thimble and Cap. A. Williams, Saratoga, Kan.
386,231. Milk Can. J. H. Bassler, Myerstown, Pa.
386,239. Mashing Machine. L. Ducharme and G. Erard, Woonsocket, R. I.
386,259. Sad Iron. R. Olp, Wakefield, Mich.
386,267. Weather Strip. R. C. Redman, Salem, Ore.
386,271. Latch. L. S. Shelly, Steelton, Pa.

PATENTS ISSUED JULY 18, 1905.

794,729. Ladder. J. McDonnall, Chicago, Ill.
794,976. Window Shade Holder. J. M. Glickman, Cleveland, Ohio.
795,122. Fastening for Curtains, Etc. F. J. Henry, Buffalo, N. Y.

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REVIEW OF THE MARKETS.

WIRE NAILS: Volume of business fair. Market firm. Quotations are as follows, f.o.b. Pittsburgh, 60 days, or 2 per cent. discount for cash in 10 days:

Carloads to Jobbers	$1.80
Carloads to Retailers	1.65

New York.—Quotations are on the basis of $1.99 for single carloads and $2.05 for small lots from store.

CUT NAILS: The looked for action by the Cut Nail Association did not materialize, owing to the absence of several manufacturers from the meeting. The market remains irregular, and prices of Steel Nails range from $1.65 to $1.70, f.o.b. maker's mill. Iron Cut Nails for delivery at Pittsburgh, Buffalo and all points West of these cities, 5 to 10 cents advance per keg on Cut Steel Nails.

New York.—The local market remains unchanged. Small lots from store are now quoted on the basis of $1.90 to $1.95.

BARB WIRE: More than the usual demand prevails throughout the West. Orders received at mills, moderate. Official quotations are as follows, f.o.b. Pittsburgh, 10 days, or 2 per cent. discount for cash:

	Painted.	Galv.
Jobbers, carload lots	$1.95	$2.25
Retailers, carload lots	2.00	2.30
Retailers, less than carload lots	2.10	2.40

Chicago.—Prices are officially unchanged as follows: Painted Wire, $2.10; Galvanized, $2.40; car lots to retailers, 5 cents higher; less than car lots, Painted Wire, $2.25; Galvanized, $2.55, Staples, Bright, in car lots to Jobbers, $2.05; Galvanized, $2.35; car lots to retailers, 10 cents extra, with an additional 5 cents for less than car lots.

SMOOTH FENCE WIRE: Prices are somewhat unsteady, but the outlook is encouraging. Quotations are as follows: f.o.b. Pittsburgh, 60 days or 2 per cent. discount for cash in 10 days:

Jobbers, carloads	$1.65
Retailers, carloads	1.70

The foregoing prices are for base numbers 6 to 9. The other numbers of Plain and Galvanized Wire take the usual advances.

ROPE: Demand continues fair, with prices more or less irregular. General quotations are as follows:

	Cents per pound.
Pure Manila, 7-16 and larger	11½ to 12
Pure Sisal, 7-16 and larger	10
No. 2 Sisal, 7-16 and larger	8

Less ¼ to ½ cent to the large trade.

LINSEED OIL: Market remains firm with good demand for small lots. New York quotations are as follows: City Raw, 54 to 55 cents per gallon, according to quantity; State and Western Raw, 51 cents per gallon, with 2 cents per gallon advance for Boiled Oil or either kind.

BINDER TWINE: Hardware dealers who sell Binder Twine report their sales greatly in advance of last year. Twine sales were but nominal last year, due to the poor wheat crop. Reversed conditions this year have been responsible for the increased sales, and it is probable that the sales this year are almost one-third larger than last.

HOLLOW WARE PRICES.

The following changes are reported in prices of Hollowware:

HOLLOW WARE (CAST IRON.)

Stove Hollow Ware:	
Plain or Unground	65%
Ground Ware	60%
Enameled Ware	55%
Country Hollow Ware: per hundred pounds	$2.75
White Enameled Ware:	
Maslin Kettles	70%
Covered Ware:	
Tinned and Turned	40%
Enameled	50%
Glue Pots:	
Tinned	35%
Enameled	40%

COLLECTIONS SLOW IN CHICAGO.

We have nothing special to write about at this time, with the exception that trade has been keeping up remarkably well throughout this section of the country, although collections for the past month have been quite slow. Prospects for business for the balance of the year could scarcely be more promising.

TROUT HARDWARE CO.

TRADE IN PITTSBURGH.

Travelers started on the Fall Campaign August first and report trade in good condition. Orders received are in fair quantities and a good many of them so that the aggregate shows up well. All the industries in and about our city are well employed. The coal companies make complaint of low prices caused by strong competition, but prices in the steel are remunerative. Pittsburgh merchants will make another trade excursion August 8th to 10th. This being the fourth, will take in the Valley of the Monongahela, which is a hive of industry and almost a part of Greater Pittsburgh. LOGAN-GREGG HARDWARE CO.

TRADE IN THE NORTHWEST.

ST. PAUL, MINN.—Conditions in our territory are very good with prospects of possibly more than an average crop, though this will not be assured for sometime, as harvesting does not begin until about the middle of August. In the meantime the orders we are receiving are very satisfactory, showing a faith in the future which is sublime.

The market conditions are favorable to carrying good stocks as there are no signs of weakness in prices. Our retailers are doing well and are without question the best satisfied lot of merchants in the country. No competition, which is aggravating, exists and our jobbers are serving them with the best of goods at the lowest prices. HACKETT, WALTHER, GATES HARDWARE CO.

THE PACIFIC COAST BOOMING.

Effect of Chinese Boycott so far not Extensive.

Conditions on this coast continue bright. The crops while not large as expected several months ago, are still sufficient for our own use, with more or less of a balance for export, and the loss in quantity is more than counterbalanced by the increase in prices. The markets for fresh and dried fruits have thus far been exceptionally good, the 1905 pack of canned fruit has already been largely sold, the wool clip is meeting with an urgent demand which has kept the market bare for months, and hops while lately suffering a steady decline, are still almost 100 per cent. over the cost of production. The farmer, whether a grain or fruit raiser, is thus doing unusually well, and as long as he continues to reap fine returns from his land prosperity will abide with the coast. The dairymen, too, have been making money beyond their most sanguine expectations of a few years ago.

These bright rural conditions are being reflected in pronounced trade activity in the different cities and towns. Wholesale and retail business are both lively, building operations are remarkably active, real estate is being sold and resold at advanced prices, and the colonist rates offered by the railroads are rapidly increasing the population. The three coast States, California especially, are full of strangers from East of the Rockies looking for homes, for most of the new comers come to stay. If the present rate of increase from this source be kept up the census of 1901 will contain some surprises. All of these new comers add something to the money and trade activity of the coast and their importance as a factor in the prevailing prosperity can hardly be overestimated. Hardware merchants of this metropolis city of the Pacific Coast have no cause to complain of the year 1905 thus far, and think it will probably prove a record breaker as far as trade is concerned.

Last evening when the writer called at headquarters of the California State Retail Hardware Dealers' Association for news relating specifically to the trade throughout the State, the secretary, Henry Gracey, was found too much pre-occupied—incidentally to a fire of the previous day that threatened destructions of his stock and building. As it was about $4,000 worth of his goods were more or less damaged by the downpour of water from the scene of the fire, the apartment house of several floors over the

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FILES

Nicholson
Arcade
American



Great
Western
McClellan

"These Brands are Sold by all Live Hardware Merchants"

RASPS

Kearney
& Foot
Eagle



J. B. Smith
"X-F"
Gold Medal

MANUFACTURED — BY — NICHOLSON FILE CO., - Providence, R. I.

store. Mr. Gracey was busy superintending the preparing for the fire adjusters a schedule of his damaged stock, and for the trade news solicitor snatched only sufficient time to say: "My loss incidental to the fire is covered by insurance; the State Hardware Association is in fine condition, enjoying splendid growth, the arbitration committee being without work to do. Within the coming week a new and complete Hardware store will be open at 235 Powell Street, by O. Lord, a thoroughly efficient Hardwareman.

On this passing final day of July there is quite a flurry in export trade circles, started on the street a day or two ago by the report that the much-touted Chinese boycott against American goods has gone into effect and that all the large milling and flour companies and wholesale houses in the export trade had received stop orders from their agents in China and all the existing contracts had been canceled. Simmering down this talk the finding is that the big local Chinese exporting house of the Hue Kai Company is refusing to buy usual amounts for shipment and this gave rise to the rumor that the boycott was effective and was so believed by some of the merchants. When asked the reason for this stop order a member of the Hue Kai Company said:

"We have received cable stop orders from China. We buy for export, and, having been informed that our export market is closed, it would not be good business policy for us to buy on a chance. The boycott may continue in force for six months, and maybe longer; we are informed that it will be maintained until the United States accords Chinese merchants, students and travelers coming to this country proper treatment."

And the outside manager of the Russo-Chinese Bank, Tin Eli, an educated Chinese, said:

"We are informed by our correspondents in China that about 10,000 of the principal merchants have signed the boycott resolutions, which carry a penalty of about $4,000 for their violation. We are further informed that Chinese newspapers are now refusing advertisements of American firms and have cancelled the existing contracts."

An authority representative of a prominent local flour exporting house said: "We have sold no flour for export to China for the past six weeks; formerly we had quite a trade in our brand, but of late orders have stopped suddenly."

Another local house in this line of similar expression reports receipt of information from its correspondent in China that he had met the agent of the Pacific Hardware & Steel Company (Miller, Sloss & Scott), and had been informed by him that he found it very difficult to sell goods on account of the boycott. When asked with reference to this, George W. Crum of the export department of said Hardware and Steel Company said:

"We do very little directly with the Chinese. We sell almost entirely to American and European firms having established houses in China. We have received no complaint from them and no stop orders."

Simmered down to the absolute fact, the only "stop orders" received from China so far are from Chinese sources in this city and are undoubtedly caused by cables from China, and naturally give rise to the suspicion that they were sent for the purpose of creating a belief in the boycott and to play a part may be diplomatically as an American eye-opener in connection with the Chinese exclusion question.

According to the 1904 report of San Francisco Chamber of Commerce the value in round numbers of China's purchases from this city's merchandise exporters was $9,000,000, a nine-twentieth portion of China's purchases for the year in the United States. Of foreign goods altogether China buys annually about $200,000,000 worth. Of the merchandise San Francisco shipped to China last year nearly one-third was flour, about one-half million barrels being exported. Industrial Press Association.

NOTES ON NEW ENGLAND HARDWARE TRADE.

Mid-summer business is better than usual through New England. Collections, however, are reported as being somewhat backward. Although building materials and building operations are high, still there is much activity in this line.

One of the young, but fast-growing, Hardware concerns of the East is the Union Hardware and Electric Supply Co., of Providence. Within the year this concern has moved into its present large store, which more than doubled its floor space, but the business has been growing so rapidly that the store adjoining on Exchange Place, has now been leased. This new store will be used for some departments which are being enlarged, and will be occupied next month. The wholesale business of the Union Hardware and Electrical Supply Co. is being pushed and the concern are constantly extending into larger territory. Mr. Dudley, of the concern, said that the outlook for Fall trade was good.

Your correspondent recently called in on J. B. Varick Co., of Manchester. I would like to be able to picture the very attractive appearance of their store. Especially the second floor, where Summer goods—fishing tackle, hammocks, croquet, boats and canoes and bicycles were being displayed.

It was a very hot day and all the several clerks in this department were kept on the jump to supply customers' demands. The John B. Varick Co. have been very successful in building up and holding business in sporting goods and have proved that the Hardware Store is the sporting goods store.

The New England Hardware Store having the largest show windows is Edwards & Walker Co., of Portland. It's one of the sights of the city to see these windows, so attractive and well displayed are the goods. This concern's business, too, is rapidly growing and many new departments have been developed in the past few years. The sporting goods line is being pushed both in the wholesale and retail, and has been found a good paying part of the Hardware business.

(Continued on page 38.)

STANLEY RULE & LEVEL CO.

NEW BRITAIN, CONN., U. S. A.

Improved Carpenters' Tools.

SOLD BY ALL HARDWARE DEALERS.

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Our Reputation



Is behind every Hand Saw which bears our factory brand.

With this guarantee of quality it is no wonder that dealers find a line of *Atkins Celebrated Silver Steel Hand Saws* the fastest selling and most profitable stock that they can carry. *Quality is the thing.*

CATALOG AND DISCOUNTS FURNISHED ON REQUEST

E. C. ATKINS & CO.

LEADING SAW & TOOL MANUFACTURERS

EASTERN BRANCH:
64 Reade St., New York City.

INDIANAPOLIS, IND.

NICE

BARN AND ROOF PAINT

has made more friends among consumers for Dealers and more friends among Dealers than any other Barn or Roof Paint ever made.

While price is low, quality has not been sacrificed.

Dealers find it a pleasure to sell goods of this class, because while realizing a good profit they can feel sure they are making a permanent customer who will be satisfied — yes, pleased, with results and tell others about it.

What better advertisement for any Dealer?

EUGENE E. NICE
272-274 So. 2d St.
Philadelphia

Bath Room Trimmings



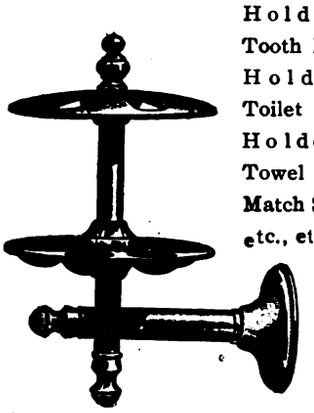
Robe Hook
No. K 49

We make over 70 patterns of Bath-room Trimmings of solid brass finely polished and nickeled.



Towel Bars
All Lengths
No. K. 34

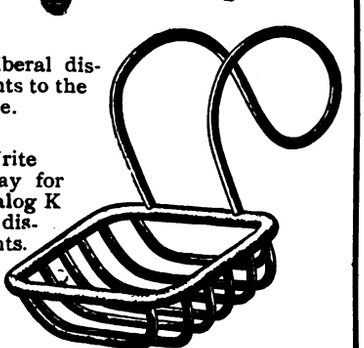
Robe Hooks, Soap Dishes, Glass Holders, Tooth Brush Holders, Toilet Paper Holders, Towel Bars, Match Safes, etc., etc.



Tooth Brush Holder No. K 47

Liberal discounts to the trade.

Write to-day for Catalog K and discounts.



Tub Soap Dish, No. K 50

NOVELTY MFG. CO.
Waterbury, Conn.

L. & I. J. WHITE CO.'S Edge Tools

"TAKE THE PALM"

For all-around excellence. Of course they have carried off more than one highest award at International Expositions.

Do you wonder? We've been making them for

Nearly Three-quarters of a Century

Your Edge Tool business will hum the moment you let your trade know you've got them to sell.

White's Edge Tools never cumber your shelves. They're dividend earners. How about your Fall orders? A Sample order is all we ask.

The L. & I. J. WHITE CO.
BUFFALO, N. Y., U. S. A.

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Rice & Mills, of Bangor, are now thoroughly settled in this new and enlarged store and are doing a splendid Summer business. The new store—just adjoining the old location—is used exclusively for the retail business, while all shipping is done from the old store. Both stores are united with a large archway and the offices are in the rear. All these Eastern jobbers are strengthening their position and are thus in better shape than ever to meet any new competition. It would be impossible for a large New York jobbing house to get the business away from these local jobbers at a profit.

There was an air of prosperity about the store of the Fitchburg Hardware Co., Fitchburg, Mass., that spoke well of this concern's prosperity. An extensive line of house furnishing goods is carried by the Fitchburg Hardware Co., and has been found to be profitable. From the house furnishing line, this firm have worked into crockery, silverware and some lines of jewelry. Wall paper was recently added to the paint stock and has helped to enlarge the business.

The matter of the future of the large jobber, covering a large and distant territory, may be one of discussion and of uncertainty, but there is no doubt but that the local jobber covering a local field will always have a good business.

The best illustration of this is to be found right here in New England, where these local concerns have been able to hold a good wholesale trade, even in a country that is growing slowly.

Hammernail.

TRADE AROUND ST. PAUL.

Replying to your request of the 1st inquiring as to the situation in the Northwest at this season, which is the important time in the year with us, we are pleased to say that the conditions are very good.

Our wheat crop has come on surprisingly well during the last month and harvest has now begun on it. The crop was injured to some extent during the June rains, which were unusually heavy and long protracted. However, as things now stand we have a fair average crop, and, with favorable weather for maturing it during the next two weeks and also for securing it in the harvest, we shall be in good shape.

All crops have been doing well. Corn has been catching up during this fine weather and if frosts hold off until early September there will be a good crop of corn.

Upon the whole, the Northwest is in good shape.

Farwell, Ozmun, Kirk & Co.

GRAPHITE.

Editor Hardware:

There is always such a sameness to our letters that we think it quite as well to drop the attempt of writing you a trade letter.

It does seem as though there is no end to our building projects. We have just completed an "L"-shaped factory, 40 feet in width and 100x100, four stories and basement. That fatcory is for our brass and rubber department.

The building from which the brass and rubber department has moved will be used for an extension of our graphite lubricating greases and lubricating graphites.

We have broken ground and commenced work on an addition to our pencil lead and power department, which will be 50 feet in width and extend through the entire block 200 feet.

Whenever we pick up one of the various departments of our factories and handle it as though our lives and bread and butter depended upon it, we find a ready market.

We have lately done this with our Graphite Axle Grease, with the result that the six months of 1905 show an increase of 139% over sales of Graphite Axle Grease for the corresponding time of 1904.

Our graphite paint department has also forged ahead under the careful management of the manager in charge.

Graphite lubricating greases and Dixon's famous Ticonderoga flake graphite are sold up to our capacity, hence the vacating of the brass and rubber department and the addition to the grease and lubricating graphite department.

While we cannot say that we have a small and select clientele, we can say with full truth that we aim for quality as well as for quantity. The Dixon Company spares no pains in endeavoring to obtain and to use only the very best ingredients in all of its goods. The profits, therefore, are not as large as they might otherwise be, and there are no special temptations held out to competitors, but there is a reputation being made for the Dixon products that should be a gold coin asset for the Dixon Company.

Yours very truly,
Joseph Dixon Crucible Company.

SPECIAL BRANDS.

By C. F. M.

Special Brands are here to stay and I do not have the slightest idea that a single one of the "Brave Nineteen" expected to eradicate the evil entire, but it has been growing so rapidly of late—by leaps and bounds—that the manufacturers thought it high time to call a halt.

Even the retailer is arguing to-day he and not the jobber is most benefited by his own brand, hence it should be meted out as a privilege to the retail merchant and not the jobber.

It was the abuse of private brands, labels, etc., that brought matters to a climax, and from now on the tide will change. The principal reason for special brands was to make a greater profit—Barnum would say to humbug the people.



Frenzied Cookery Worse Than Frenzied Finance

The squabbles ruin your digestion as well as your bank account.

Cooking with "NEVER-BREAK" Steel Spiders, Griddles and Kettles is the best form of Life Insurance.

Right thickness. Prevent scorching or burning of food.

Ask for catalogue. Also price list of shovels, etc.

THE AVERY STAMPING CO., Cleveland, Ohio

Sole Mfrs. "NEVER-BREAK" goods.



STOP TAKING CHANCES

THERE'S A HEAP O' SATISFACTION

in a name—a name that stands for bestness—best quality. Take Axle Grease for instance; if there's any kind that gives all-a-round and lasting satisfaction, it's

FRAZER'S AXLE GREASE.

It's the Grease of quality; puts all the "just as good as" Frazer kind in the shade. Sells quickest; lasts longest. Sold in boxes, cans, pails, kegs, barrels. The question is: how much do you need.

FRAZER LUBRICATOR COMPANY,
85 Murray St., New York.

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If the retailer and consumer could but hear jobbers, their buyers and salesmen comment on competitors' special brands, they certainly would be afraid to buy them, and if they who know about the quality of the same condemn other jobbers' brands indiscriminately, what can the consumer judge of such brands?

As a rule special brands are very much inferior to factory brands and sold at a greater profit, and the consumer does not get value received.

Jobbers have contended their buyers watched quality most carefully and were competent to judge, but is it common sense to argue, much less to imagine, the average buyer is as competent to judge the quality of an article as the maker. The buyer may judge of its appearance, and many jobbers are so zealous in arguing their cause to state manufacturers were honest enough to take special care of their special brands, giving them preference over factory brands, and often of superior quality. I have never quite reached that point of belief, neither do I believe any one else honestly believes it; it isn't human nature. Every one knows mighty well if a maker of high-grade goods with an established reputation had a "batch" coming through his factory, a part to go into special brands and a part his own best factory brand, and a few of the goods were a trifle "off color," yet not in any way defective, that nine-tenths of us all would (unconsciously) let all the "off color" goods go into the special brands, and it would not be dishonest to do so.

This talk of a high quality of special brands is "Tommy Rot." We all know, as a rule, special brands stand for nearly everything but quality.

If the manufacturers had realized years ago as they are realizing now that it is necessary to place restricted selling prices on well-known factory brands, allowing the jobber a satisfactory profit thereon, which he is entitled to, we would be hearing less about private brands, no profit on factory brands and catalogue house evils.

The jobbers appear to want the manufacturers to bear all the burden of conditions they bring about themselves.

HOW MIRRORS ARE MADE.

The making of modern mirrors consists first in ridding the glass to be used of all defects and then silvering. If the mirror is to be beveled, additional operations of beveling and preparing the glass precede the silvering. Nowadays silver has, to quite an extent, taken the place of mercury in this industry.

In selecting glass suitable for mirrors, the experienced workman, by placing a piece of black cloth behind the glass, and looking through at an angle, quickly discovers all defects. Even the scratches and stains must be removed in the making of a really good mirror. Scratches are removed by holding the glass upon an upright buffing wheel covered with felt. The stains are removed by a device known as a "blocking machine." Unless it is to be beveled a glass free from stains and scratches is ready for silvering.

For beveled mirrors, plate glass is used. The bevel is obtained by holding the glass against a horizontal roughing wheel, sand and water playing an important part in the operation. The bevel, like the surface, must also be polished. An emery wheel is used to remove the sand and clean the surface. Then after being held against a horizontal grindstone, a polishing wheel with pumice stone is used. To brighten the glass, a buffing wheel rouge upon it is employed.

At least three things are claimed for silver in place of mercury in the making of mirrors. In the first place, that it reflects more light; secondly that mirrors can be turned out in less time, and, in the third place, that the work is made more healthy for the employes. In silvering a modern mirror, after the glass has been freed from defects and sufficiently polished and washed, a preperation that will hold the silver is poured on. Next the glass is removed to a perfectly smooth table which is heated by steam. As the silver solution is poured upon this table a goodly per cent. of it at once begins to adhere, the remainder later being drained off. Over the back, shellac is then applied to keep out the moisture.

In the earlier days of mirror-making, sheets of tin foil were first placed upon the surface of the glass and pressed closely to it, after which it was covered with quicksilver, the quicksilver at once forming an amalgam with the tin. Various methods are employed in making mirrors where quicksilver is used.—*Popular Mechanics.*

DIETZ

No. 30 and 60

Linternas Projectoras Tubulares

Hechas para el uso dentro y fuera de la casa. Dan una luz poderosa y brillante y están protegidas contra el viento.

Convenientes para el uso en las fábricas, talleres, almacenes cuadras, veraneaderos y en donde quiera que se necesite una luz protegida contra el viento y eltemporal.



No. 30. Está provista de nuestras lentes diplomadas "ojos de buey" sobre una lámina perforada, añadiendo así al brillo de la luz.

Tiene un globo protegido contra las nevadas, un pábilo de 1 pulgada y un brillante reflector de hoja de lata de 12 pulgadas en diametro. Precio de lista $30 la docena.

No. 60. Tiene un globo No. 2, un pábilo de 1½ pulgada y un brillante reflector de hoja de lata de 16 pulgadas en diametro. Precio de lista: $72 la docena.

R. E. DIETZ CO.

NEW YORK, U. S. A.

ESTABLISHED 1840

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"REASON WHY" ADVERTISING.

The success of catalogue houses in getting business by advertising is explained in an interview with the advertising manager of one of the largest houses of this kind, that recently appeared in *Judicious Advertising*. The Ad. Man said:

"We thoroughly believe in Reason Why advertising," he said. "Development of the best ways of presenting Reasons Why, though, has naturally been a slow growth. Here is a catalogue of vehicles and harness, which we sent out in 1896. It contains a dictionary of trade terms and phrases that not only explains technicalities in the catalogue itself, but offers a means of knowing quality in any vehicle. Perhaps it was the desire to make all necessary trade terms clear that led the compiler of this catalogue to include the dictionary. It is one of the earliest examples of a method that has since become general in our price lists, catalogues and printed matter.

"Succinctly, this method aims to teach people who read our catalogues and literature to examine all advertising matter, ours first of all, with the same cold, critical judgment they would bring to bear on an article they were actually about to buy. We show them how to go further and examine the standing of the firm that offers a certain article, and to tell the difference between a selling offer that is honest on its face, and one that is certainly dishonest when examined logically. Hardly a piece of printed matter goes out of here without a diagram or technical talk of some sort illustrating various kinds of the same article and showing just where worth ends and worthlessness begins. This Reason Why policy has really been forced upon our house by the hundreds of irresponsible firms that do business in the mail order field upon advertising statements rather than satisfactory merchandise. Our printed salesmanship arguments teach our customers that nothing is free in this world, and show them the tricks in other trades.

"Cheap bicycles have tires without a maker's name, rough unfinished frames, bearings like those on a sulky plow, and were painted by the dipping process. Cheap roofing paper is loaded with tar that soon dries and evaporates, or cracks, instead of the asphaltum necessary to good roofing paper. Cheap stoves are made of low grade iron, the pieces being bolted together instead of accurately ground, fitted and sealed. Some of the cheap shot guns on the market are as likely to shoot out of one end as another. Cheap telephones are sold by the hundred to unthinking people and eat up in the first year more than the original saving in repairs, if they work at all. Steel bath tubs made of 26 gauge steel are regularly sold, the advertisers keeping quiet about thickness, as only a 20 or 22 gauge steel is durable. These are but a few of the conditions that prevail in our business. Every department has its own particular tricks to expose and we expose them in our advertising, giving the people who get our catalogues precisely the information that enables our buyer to guard against trade tricks.

"Reason Why also permeates every description in our catalogues and price lists. We take the greatest care in descriptions of each article to avoid the use of trade terms. None of our writers is permitted to refer to a manufacturer's catalogue in writing descriptions, but must go and get the article itself, set it up before him and tell what he sees. Even measurements and weights are obtained at first hand. Consequently all descriptions are clear and comprehensible to anyone, trade terms being wholly omitted. The latter are frequently meaningless to manufacturers themselves, being simply arbitrary names to describe certain qualities, but the extent to which they are continued and handed down in catalogues is amazing.

"The Reason Why policy is just as proper for the retail merchant as for his mail order competitor. It takes a little brain work on the part of the dealer to work out this class of advertising matter, but it is not an extremely difficult matter if he will only forget for the moment that he is writing, and talk with his pencil just as he would talk over the counter to his customer. Then a careful going over, a little boiling down and the result is, eight times out of ten, a trade pulling ad.

HARDWARE PATENTS.

The following list of Patents, Trade Marks and Designs of interest to the Hardware trade are furnished by Davis & Davis, Solicitors of American and Foreign Patents, Washington, D. C., and St. Paul Building, New York City.

PATENTS ISSUED JULY 4, 1905.

793,641. Combined Door Closer and Fly Chaser. B. Dodd, Boulder, Col.
793,655. Coffee Pot. W. L. Haley, Alvin, Texas.
793,656. Can. R. Hanna, Sherman, Texas.
793,686. Pipe Wrench. F. Sherkel, Jr., Houtzdale, Pa.
793,705. Lawn Edge Trimmer. R. P. Winsor, Providence, R. I.
793,714. Steak Tenderer. C. A. Deal, Franklin, N. C.
793,724. Cork Screw and Spoon Holder. A. M. Irby, Vernonhill, Va.
793,729. Wrench for Threashing Cylinders. M. Mahlen Osakis, Minn.
793,748. Combined Step Ladder and Ironing Board. W. P. Smith, Nevado, Mo.
793,781. Self Heating Soldering Iron. W. E. Garrett, Dawson, Ill.

PATENTS EXPIRED JULY 31, 1905.

386,817. Coffee Pot. A. Harry, Los Angeles, Cal.
386,829. Pocket Candle Case. J. H. Johnson, Boston, Mass.
386,864. Lifting Jack. A. W. Anderson, Goodhue, Minn.
386,870. Spray Nozzle. D. T. Ellis, Bridgeport, Conn.
386,885. Door Hanger. R. J. Hosner, Romeo, Mich.
386,954. Lifting Jack. J. Baldwin, New York, N. Y.
387,015. Fish Hook. G. Smith, Brooklyn, N. Y.
386,038. Triangular Lamp. C. Bergener, Rochester, N. Y.
387,133. Combined Saw Set and Punch. W. G. Avery, Cleveland, Ohio.

PATENTS ISSUED AUGUST 8, 1905.

795,882. Chain Door Bolt Lock. R. T. Atkin, New York, N. Y.
795,995. Door Check. T. C. Martin, Cleveland, Ohio.
796,001. Plane. J. H. McGhan, Baker City, Ore.
796,026. Door Fastening Device. F. G. Willard, Utica, N. Y.
796,113. Hinge. J. R. Corbett, Rochester, N. Y.
796,145. Can Opener. G. H. Parish, Kingston, N. Y.
796,182. Adjustable Auger. A. G. Bohlin, New York, N. Y.
796,187. Screw Driver. J. D. Campbell, New York, N. Y.
796,201. Brace. B. W. Frampton, Allegheny, Pa.
796,206. Wrench. O. G. Guss, Delphos, Ohio.
796,305. Wrench. E. Enderes, Littleport, Iowa.
796,352. Compound Tool. J. W. Quilling, Ursa, Ill.
796,371. Wrench. R. F. Thompson and G. Despond, Toronto, Canada.

MICKEY'S MUSINGS.

A trust is a evil thing—Dubbly so if you kant get into it.

A bilyus boss maiks a dispeptick biznes.

Sum clurks devoat 6 munts to der vakashun—tree munts lookin forward and three munts gettin over it.

A hatchet-faced stenogerfer is a sine of a happy hoam.

p. s. de boss's.

A peak-a-bu shurt waste on a blond stenogerfer has recked more biznesses dan unwys speckelation.

Our casheer lately lef' for parts unknone. It wus roomered he was behined. He wuzzent. He wuz ahed. The furm was behined.

The only way to beet de races is to give yer munney to de Salvation Army. p. s. i kno coz ive tride.

Wen de udder feller's kollecktor cums arounr our plais, de boss calls him a infurnal skoundrel. Wen de udder feller turns *our* kollecktor down, de boss sez he is a dam roag. Such is hoomanity.

Wen a clurk gets down before offis ours hez either industrus, or hez been out all nite an' aint got no plais els to go.

Wat regard has capytal for laber! De boss kict becoz I used one of his postig stamps fer a pursonal letter. Dat shos he dont kar 2 cents fer me.

A neet desk is the sine of an orderly mind—or a lack of biznes.

De minit a clurk goes to raisin side fuzz on his face, its a sine he'z goin to hit de boss fer a raze.—*Judicious Advertising.*

TABLE OF ALLOYS.

The following is a list of the principal alloys in use and should be kept for reference:

A combination of zinc and copper makes bell metal.

A combination of copper and tin makes bronze metal.

A combination of antimony, tin, copper and bismuth makes britannia metal.

A combination of copper and tin makes cannon metal.

A combination of copper and zinc makes Dutch gold.

A combination of copper, nickel and zinc, with sometimes a little iron and tin, makes German silver.

A combination of gold and copper makes standard gold.

A combination of gold, copper and silver, makes old standard gold.

A combination of tin and copper makes gun metal.

A combination of copper and zinc makes mosaic gold.

A combination of tin and lead makes pewter.

A combination of lead and a little arsenic, makes sheet metal.

A combination of silver and copper makes standard silver.

A combination of tin and lead makes solder.

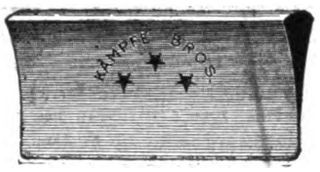
A combination of lead and antimony makes type metal.

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HIGHEST AWARDS



WHEREVER EXHIBITED



THE REASON WHY



Star Safety Razor Blades are Superior in Quality

Star Blades are hand forged from high-grade special refined bar steel. Each blade is hardened and tempered individually. They are concaved and honed by hand on scientific principles—this is the *old-fashioned process; it cannot be improved upon.* In addition to this, the Star Safety Razor Blade is a *magnet* in itself—will never irritate the skin and will retain a keen cutting edge, as age improves its keenness and cutting qualities.

Many methods have been devised to cheapen the process of manufacturing razors, and many manufacturers sacrifice quality to reduce the cost of production by stamping their blades from *sheet metal,* hardening them in lots of 200 or 300 at a time and grinding and honing by machinery. Such products are *invariably of inferior quality.* Extensive advertising may influence many to purchase such merchandise, but they realize after a trial that they have made a poor investment, and have lost many good customers by selling them an inferior and unsatisfactory article.

The Star Safety Razor has a reputation for quality and superiority throughout the civilized world. More Star Safety Razors are in daily use than all other makes combined, and these daily *shavers* are our best advertisers; they are constantly recommending the Star Safety Razor to others. Merit alone has brought about these results.

Competitors may not admit the truth of our arguments. However, we are *absolutely sure* in our statements because we have the *practical experience and positive knowledge.*

Would you part with the razor handed down by your grandfather? No! Why? That razor was made before the cheapening process was known. Star Safety Razor Blades are made the way your grandfather's razor was made. We have no secrets. We *know* how to make a *superior blade* and spare no *expense, skill or labor TO DO IT.*

All genuine Star Safety Razor Blades have the three "stars" and the name "Kampfe Brothers" stamped on the face of the blades, also the name "Kampfe Brothers, N. Y., warranted" on the back of the blade, as above cuts will show.

The Star Safety Razor

is the only mechanically perfect safety razor on the market to-day. It is constructed on scientific principles by practical and experienced mechanics who have been manufacturing the Star Safety Razor and blades for the past quarter of a century with great success.

Write us for full particulars, catalogue and quotations.



Star Safety Razor with frame opened o it can be easily cleansed and dried

KAMPFE BROS.

—— Inventors and Manufacturers of the ——

STAR SAFETY RAZOR

Star Interchangeable Razor, Star Safety Corn Razor, Star Diagonal Strop and Stropping Device and Supplies

8-10-12 READE STREET,
NEW YORK



Star Safety Razor Ready for Use

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HARDWARE DEALERS' RECORD.

Hardware dealers, the country over, are requested to contribute to this page. News of new stores, changes, improvements, etc., will be gladly received, and promptly published.

New Stores, Incorporations, Etc.

Anderson, Texas.—The Anderson Hardware and Furniture Co. has been incorporated. Capital $10,000. Incorporators, J. T. Prestwood, Dudley Brown and W. S. Brown.

Bowling Green, Ky.—The Barnett Hardware Company, which has been doing business for several years on Main street, has incorporated under the same name. The incorporators are J. L. and C. E. Barnett and W. W. Mansfield and the capital stock $3,500. The purpose of the corporation is to conduct a general Hardware and queensware business. J. L. Barnett is general manager and treasurer. The stock will be largely increased and there will be added an extensive line of stoves, cooking ranges, etc.

Charleston, S. C.—The formal reorganization of the Marshall-Wescoat Hardware Company has been effected, and the concern is now again actively engaged in business under new management, with an increased capital stock and facilities for the conduct of its business. The company has been organized with capital stock of $120,000. Walter Pringle is the president; E. H. Pringle, vice-president, and J. J. Wescoat, general manager. The house is an old established concern and under the present progressive management, with sufficient capital, the company will do a better business than ever before.

Dayton, Ohio.—J. L. Castle has opened a new Hardware store.

Emmorton, Md.—C. C. Spencer & Co. have opened a new and attractive store and will carry a full line of general merchandise and Hardware.

Evergreen, Ala.—The Dunn Hardware Co. has been incorporated. Capital stock, $10,000. Incorporators are Henry W. Dunn, S. J. Ebberthon, C. P. Deming and D. E. Witherington.

Ft. Wayne, Ind.—The Freiburger Hardware Company has been incorporated. The capital is $10,000. Joseph J. Freiburger and Martin A. Oerber are stockholders.

Kansas City, Mo.—The Kansas City Doorknob, Bell and Supply Co. has been incorporated. Capital stock $50,000.

Le Sueur, Minn.—A. W. Heberly, of Henderson, has associated himself in the Hardware business with J. W. Groetsch, under the firm name of Groetsch & Heberly.

Linden, Ala.—The Linden Furniture and Hardware company has been incorporated. Capital stock $5,000. Incorporators, Thomas D. Matkin, E. F. Dunn, A. A. Matkin.

Madison, Kans.—J. E. Ellsworth has opened a new stock of Hardware.

Midvale, Idaho.—J. L. Keithley will start a Hardware store.

Milaca, Minn.—The L. A. Anderson Hardware Company has been incorporated.

Newton, La.—Chambliss Hardware Company has been incorporated with a capital stock of $25,000. W. H. Chambliss, N. H. Thorn and others, incorporators.

Pensacola, Fla.—The Gordon & Brown Hardware Company have opened a new store and will carry everything in the hardware line, both wholesale and retail.

Reading, Pa.—The George C. Unger Hardware Company has been incorporated. The capital stock is $50,000.

Savannah, Ga.—The Osborne-Marlow Company has been incorporated by John Howard Osborne and Elliot S. Marlow. The concern proposes beginning business with $5,000 capital stock, but reserves the privilege of increasing the amount to $100,000. The Osborne-Marlow Company will conduct a wholesale and retail hardware, willowware and stove business.

Scott's Bluff, Neb.—King & Hall are about to engage in the Hardware business.

Tipton, Iowa.—The Tipton Hardware Co. has been incorporated. Capital $25,000. The officers of the company are C. M. Cook, president; A. J. Pearce, vice-president; S. G. Frink, secretary and treasurer.

Winona, Wash.—J. B. Ferguson has started a new Hardware store.

Changes.

Altus, Ark.—S. I. Rosen has been succeeded in the Hardware and house furnishing business by S. I. Rosen & Co.

Bristol, Conn.—The business of P. H. Sessions & Son, which has for many years been carried on as a partnership, has been taken over by the corporation of J. Sessions & Son. There will be no change in the management. Alfred L. Sessions is president of the company.

Breckenridge, Neb.—Wm. Gray has sold his Hardware business to William C. Sadler.

Castle Rock, Colo.—Wallace Holcomb has bought the Hardware and lumber business of Preston Day.

Chesterfield, Ill.—J. A. Wooley traded his Hardware store and stock of goods to L. O. Haywood of Brighton for a farm consisting of 178 acres.

Dannebrog, Neb.—M. A. Madson has purchased the Hardware business of C. T. Krough.

Delhi, N. Y.—Wood & Inderleid have bought out the business of S. P. Olcott.

Eureka, Kan.—Wm. Johnson has sold his Hardware and implement business to Stewart Bros.

Evansville, Ind.—Fred. H. Straub is now a member of the Hardware firm of Fred. P. Straub & Co. Mr. Straub has been connected with his father's Hardware business for 18 years.

Ft. Smith, Ark.—The Speer Hardware Co., wholesale shelf and Heavy Hardware, house furnishing goods, machinery, vehicles, etc., has increased its capital stock from $60,000 to $300,000.

Girard, Ill.—J. W. Boston has sold his furniture and Hardware stock to J. W. Clear.

Goodlettsville, Tenn.—Chas. Cartwright has succeeded to the Hardware business of Cunningham & Cartwright.

Grand Junction, Colo.—A. N. Bucklin has sold his Hardware business to S. R. Voils.

Guilford, Mo.—A. D. Wilson has sold his Hardware business to G. B. Rimel.

Harper, Kan.—O. J. Whitney has succeeded to the Hardware and implement business of Melvin & Whitney.

Havensville, Kan.—J. Logan has purchased the Hardware stock of F. Day.

Havensville, Kan.—N. Fred. Pitcher has sold his Hardware business to L. O'Meara.

Hylton, Texas.—Duncan Bros. & Cave have succeeded W. E. Duncan in the Hardware and general merchandise business.

Milwaukee, Wis.—The Kiefer & Haessler Hardware Co. has recently increased its storerooms and will make a specialty, in addition to its regular lines, of builders' Hardware. Mr. Haessler, who has recently identified himself with the business, was for 15 years with the Philip Gross Hardware Co. of this city.

North Bend, Ind.—Farrell & Gaughen have succeeded to the Hardware business of W. M. Orr.

Onawa, Iowa.—Johnson & Abild have been succeeded in the Hardware business by Goodburn & Abild.

Pea Ridge, Ark.—Patterson Bros. have moved their Hardware business to Gravetti.

Port Huron, Mich.—Charles A. Sturmer has purchased the Otis E. Taylor Hardware store on Military Street.

Scranton, Pa.—The wholesale and retail hardware business of Thomas F. Leonard, at 505 Lackawanna avenue, has been transferred to the Thomas F. Leonard company. The company was recently organized by Mr. Leonard and several of his employees. The entire capital stock of $1,000,000 is subscribed and paid in full. The officers elected are: Thomas F. Leonard, president; John J. Richardson, vice-president; William F. Shean, treasurer; Richmond N. Roche, secretary. The organization of the company was necessitated by the increasing volume of Mr. Leonard's business, which required more space, stock, employees and supervision.

St. Ausgar, Iowa.—Tollefson & Moe have succeeded to the Hardware business of Tollefson & Bohack.

Strang, Neb.—Wheeler & Messiman have succeeded to the Hardware business of Wheeler & Sheppard.

Uniontown, Pa.—The Hunter Heating Co., of Uniontown, and the Shell Hardware Co., with stores at Connellsville and Somerset, have been merged under the name of the Schell Hardware Company. The capital stock will be increased from $60 000 to $100,000.

Vancouver, B. C.—Arrangements have been made for the sale of the Hardware business of MacPhail & Co., 651 Granville Street, to Logan E. P. McAdam, late of Dunedin, New Zealand, who takes over the business on September 1.

Verona, Mo.—A. M. Sherwood has purchased the business of the Verona Hardware and Implement Company.

West Branch, Iowa.—Smith & Son have sold their Hardware business to Myers & Zeller.

Wheeling, W. Va.—E. C. Rogerson has sold his Hardware store on Jefferson Avenue to Isaac Williams, of Searlsville, Ohio.

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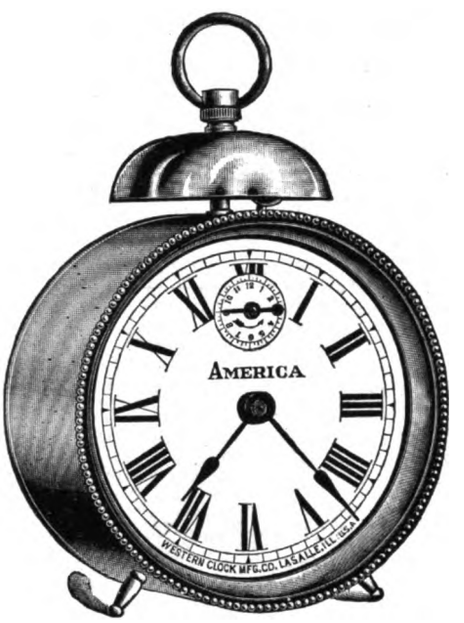
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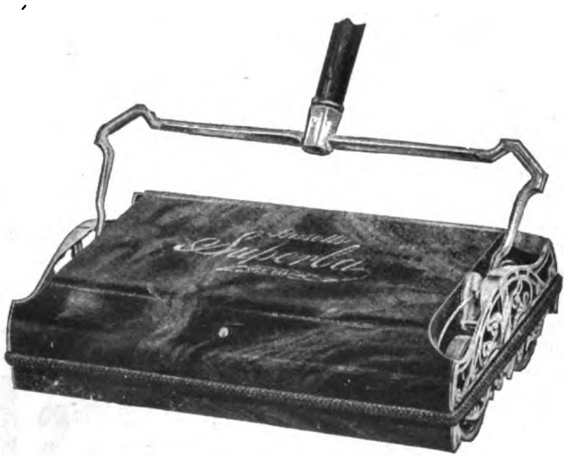
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HARDWARE MANUFACTURERS' RECORD.

Hardware manufacturers, the country over, are requested to contribute to this page. News of new factories or companies, changes, improvements, etc., will be gladly received, and promptly published.

New Stores, Incorporations, Etc.

Anderson, Ind.—Anderson Tool Co. has been incorporated; capital stock, $10,000. Directors, Edward S. Lea, Clement W. Hooven, Chester G. Brown, Thomas N. Stilwell and Horace C. Stilwell.

Bradford, Pa.—The Case Cutlery Company has commenced operations at its new plant on Bank Street, about 30 men being employed. This force will be steadily increased and it is expected that within a month the factory will be working at its full capacity. The equipment of the establishment is of an elaborate, up-to-date kind and the finest varieties of cutlery will be manufactured there.

Brooklyn, N. Y.—The Riley Machine Works has been incorporated to manufacture and sell tools, engines, machinery, etc. The directors for the first year are: Reuben Riley, Frank M. Riley and Amanda Riley, of Brooklyn.

Camden, N. J.—M'Govern Manufacturing Co. have been incorporated; objects, manufacturing grates, grate bars and any form of iron or steel, mining, etc.; capital, $100,000. Incorporators: Paul Reilly, William Nuneville, Philadelphia, Pa.; William S. Darnell, Camden.

Cincinnati, Ohio.—Nail Machine Tool Co. has been incorporated. Capital stock, $34,600.

Columbus, Ohio.—The Columbus Plow Co. has been incorporated by Henry J. Booth, Albert Reckenbacher, D. E. Sullivan, William McGlinchay and Nahum Jones. Capital $30,000.

Columbus, Ohio.—The United States Hoe & Tool Company commenced practical operation on July 13. The company expects to be in complete working order shortly, when several hundred men will be steadily employed in the manufacture of small tools. The officers of the company are: President and treasurer, E. A. Cole; vice-president, J. W. Kauffman; secretary, T. F. Connors; superintendent, George Clow; sales agent, B. F. Hadley.

Connellsville, Pa.—The Monessen Manufacturing Company has been incorporated, and will begin the manufacture of three newly patented tools within another month. The three articles consist of a patent hatchet, a wagon brake adjuster and a combination tool serving as a box opener, screw driver and nail puller. These are patents of J. R. Balsley of New Haven, which the promoters bought outright. The devices all look like winners from the start. Following are the officers of the new company: H. N. Odbert, president; William Mitchner of Bellevernon, vice-president; S. B. Graham of Bellevernon, secretary and treasurer; the directors are R. F. Luce, S. B. Graham, H. N. Odbert, William Mitchner and D. M. McCloskey of Charleroi.

Craton-on-Hudson, N. Y.—American Machinery Company has been incorporated to manufacture machinery, tools, etc.; capital, $25,000. Incorporators: George Murray Brooks, No. 43 Wall Street; George A. Littlejohn, No. 2000 Madison Avenue; Erna Paulus, No. 17 Battery Place, all of New York.

Crescent City, Fla.—The Preston-Miller Company has been incorporated with a capital of $20,000, to manufacture and sell tacks, tubs, crates, packages, etc. C. H. Preston, president John W. Miller and Daniel T. Gans are among the incorporators.

Jersey City, N. J.—Harker & Co. has been incorporated; agent in charge, Clarence Kelsey. Capital, $100,000. Incorporators, Stephen L. Harker, Eusebio F. Cabezola, Margaret J. Cabezola and Nellie H. Harker. The company is to manufacture and cover wire of all kinds.

Kansas City, Mo.—The Interstate Manufacturing Co., an implement concern, has been incorporated. The capital stock was given as $100,000. The incorporators are John M. Wilson, R. B. Taliaferro, J. E. Markle and J. M. Wilson as trustee for L. R. Wilson, all of Kansas City.

La Salle, N. Y.—The Evershed Manufacturing Co. has been incorporated to make and sell dumb waiters, elevators, refrigerators, etc. Capital stock $50,000. Directors for the first year are Henry Keller and Frederick Deimer of La Salle; Frederick E. Gee and Albert W. Morse, of North Springfield, Pa., and Geo. F. Graf, of Buffalo.

Monmouth, Ill.—S. J. Wolff is to engage in the manufacture of razors and knives. He will also put in an automatic machine for lawn mower grinding.

Newburyport, Mass.—The Ordway Oven & Heating Company has leased a part of the paint shop of the Newburyport car works, and will manufacture bakers' tools.

Paducah, Ky.—The Rubber Grip Tool Handle Company has been incorporated with $20,000 capital.

Pittsburgh, Pa.—The Prouty-Pierce Gasoline Locomotive Company has merged with the Western Wheelbarrow Company and the concern will hereafter be known as the Western Wheelbarrow Manufacturing Co. The company has incorporated under the laws of Kansas for $150,000 and will manufacture wheelbarrows and trucks. S. W. Pierce, a banker of Junction City, Kan., is president; T. G. Dade, vice-president and general manager, and Henry Parsons, an Armourdale real estate man, secretary.

Salem, Mass.—The Salem Machine Knives Company has been incorporated; capital, $25,000; president, Joseph B. Couin, treasurer, Pierre St. Pierre.

Sandyhill, N. Y.—Mill Machinery Manufacturers has been incorporated; objects, manufacturing Heavy Hardware. Capital, $10,000. Incorporators: William J. Gallagher, Frank M. Chapman, Brodie G. Higley, all of Sandyhill.

Springfield, Mass.—The International Machine and Screw Company has been organized to manufacture machine screws by means of a new machine which has been invented by George T. Warwick of this city and which has commended itself to all who have seen it. The company is to be incorporated with a capital stock of $500,000 and the stock books are now open for subscriptions. The officers of the company are all well-known local men, as follows: President, T. W. Leete; vice-president and general manager, George T. Warwick; directors, T. W. Leete, George T. Warwick, D. O. Gilmore, Henry E. Marsh and Sherman D. Porter. The International machine is said to make in 10 hours 18 times as many screws as can be made by the automatic machine now in use.

Toledo, Ohio.—The Toledo Plow Company has been incorporated by E. W. Toberton, H. E. Frankeberger, R. W. Kirkley, Charles W. Bond and Frank H. Gear. Capital stock, $25,000.

Toledo, Ohio.—The Toledo Specialty Furniture Co. has been incorporated by Carl Kieper, Emil Kieper, E. Horten, Frank L. Mulholland and Charles Hartmann. They will manufacture refrigerators, ice-boxes, office furniture, etc.

Changes.

Binghamton, N. Y.—The 1900 Washer Co. is to erect a branch factory in Germany for the manufacture of machines for European sale. The company has been planning for this factory for some time and by the opening of it will be enabled to sell machines on the continent much cheaper than under present conditions. The final arrangements for this factory are now being carried on and when they are completed men from the local factory will be sent to Germany to start the work properly, and train the employees.

Hartford, Conn.—The Capewell Horse Nail Co. is establishing a factory in Toronto to supply the Canadian market.

Lorain, Ohio.—The American Stove Co. will erect a new factory building. It will be a one-story building 81 by 153 feet in size.

New Britain, Conn.—The Corbin Screw Company has bought property on Myrtle, Lafayette and High streets from the St. Mary's Roman Catholic Church. The consideration is in the neighborhood of $50,000. It is understood that a new plant will be erected and that the company will concentrate its several plants.

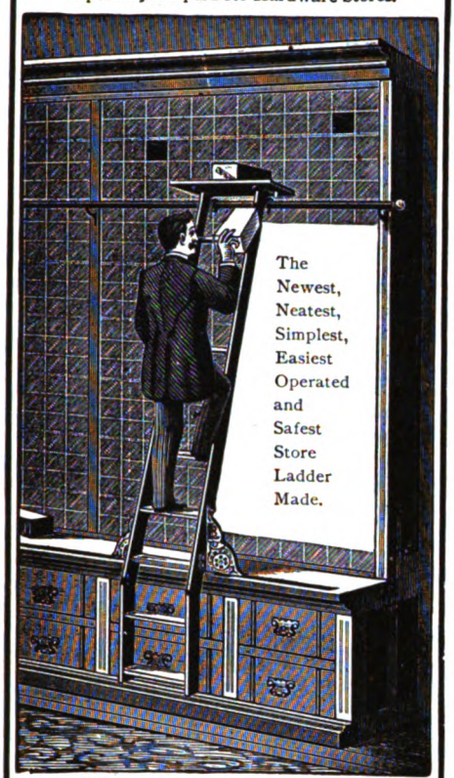
Reading, Pa.—Remaley, proprietor of the local screen factory, will build a $150,000 addition to his shops and install a perforating plant of which there are only three in the country.

Reading, Pa.—The Reading Stove Works are making a number of improvements to their plant. An addition 49 by 230 feet is being built to the foundry, accommodating some 35 more molders.

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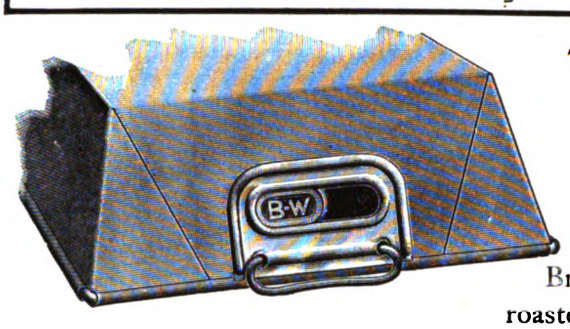
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BICYCLE AND SPORTING GOODS RECORD.

Bicycle manufacturers and dealers, the country over, are requested to contribute to this page. News of new stores, changes, improvements, etc., will be gladly received, and promptly published.

New Stores, Incorporations, Etc.

Chicago, Ill.—The Armac Motor Co. has been incorporated with $50,000 capital. S. T. Meservey, A. N. Eastman and E. P. Eastman figure as the corporators.

Chillicothe, Ohio.—Stocklin & Hermstein are a new firm who will handle a fine line of Hardware and sporting goods.

Cleveland, Ohio.—The Smokeless Powder and Cartridge Co. has organized with a capital of $5,000 and will shortly begin the manufacture of smokeless powder.

Dallas, Texas.—The Moseley Sporting Goods Company has been incorporated with a paid-up capital of $30,000. The incorporators are J. H. Moseley, E. W. Miller and J. A. Rose, all of Dallas.

Dayton, Ohio.—The Pneumatic Tire Protector Company has been incorporated by G. G. Peckham, Walter S. Thomas, E. E. Cooto, G. T. Thomas and D. W. Wood. Capital stock $10,000.

Elizabeth, N. J.—The Stanton Manufacturing Company has been incorporated. Capital stock $10,000. Incorporators: A. C. Stanton, Maxwell K. Willoughby and Frank Southmayd all of Roselle Park. The company will make automobiles and motors of all kinds, also tools, machinery and parts.

Hume, N. Y.—The Allegheny Powder Co. has been incorporated to manufacture explosives; capital, $20,000. Incorporators: Cart J. Howden, Frank W. Hark and Frank W. Cole, all of Filmore, N. Y.

Montreal, Can.—The General Explosives Company, Limited, has just been incorporated. The shareholders are Mr. R. L. Dillon, of Montreal, John McMartin, contractor, of Cornwall, and several Ottawa gentlemen. The capital stock is $20,000. The object is to manufacture explosives, make cartridges, acquire, and sell patents necessary for such business, and generally to carry on the manufacture and sale of powder, dynamite and other explosives.

Pensacola, Fla.—Walter S. Horton has opened a bicycle shop at No. 12 East Intendentia Street, where he will keep for sale and rent all the standard makes of bicycles. He will also deal in general bicycle repairing, typewriting, guns, pistols, locks, etc.

Port Huron, Mich.—The Boyce Hardware Co., which takes over the stock of Hardware and sporting goods of S. L. Boyce & Son, has been incorporated by Samuel L. Boyce, Charles F. Boyce, Miss Jennie B. Boyce and Miss Florence A. Boyce. The company is capitalized at $30,000.

Schuylkill, Pa.—Frank Starr and George W. Beddall of Port Carbon, Pa., will deal in sporting goods in their store at this place.

Smithtown, N. Y.—Jacob Bowers has opened a new repair shop.

Changes.

Akron, Ohio.—The Goodyear Tire & Rubber Company have commenced the building of two large additions to their plant and this, with the installation of new machinery and a powerful engine, will place the plant in position to handle the growing business of this company. An addition to the engine room, 80 by 38 feet, is being built while the tire department is being almost doubled in size, a new building, 90 by 46 feet, being now under course of construction as an addition to the present tire shop. A new 1500 horsepower cross compound Corliss engine has been ordered and will be installed in the new addition to the plant. This will almost double the power capacity of the plant and will be used to take care of a large amount of new machinery that has been ordered.

Marlow, Tenn.—The Rand Powder Company, whose manufactory is being established on the Louisville & Nashville and the Southern railroads will begin operations about August 1. The Rand Powder Company will have a capacity of 600 or 700 kegs of powder a day. The plant has a power of 1,200 kegs a day. It is probable that after a short while its capacity will be increased to that extent. Sixty-five to seventy men will be employed by the company.

Minneapolis, Minn.—The E. A. Williams Cycle Company of this city has bought out the Minneapolis cycle branch of the Beckley-Ralston Company of Chicago. The Beckley-Ralston Company will continue the Minneapolis branch of its auto business. The E. A. Williams Company, having also bought out the Northern Cycle and Auto Company of this city last October, has, by the deal just closed, become the only large manufacturer and jobber in the cycle business. All three companies were conducting the jobbing part of their business in the large building at 116 Sixth Street south. The Beckley-Ralston Company retains a corner of the ground floor for the display of its automobiles, but all the rest of the space is now occupied by the local company.

Rockville, Conn.—E. J. Martin & Sons of this city, manufacturers of fish lines, are to erect a new boiler house in connection with their business. The business has developed so rapidly of late that the firm is in need of more power. The plans for the new boiler house call for a frame building 50 by 30, including boiler house and coal bin.

San Francisco, Cal.—The Emil. B. Bekeart Company of San Francisco have sold out their tire agencies and tire repair shops both in San Francisco and Los Angeles to the Fisk Rubber Co., who since July 1 have conducted these branches on their own account. The reason assigned is that the Bekeart Company could not handle increased business in this line and still do justice to their gun and sporting goods trade.

St. Paul, Minn.—The Armac Motor Co. which recently reincorporated under the laws of Illinois, with its capitalization increased to $50,000, will remove its present plant to Chicago on August 15th, locating at 464 Carroll Avenue.

Toledo, Ohio.—Ezra E. Kirk, for so many years general manager of the Kirk Manufacturing Company, and of its successor, the Consolidated Manufacturing Company, has retired from the company, and for the immediate future will devote himself to private interests.

Torrington, Conn.—The Eagle Bicycle Company which has been manufacturing bicycles at its factory here for fifteen years has decided to drop that line of business and will instead make gas engines and auto accessories.

Xenia, Ohio.—The Miami Powder Company will establish a powder and dynamite mill about four miles south of Thebes.

Miscellaneous.

Auckland, New Zealand.—A. Bevins & Company is desirous of obtaining the agency of firms in the sporting goods line. He gives as his reference the National Bank of New Zealand, Ltd., with offices in London.

Warren, Pa.—The Pennsylvania Shovel Company has increased its capital stock from $10,000 to $150,000.

Youngstown, Ohio.—The Youngstown Bolt Company has been transferred to the Morgan Spring Company, of Worcester, Mass. A large number of Youngstown capitalists are interested in the purchase of the plant and have subscribed bonds to the amount of $200,000, an equal amount to that which the Morgan Spring Company will invest.

Washington, D. C.—Anderson & Sons Co. has been incorporated to engage in manufacturing iron and steel machinery, tools and articles of like nature. The corporation is capitalized at $150,000, and the incorporators are Wm. R. Anderson, E. W. McCormick, B. E. T. Kretschmann and S. A. Terry.

Waverly, Ohio.—The Waverly Pump Company has been incorporated with a capital stock of $25,000 to manufacture pumps. The officers of the company are: E. Camm, president; C. N. Richardson, vice-president; Edward Barrick, secretary.

Changes.

Port Huron, Mich.—The Roberts Handle Co. has been dissolved.

Detroit, Mich.—The National Twist Drill & Tool Co. has increased its capital stock from $20,000 to $40.000.

Pogosa Springs, Colo.—F. H. Sparks has purchased the business of the Pogosa Hardware Co.

Powhattan, Kan.—N. P. Sprague has sold his Hardware business to Emmons, Graham & Joss.

St. Louis, Mo.—The St. Louis Well Machine & Tool Co. has established a branch office at Oklahoma City, Okla., with C. P. Taneyhill in charge. Stock will be carried at this branch, including not only products of the St. Louis Well Machine Co., but also a full line of drill rope made by the American Manufacturing Co., New York.

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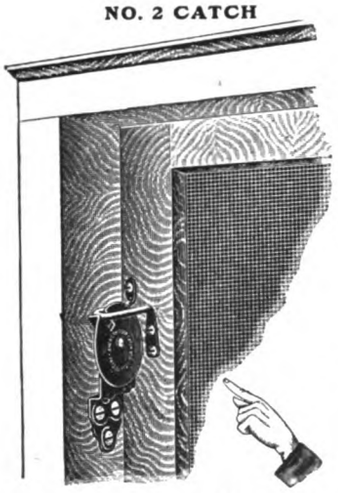
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Stops rattling, prevents warping, and door from being blown open by draughts.

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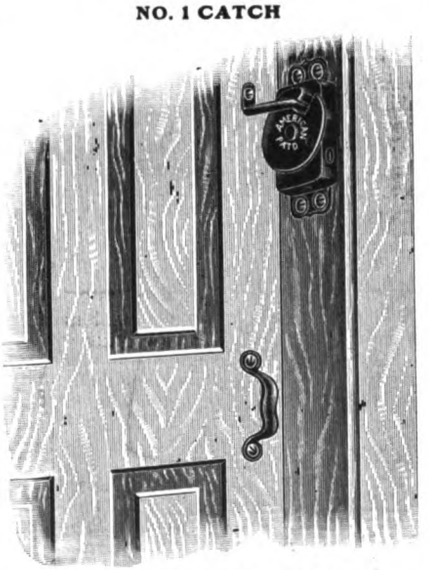
Sold by all Leading Jobbers.

Drop a postal for sample catch, mailed free. Attach it to a door and note result.

A mounted wood model free with first order of 3 dozen.

MANUFACTURED BY

NO. 1 CATCH



A few places where the No. 1 Catch can be used: Panel doors, storm doors, barn doors, refrigerators, gates and heavy doors, of any kind that swing on hinges.

The American Door Catch is both automatic and universal. The catch will take the place of the ordinary lock and the old style latch. It is simpler, cheaper and more effective.

AMERICAN HARDWARE MFG. CO.,
OTTAWA, ILLINOIS.

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BUFFALO
WIRE WORKS CO.
FORMERLY SCHEELER'S SONS
WIRE CLOTH
WIRE GOODS
Artistic Metal Works.
SEND FOR CATALOGUE
BUFFALO N.Y.
U.S.A.

Hardwaremen's Exchange

Notices of **HELP WANTED** *or* **SITUATIONS WANTED** *will be inserted in this column, for subscribers, free of charge. Should not exceed four lines. Notices of* **SIDE LINE OFFERED, SIDE LINE WANTED** *and* **ALL OTHER NOTICES,** *two cents per word. No ad. received less than three lines.*

Hardware Salesmen Wanted.

SPECIALTY SALESMEN to sell splendid specialty—a cherry seeder; best and also the cheapest on the market; model can be carried in vest pocket; easy to sell; liberal commission; good money for the right parties; write to-day for particulars. E. L. Arnott, Greenfield, Ohio.

For Sale.

FOR SALE. Our Hardware, Tin and Plumbing business opened Mav 1st. Town 7 months old, 1200 people, growing rapidly. Climate of the best. $3,000 cash includes building 24 by 60. Good opening for any one. Address Box 127, Twin Falls, Idaho.

Side Line Offered.

SALESMEN calling on Hardware Dealers can increase their income by carrying a copy of HARDWARE with them. A few minutes talk with the Hardware Dealer almost invariably gets his subscription. A liberal commission goes to the salesman—why don't you try it?

HARDWARE PUBLISHING CO.,
309 Broadway, New York

SALESMAN to carry a good side line that will pay traveling expenses. Sells to house furnishing, general, and hardware stores. Pocket model free. Season now on. Novelty Mfg. Co., Ottawa, Ill.

A TRAVELING SALESMAN. Now employed; 15 years successful; experience in selling Hardware specialties to jobbers; would consider desirable change in similar capacity. Address, "Salary," care Hardware Publishing Co., New York City.

HARDWARE Salesman understands Builders Hardware. 17 years with one house. Best references. At liberty Sept. 1st. J. E. R. care "HARDWARE"

Every Housewife



Knows the superiority of grated corn for fritters and other dishes. Makes the cooking so much more tasty than corn cut from the cob. With the

Favorite Corn Grater

the inside of the kernel is extracted, leaving the hull on the cob. Pass the corn forward over the teeth, which will puncture the grain and the smooth edge will scrape out all the nutritious elements and leave the shell of the grain on the cob.

The grater is made of hardwood, fine steel and handsomely finished.

Size 12x3 inches. Dozen packed in paper box. Gross lots in cases. Weight, 70 pounds per gross.

Dealers have always found it a good summer seller.

J. M. MAST MFG. CO.

Lititz, Pa., U. S. A.

Wanted.

HAMBBURG IMPORT FIRM keeping traveling men on the road all over the European continent throughout the whole year wants connection with American Manufacturers or Commission houses which bring upon the market novelties in household goods and Hardware. At the same time this firm recommends itself as buyer of European products of industry. Banking references given and wanted. Please apply sub. H. L. 1657-g to Advertising Agency, Rudolf Mosse, Hamburg, Germany.

Situation Wanted.

SITUATION WANTED. As Manager or Clerk in Hardware store. Fifteen years experience. Good habits. Best references. Address, "BEST MAN," care Hardware Publishing Co., New York.

Tool Chests

All sizes, complete with tools, for boys, youths, gentlemen, farmers, railroads and carpenters' use; also Tool Cabinets.

Machinists' and pipe fitters' empty Tool Chests.

Agents for Steel Tool Chests.

Send for Catalogue.

AMERICAN TOOL CHEST CO.
200 West Houston St., New York, U. S. A.



THE SHAVEZY GUARD



May be adjusted to any blade.
Instantly changed from right to left.
Is the Best and a Cheap Guard.

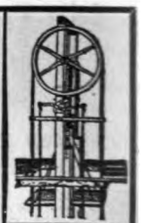
Get my prices, which are right.

L. T. WEISS, SOLE MANUFACTURER,
286-90 Graham St., Brooklyn, N. Y.

Robert Murray.
24 Duane St.,
New York City.
General Hardware

Agent for Atlantic Screw Works.
Wood Screws of Every Description.
Agent for Maynard's Socket Shovels.

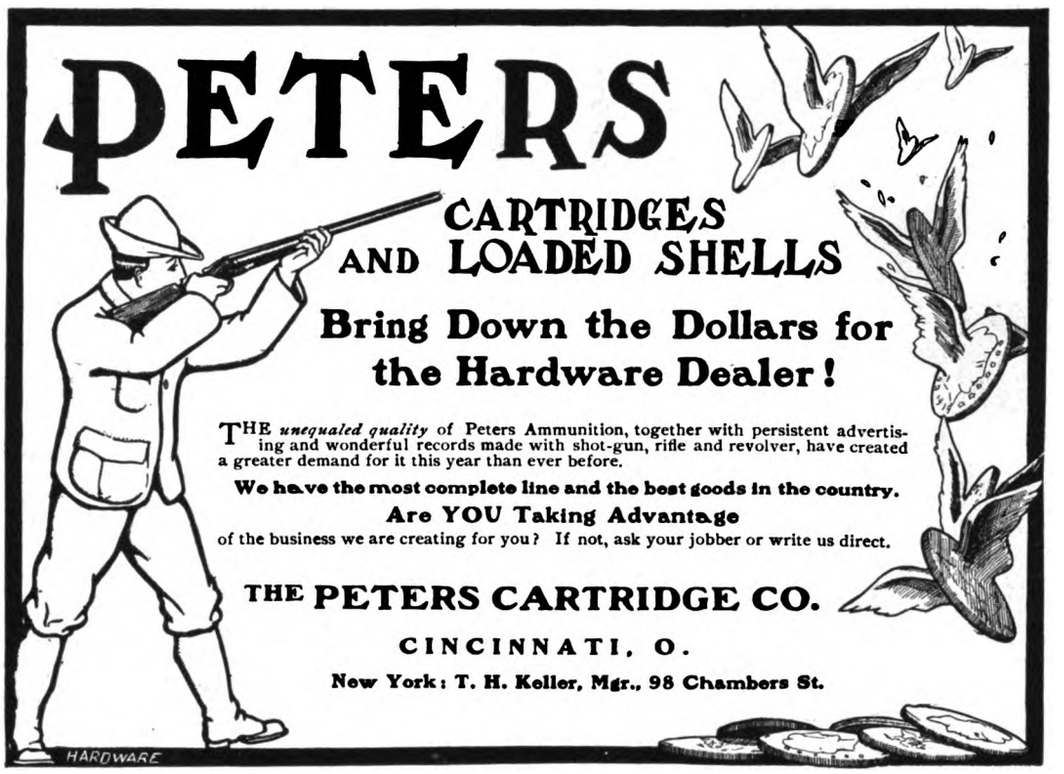
Improved Quick and Easy Rising Steam, Electric and Hand Power
ELEVATORS
Send for Circulars.
Kimball Bros. Co.,
1013 Ninth St., Council Bluffs, Ia.
KIMBALL ELEVATOR CO., 120 Cedar St., New York.
39 Vincent St., Cleveland, O.



PARKS & PARKS
TROY, N.Y.
MANUFACTURERS OF
HARDWARE AND HOUSEHOLD SPECIALTIES

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PETERS



CARTRIDGES AND LOADED SHELLS

Bring Down the Dollars for the Hardware Dealer!

THE *unequaled quality* of Peters Ammunition, together with persistent advertising and wonderful records made with shot-gun, rifle and revolver, have created a greater demand for it this year than ever before.

We have the most complete line and the best goods in the country.

Are YOU Taking Advantage

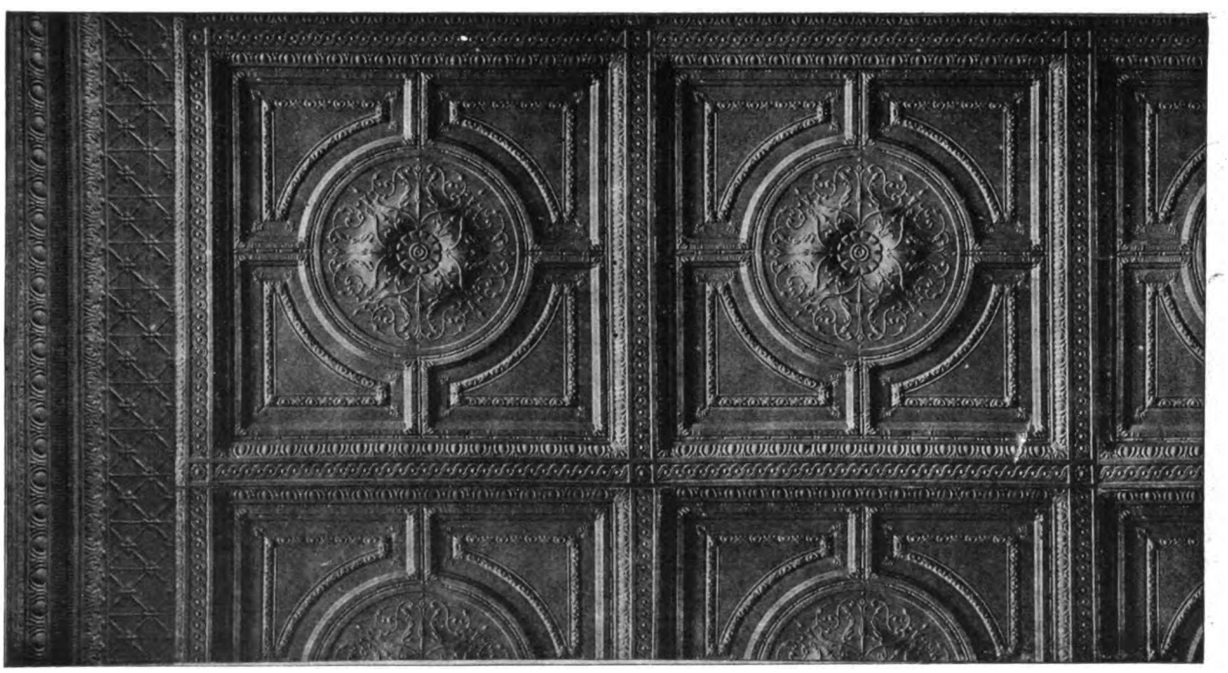
of the business we are creating for you? If not, ask your jobber or write us direct.

THE PETERS CARTRIDGE CO.

CINCINNATI, O.

New York: T. H. Keller, Mgr., 98 Chambers St.

HARDWARE



Northrop's Metal Ceilings

The latest and the best designs in Metal Ceilings are finely illustrated in our new catalog. You ought to have a copy.
Name anything you wish in the way of metal ceilings or walls for rooms of any size, shape, kind or purpose, and you'll find that the original

NORTHROP METAL CEILINGS

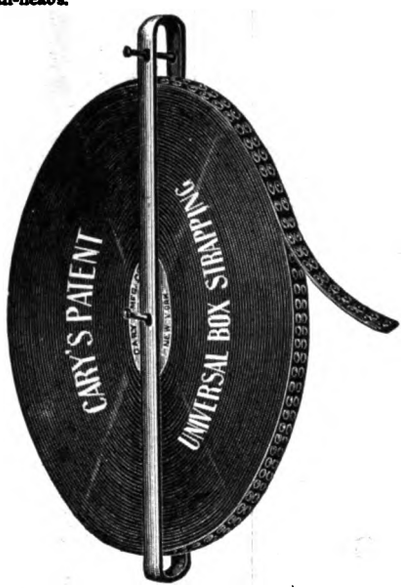
are still unequalled in sharpness of stamping, simplicity of construction and architectural fineness.
Every Hardwareman ought to handle Northrop's Metal Ceilings. Any mechanic can put them up.
Remember: If you'll send us the particulars about any room, we'll submit drawings and prices.

NORTHROP, COBURN & DODGE CO., Manufacturers
40 CHERRY STREET, NEW YORK

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CARY'S UNIVERSAL BOX STRAP

A continuous Metal Strap with a series of raised bosses along edges to strengthen it and to protect nail-heads.



Put up in coils 300 feet each.
Patent Metal Reel Frame with each coil.
Straps made in four widths: ½, ⅝, ¾ and 1 inch.
Patented in all countries.

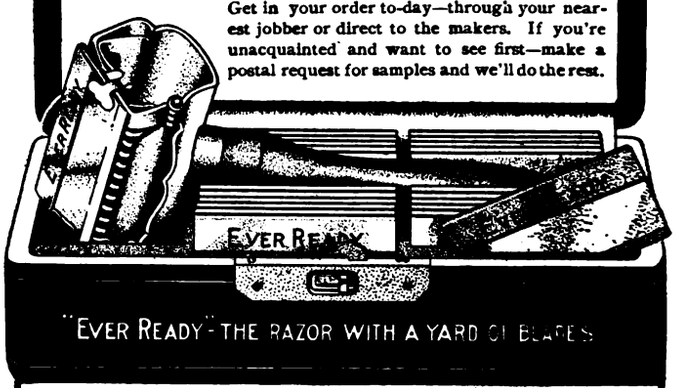
CARY MFG. CO.,
19 & 21 Roosevelt Street, New York.
Cable Address: CARLEIO

EVERYBODY—EVERYWHERE
IS CALLING FOR
"Ever-Ready" Safety Razors

The only $5.00 retail proposition on the market to-day that gives the customer a run for his money and allows the retailer a profit that is worth his while. **"Ever-Ready" sets contain twenty-four keen, perfect blades**—a dozen more than any other similar priced razor. "Ever-Ready" blades are as thin as paper and yet can be rehoned and resharpened at will—another incomparable feature.

Advertised at $5.00—
BIG PROFITS TO RETAILERS

Get in your order to-day—through your nearest jobber or direct to the makers. If you're unacquainted and want to see first—make a postal request for samples and we'll do the rest.



"EVER READY"—THE RAZOR WITH A YARD OF BLADES

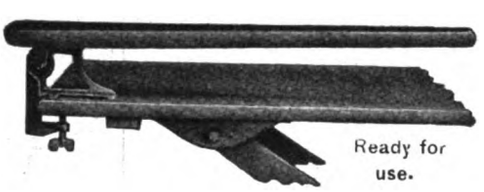
Reichard & Scheuber Mfg. Co.
66 Duane St., New York City

Makers of Yankee Safety Razors—Yankee Sets—Stropping Machines and Radio Magno Razors.

AUXILIARY IRONING BOARD



Turned back out of way



Ready for use.

A Money Maker

USED THE YEAR 'ROUND - USED THE WORLD 'ROUND

A most substantial and satisfactory auxiliary to table or regular ironing board for ironing sleeves, shirt waists, etc. The turn-back feature is its great convenience. None other has it. Always in place. Never in the way.
It is not a cheaply-constructed article, but one built for every-day use and for universal satisfaction.

We have further information we will be glad to give you.
Better write for it.

W. H. GLENNY AND COMPANY, SPECIALTY MFG. DEPT.

ROCHESTER, N. Y., U. S. A.

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PRICES CURRENT

The prices in this Prices Current are intended for the Hardware trade only, and for such quantities as are usually purchased by retail dealers. They are carefully revised and represent quotations at which purchases can be made. Very small quantities, and broken packages, frequently make higher prices necessary.

Subscribers are requested to notify us of any discrepancies, as we desire to make this department of our paper worthy of their constant attention.

The list prices, from which discounts are given, will always be furnished the dealer upon request, by the manufacturer quoted.

Ammunition

CAPS—PERCUSSION—

Eley's E. B.....60c
G. D.....per M 34@35c
F. L.....per M 40@45c
G. E.....per M 50@62c
Musket.....per M 62@63c

PRIMERS—

Berdan Primers $2.00 per M.....20&5%
B.L. Caps (Sturtevant Shells) $2.00 per M.....20%
All other Primers per M. $1.52 to $1.60.

CARTRIDGES—

Blank Cartridges:
32 C. F., $5.50.....10&5%
38 C. F., $7.00.....10&5%
22 cal., Rim, $1.50.....10&5%
32 cal., Rim, $2.75.....10&5%
B. B. Caps, Can. Ball, swgd.....$1.90
B. B. Caps, Round Ball.....$1.49
Cent. Fire.....25%
Target and Sporting Rifle.....15&5%
Primed Shells and Bullets.....15&10%
Rim Fire Sporting.....50%
Rim Fire Military.....15&5%

SHELLS, EMPTY—

Brass Shells:
First quality, all ganges.....60&5%
Climax, Club, Rival, 10 and 12 gge..65&5%
Paper Shells:
Acme, Ideal, Leader, New Rapid, Magic, 10, 12, 16 and 20 gauge.....25&5%
Blue Rival, New Climax, Challenge, Monarch, Defiance, New Victor, Repeater, Yellow Rival, 10, 12, 13 and 20 gauge.....20%
Climax, Union, League, New Rival, 10 and 12 gauge.....25%
Climax, Union, League, New Rival, 14, 16 and 20 gauge ($7.50 list).....20.
Expert, Metal lined, and Pigeon, 10, 12, 16 and 20 gauge.....33⅓&5%

SHELLS, LOADED—

Black Powder.....40%
Smokeless Powder, medium grade....40&5%
Smokeless Powder, high grade....40&10&10

SHOT—

Drop, up to B 25 lb bag.....$1.65
Drop, B and larger, per 25 lb bag.....1.90
Buck, 25 lb bag.....1.90
Chilled, 25 lb bag.....1.90
Dust Shot, 22 lb bag.....2.25

GUN WADS—₱ 1000—

B. E., 11 up.....$ 60
B. E., 9 and 10.....70
B. E., 8.....80
B. E., 7.....80
P. E., 11 up.....1.00 } 15%
P. E., 9 and 10.....1.25
P. E., 8.....1.50
P. E., 7.....1.50
Ely's B. E., 11 and larger.....$1.70@$175
Ely's P. E., 12 to 20.....$.00@$3.25

Animal Pokes

	₱ doz.
Iowa Farming Tools.	
Hawkeye	$3.25
Western	4.00

Anti-Rattlers

Fernald, Quick Shift, ₱ doz. pair, net..$2.00
Burton's, ₱ doz. pair, Nos. 2 and 5.....50c
Per doz. pair, No. 1.....75c
Per doz. pair, No. 4.....1.00

Kohler's:	₱ Gro.
Daisy, No. 4	Net. $5.00
Perfect, No. 2	Net. 7.20
Bolt Holder, No. 1	Net. 9.00

Anvils

American "Horse-Shoe".....9¼c
Arm and Hammer.....8¼@8½c
Eagle Anvils, ₱ lb, net.....7½@8c
Peter Wright's.....10½c
Trenton.....9 to9½c
Columbian, all steel, ₱ lb, net.....9c

ANVIL AND VISE COMBINED—

Millers Falls (with drill).....$18.00, 15&10%

Augers and Auger Bits

Boring Machine Snells.....70%
Com. Auger Bits.....75@75&10%
Forstner Pat. Bits.....25%
Ford Auger Bit Co:
Auger Bits, Car Bits, Machine Bits } 40@40&5%
C. E. Jennings & Co.:
D'ble Spur pattern car, No. 30..40&7½&10%
Nobles Double Spur, No. 32.....55&10%
No. 10, Extension Lip.....25&10%
Car Bits, No. 10.....25&10%
Car Bits, No. 30.....40&7½&10%
Ring Augers.....66⅔&10%
Jennings' Pattern.....60&10%@70%
Snell's Auger and Car Bits.....60%
Extra.....60%
No. 1.....50&10%
Russell Jennings' Augers and Bits.....25&10&2½%

HOLLOW AUGERS—

Ames.....25&10%
Bonney's Adjustable.....$9.00&10.00
Hibbard's Adjustable.....Net prices
Ives.....25&10
Millers Falls, Goodell.....15&7½&10%
Universal, each $4.50.....25%

EXPANSIVE BITS—

C. E. Jennings & Co.....33⅓&10%
Clark's small, $18.....55&10%
Clark's large, $26.....55&10%
Ives' Model, ₱ doz. $60.....50%

DOUBLE CUT GIMLET BITS—

Common, net.....$3.00@$3.25
German Pattern, net.....$4.50@4.75
Mayhew's Diamond ₱ doz. $1.25.....40%
C. E. Jennings & Co.....45&10%
Ladds.....60&10%
Mayhew's.....40&10%
Snell's Bell Hangers.....60&5%

TWIST DRILLS—

Bit Stock.....60&10 60, 10&10
Taper and Straight Shank...60&10@60, 10&5

SHIP AUGERS AND BITS—

Ford Auger Bit Co.....40%
L'Hommedieu's.....15&10%
Snell's.....40%
Watrous'.....35&5&10%

Awl and Auger Handles

See Handles

Awls

	Per Gro.
Handled Brad	$2.75@3.00
Handled Scratched	$3.50@4.00
Patent Peg	$31@34c
Sewing, Com	88@$1.00
Shouldered Peg	65@70c
Shouldered Brad	50%
Socket Scratch ₱ doz	$1.00
Stanley Rule and Level Handled Brad	45%

Awl and Tool Sets

Aiken's Awls and Tools:
No. 10, ₱ doz. $7.50; No. 20, ₱ Doz. $10.....60%
Brad Sets:
No. 42, $10.50; No. 43, $12.50.....70%
Fray's Adj. Tool Hdls, Nos. 1, $12; 2, $18; 3, $12; 4, $9; 5, $7.....50%
Ice Awls.....55%
Miller's Falls Adj. Tool Holders:
Nos. 1, $12; 2, $12; 4, $12; 5, $18....15&10%
C. E. Jennings & Co's. Adj. Tool Hdls..33⅓%
Rollis Hdw. Co., Adj. Tool Holders, No. 1, $18.....30%

Axes

First quality, best brands.....$6.50to9.75
Ice, Bradley's.....30%
Bradley's wide bit, net.....$10.50
Long Island, net.....$9.25

HATCHETS—

Hunt's, Underhill's, Bloodt's or Plumb's:
Shingling, etc.....33⅓&5
Broad and Bbl.....33⅓%
Boy's Axes.....33⅓&5
D Simmons & Co.:
Broad, Shingling and claw, Lath, Hunters', etc } 50&5%
Picks and Mattocks.....50%
Peck Edge Tool Co.:
Hatchets, shingling, etc.....33⅓&5
Broad and Bb'l.....33⅓
Boy's Axes and Hatchets.....33⅓&5

Axle Grease

Dixon's "Everlasting" Graphite:

1 lb cans (36 in case)	15 ea.
2 " " " "	25 "
10 " firkins (6 in case)	$1.20 "
25 " "	2.75 "
50 " kegs	5.00 "
100 " "	9.00 "
200 " half bbls	8½lb
375-400 lb "	8½lb

Balances, Spring

Chatillon's:
Light, class A.....40&10%
Circular Balances, class C.....50%
Ice Balances, class B.....50%
Straight Balances, Class A1 and A2...40%
Class D. E. F.....30%
Class G.....20%

Balances, Sash

Caldwell's.....50%
Pullman's.....50&10&60

Beef Shavers

Enterprise:
Japanned, each, $8.00.....25@30%
Tinned, each, $10.50.....25@30%

Bells

HAND—

Hand Bells, polished brass.....60@60&10%
Pure bell metal.....60%
Silver chime.....33⅓@35%
White metal.....60%

DOOR—

Trip, Gem.....50&10%
Gong, Abbe's.....45%
Gong, Yankee.....55%
New Departure:
Rotary.....50@10%
Push.....50%

"SEEING IS BELIEVING."

ADVERTISE JUDICIOUSLY

But before you advertise at all see that your stock of goods is "*right.*"

The man to whom you sell cheap stuff may be satisfied for the moment, but later when he is disappointed in the se v-ice, the short life of the article, and its poor appearance—all the advertising on earth will not coax him into your store again. You may have given him what he *wanted*, or thought he did, but should have given him what he *needed.*

Quality goods are good advertising, they not only hold your old trade but bring in new customers as well.

Our line of quality goods, spring hinges, jamb, floor, cabinet, show case, lavatory, etc., door springs and pulls, and kindred articles, we guarantee to be no higher in price than inferior grades.

Invest a penny—drop us a postal asking for our Builders' Hardware Catalog No. 12 and price list and we'll introduce to you our "business getters."

Columbian Hardware Mfg. Co.

Manufacturers

Cleveland, Ohio.

Anvils and Vises,
Builders' Hardware.
Joist and Wall Hangers.

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COW—
Common wrought....75%@75&10%
Kentucky....70@70&10%
Kentucky, Sargent's list....70%
Texas Star....50%
Western, Sargent's list....70@70&10%

Bellows
Blacksmiths'....65&10@70%
Hand....25&10%
Moulders'....25&10%

Belting Rubber
Boston Belting Co:
"Boston"....50%
"Imperial," seamless stitched....45%
Niagara....60%
New Jersey Car Spring & Rubber Co:
Extra Para....40&10%
Reliable....50&10%
Staple....60&10%

Bench Stops
Morrill's No. 1, $10.00 per doz.; No. 2, $13.50....50%
Seymour Smith & Sons....25&10%
Miller's Falls....15&10%
Weston's....40

Binder Twine
	Per Pound
Sisal	10c
Standard	10c
Standard Manila	11c
Manila	12c
Pure Manila	18c

Bit Holders.
Angular....45%
Extension:
Barber's, ₱ doz. $15.00....45@50%
Ives' ₱ doz. $20.00....60&10%

Blind Adjusters
Columbian....33⅓%
Domestic, ₱ doz. $3.00....33⅓%
Excelsior, ₱ doz. $10.00....50&10&5%
North's....10%
Zimmerman's....50%

Blind Fastenings and Tenons
Security Gravity, ₱ gr....$9.00
Zimmerman's....50%

Blocks, Tackle
Eddy's....50&10@60%
Hartz' Steel....40&10₱50&5%
Iron Strapped, Japanned Sheaves....70&10%
Iron Strapped, Lig Vitae Sheaves....60%
Rope Strapped, Japanned Sheaves....65&10%
L. V. Sheaves....40%
Lanes:
Junior, Self Sustaining....80%
Pat. Automatic....80%
Perfect Safety....80%
Stowell, Novelty Block....50&10%

Bolts
DOOR AND SHUTTER—
Cast Iron Barrel, Square, &c....60&10%
Cast Iron Chain....60&10%
Cast Iron Shutter Bolts....60&10%
Ives' Patent Door Bolts....60%
Wrought Barrel....80@80&10%
Wrought Barrel Bolts, Griffin's....75&10%
Wrought Square....70@70&10%
Wrt Shutter, St'nrd list....50&10%@50&10&5%
Wrought Spring, Sargent's....70&10@75%

CARRIAGE, MACHINE, &C.—
Common carriage (cut thread), ⅝x6 and smaller....75&2½%
Larger and longer....70%
Phila. Eagle, $3.00 list May 24, '99....80&10%
Bolt ends, list Feb. 14, '95....70&5%
Bolt ends, with C and T nuts....65&10%
Machine, ⅜x4 and smaller....75&5%
Machine, larger and longer....70&5%

TIRE—
American Screw Co:
Bay State, plain, list Dec. 23, '99....72½%
Bay State, fluted....72½%
Eagle Phila....82½%
Norway, Phila....80%
Common....72½@73½&10%
Norway, Phila....80%
Portchester, Norway....80%
Phila....80%

STOVE AND PLOW—
Plow....70&10@70&10&5%
Stove....90%@80&10%

MISCELLANEOUS—
Sink....80%

Bone Mills
Enterprise....25@30%
Stearns....40%

Borers, Tap
Enterprise....20@25%
	Each	Nos. 1	2	3
	$1.35,	$1.55,		$2.50
C. E. Jennings & Co.:
No. 6....30&10%
No. 10....25&10%
Common ring....20&10%
Ives....25&10%

Boring Machines
WITHOUT AUGERS—
	Upright.	Angular.
Jennings'		35&5&10%
Miller's Falls	$7.50,	15&19%
Snell's, Rice's Pat.	$2.50,	$2.75
Ajax....40%
Phillips....$4.00 net

Bow Pins
Hotchkiss....60&10%

Boxes, Mail
Heller's....40&5%

Box Hooks
Humason & Beckley's....60&10&10%

Box Openers
Humason's....₱ doz. net $5.00
Bemis & Call's....65%

Box Scrapers
Bradley's....20%

Box Strapping
Cary Mfg. Co's., in case lots:
"Universal"....20&10&10&10
Standard Metal Strap Co's.:
Eclipse....20&10&10&5%

Braces
Barbers'....50&10&10@60&10%
Barbers' Ratchet....60@60&10%
Common Ball American....60@60&10%
Ives':
Barbers'....60&5%
Barbers' Ratchet....60@60&10%
New Haven Novelty....70%
New Haven Ratchet....60&10%
Spofford....60&5%
C. E. Jennings & Co.:
No. 108@114½%....50&5&10%
No. 208½@214½%....50&5&10%
Lancaster Mach. & Knife Works....50%
Gen. Spofford's....60%

Brackets
Griffin's Folding....70&10%
Griffin's Pressed Steel....80%
Bradley's Patent, full cases....80&10&10%
Bradley's, in broken cases....80&10%

Bracket Saw Frames
Miller's Falls Co....25&10%

Bracket Sets
Miller's Falls Co....33⅓&10%

Bright Wire Goods
Standard list, June 24, 1903....90&10&10@90&10&10%&5%

Bull Rings
Humason, Beckley & Co's....80%
Rea's 2¼ in. net, ₱ doz....$1.50
Sargent's....80%
Seymour Smith & Sons....60%

Bull Punches
Humason & Beckley's, ₱ doz. net....$3.05

Butchers' Cleavers
Bradley's....40%
Foster Bros., flat heads....30%
Foster Bros., round heads....30%
Lancaster Mach. & Knife Works....33⅓40%
L. & I. J. White....30%
Plumb's....33⅓%

Butcher Knives
See Knives.

Butchers' Saw Blades
Miller's Falls Co., Star....15@15&10%
C. E. Jennings & Co....30&10%

Butter and Cheese Triers
Ordinary Black Handle....25%
Humason & Beckley's....40%

Butt and Rabbet Gauges
Stanley's....25&10%

Butts
BRASS—
Wrought Brass, list September, 1896....30%

CAST IRON—
Fast Joint, broad....40&10@50%
Fast Joint, narrow....40&10@50%
Loose Joint....70&5@75%
Loose Joint, Japanned....70&5@75%
Loose Joint, Jap. with Acorns....70&5@75%
Loose Pin....70&5@75%
Mayer's Hinges....70&5@75%
Parliament Butts....70&5@75%

WROUGHT-STEEL—
Table and back flaps....75%
Narrow and broad....75%
Inside Blind....75%
Loose Pin....75%
Loose Pin, Ball and Steeple Tip....35%
Japanned, Ball Tip Butts....70&10%
Bronzed Wrt. Nar. and Inside Blind Butts....55&10%
Ex 10%@10&10%

Calipers
Bemis & Call:
Wing....60%
Double....65%
Inside and outside....65%
Straight leg....65%
Call's Pattern, inside....55%

Can Openers
American....₱ gross, $1.75@$2.00
Goodell's Acme....₱ gross, 6.00
Hopper's....₱ gross, 15.00
No. 5, iron handle....₱ gross, $2.00@2.25
Phœnix....40%
Sardine Scissors....75&10%
Sardine Scissors, forged steel....₱ doz., $4.50
Sprague, Nos. 1, $3.00; 2, 2.25; 3, 2.50....75&10%
Universal, ₱ doz....50%

Cartridges
See Ammunition.

Casters
Bed....70@70&10%
French or Philadelphia Iron wheel....75%
Plate....60%@60&10%
Payson's Furniture....70&10&10%
Payson's Truck....70&10%
Standard, Ball Bearing....45%

Cattle Leaders
Humason, Beckley & Co's....70%
Sargent's....70&10%
Welton's....70&10%

Chain
American Coil, Straight Link:
Inch	₱ 100 Lbs.
8-16	$7.50
⅜	5.35
5-16	4.40
¼	3.70
7-16	3.55
⅛	3.45
9-16	3.40
⅝	3.35
⅞	3.30
¾	3.25
1 to 1¼	3.25

Covert Manufacturing Co., Breast chain, Halter chain, Heel chain, Rein chain, Stallion chain....35&5%
Galvanized Pump chain, ₱ lb....5@5½c
Ger. coil, list July 24, '97....60&10@60&10&5%
Ger. Halter chain, list July 24, '97....60&10&10%
Jack chain, Iron....60&10@60&10&5%
Jack chain, Brass....60&10@60&10&10%
Oneida Wire Dog chains....45@50&5%
Trace Wagon and Fancy Chains:
New list....60@60&10%
Bridgeport Trace chains....65%
Stake chains....65%
Heel chains....30%

COW TIES—
American....45@50%
Niagara....45&5@50&10&5%
Covert Mfg. Co.:
Cotton....45%
Hemp....45%
Jute....50%
Sisal....30&10%

Chain Guards
Aluminum S. & N. Co....50%

Carpet Stretchers
Montross' "Excelsior," ₱ doz., $3.00....20%
Bullard's....33⅓%
Cast iron, Steel points, ₱ doz....50%
Sockets, ₱ doz....$1.75@$2.00

Carpet Sweepers
	₱ Doz.
Bissell's Cyco Bearing:	
"Parlor Queen"	$30.00
"Elite"	29.00
"Boudoir"	27.00
"American Queen"	27.00
"Ideal"	25.00
"Gold Medal"	24.00
"Premier"	24.00
"Superior"	24.00
"Prize"	24.00
"Welcome"	24.00
"Grand Rapids," nickel	24.00
"Grand Rapids," Japan	22.00
"Standard," nickel	22.00
"Standard," Japan	20.00
"Crown Jewel," nickel	21.00
"Crown Jewel," Japan	19.00
"Crystal"	36.00
"Grand," length of case, 17 inches	36.00
"Club," length of case, 24 inches	54.00
"Hall," length of case, 28 inches	60.00
"Junior," nickel, length of case 12½ inches	22.00
"Junior," Japan, length of case 12½ inches	20.00
"Misses"	9.00
Sterling Carpet Sweepers:	
Model A, Nickel trimmings	25.00
" B, Japd. "	21.00
" " Nickel "	23.00
" C, " "	21.50
" D, Japd. "	19.50

Carpet and Rug Beaters
	₱ Doz.	₱ Gro.
No. 12, Wire, Tinned	$0.85	$ 9.50
" 11, Wire, Coppered	1.10	12.00
" 11, Wire, Tinned	1.20	13.50
" 10, Wire, Glavanized	1.50	18.00

Cherry Stoners
Enterprise....25@30
Goodell's Family, net ₱ doz....$5.00
Bollman's, net, ₱ doz....6.00

Chisels
SOCKET FRAMING & FIRMER—
Standard Makes....70&10@75%
L. & I. J. White....30@30&5%
C. E. Jennings & Co., No. 70....25&10%
Jennings & Griffin Mfg. Co....65&2&10%

TANGED & MISCELLANEOUS—
W. & S. Butchers'....$4.75@$5.00&2
C. E. Jennings & Co....25&10%
Jennings & Griffin Mfg. Co.:
Tanged Chisels....25&10%
Tanged Gouges....25&10%
Tanged Firmers....40%&10%
Tanged Gouges....40%
L. & I. J. White....25&5%

COLD CHISELS—
Good quality, ₱ lb....13&16c
Snell's best C. S....50&10%
Cronk's....50%

Cleaners, Sidewalk
	₱ Doz.
Challenge Shank	$3.25
Star Shank	3.25
Star Socket	4.00

Clippers
HORSE—
Chicago Flexible Shaft Co's.:
	Each.
Lightning eBit Clipping Mach.	$15.00 15%
New '98, Chicago	8.75 15%
1902 Chicago	10.75 15%
Twentieth Century	5.00 20%

Cocks, Brass
Hardware List:
Compression, Plain bibbs, Globe, Kerosene, Racking, &c., Cocks....70&10@75%

Coffee Mills
Box and Side....50&10@60%
Enterprise Mfg. Co....25@30%
Lane Bros. Co....30%

Compasses, Dividers, &c
Athol Calipers and Dividers....40%
Bemis & Call Co's.:
Compasses....50%
Dividers....65%
Compasses, Calipers, Dividers....75@75&10%
Stevens' "Ideal"....25&10%
Stevens' "Leader"....25&10%

Coopers' Tools
Bradley's:
Hoop Drivers....25%
Rivet Sets....20%
Cold Chisels....20&5%
Punches....15%
Vises....15%
Inshaves....20%
Barton's....20@20&3%
L. & I. J. White....20@20&5
Sandusky Tool Co....25&10@30&10%

Corkscrews
Detroit Cork Screw Co....33⅓%
Humason & Beckley Mfg. Co....50&10%
Samson, ₱ doz....$10.00

Corn Hooks
	₱ Doz.
Kretsinger Cut-Easy	net $3.00

Corn Knives and Cutters
Bradley's....net
Wadsworth's....net $1.50

Countersinks
Mayhew's Diamond....40@45%
Smith's....25%
Snell's....40%
Wheeler's Patent....50%

Cow Ties
See Chain.

Crayons
Sargent's List....20%
Dixon's:	₱ Gro.
Eclipse....7 in., $3.75; 9 in.,	$4.80
Emerald	5.00
Oriole	5.0
Rainbow	3.12
Solid	7.50
Tailors, black, $5.62; red and blue....	9.00

Curry Combs
Kohler's....40%
The Metal Stamping Co....40%
Southington Cutlery Co's....35&10%

Cutlery
Foster's Pocket....30%

Diggers
See Post Hole, etc.

Dividers
See Compasses, Dividers, etc.

Dog Collars
Walter B. Stevens & Son:
Brass....40%
Embossed Gilt....80&10%
Leather....40%
Union Hd'wre Co., new list....50@50&10%

Door Checks
Bardsley's....40%
Columbia....50&10%
Eclipse....60&10%
Home....50&10%
Pullman's Screen, ₱ doz. net....$4.50

Door Holders
Empire....50%

Door Springs
Columbian Steel....20%
" Faultless....50%
Gem (Coil), list Oct. '95....20%
Pullman, Perfect....20%
Pullman Coil....20%
Star (Coil), list Oct. '95....30%
Torrey's Rod, 30 in., ₱ doz. net....$1.25
" 48 in., " " " 3.50
Victor, Coil....50&10&10%
Chicago Coil Springs....40&10%
Reliance Coil Springs....40&10%

Drain Cleaners
Iwan's Adjustable....55%
Iwan's Stationary....45%

Drawer Pulls
Drawer Pulls, Griffin Mfg. Co., list....75&10%
Sargent's list....60

Drawing Knives
Standard Makes....70&10@75%
Adjustable Handle....25@25&10%
Bradley's....40&5%
Jennings & Griffin....65&2&10%
Watrous....16⅔&10%
L. & I. J. White....30&5&25%

Drills and Drill Stocks
Automatic Boring Tools, Goodell's....40&5@40&10%
Blacksmiths'....60%
Breast, Goodell's....25@30%
Breast, Miller's Falls, each $3.00....15&10%
Stearns' bench....30%
Hand, Goodell's....30&10%
Whitney's Hand Drill, No. 1, $10.00, Adjustable, No. 10, $12.00....33⅓%

TWIST DRILLS—
See Augers and Bits.

Egg Beaters
Holt-Lyon Co.:	₱ Doz.	₱ Gro.
No. 5 Japanned, Dasher flared	$0.85	$9.50
No. A, Japanned, 6 doz.	$6.60	1.15	13.00
No. 1, Tinned		1.40	16.50
No. B, Japanned, hotel size.		1.85	22.00
No. 6, Japanned, Dasher flared		1.65	19.80
No. 2, Tinned, hotel size		2.00	24.00

Taplin Mfg. Co.:	₱ Gro.
No. 60 Improved Dover	$ 6.00
No. 75 Improved Dover	6.50
No. 100 Improved Dover	7.00
No. 102 Improved Dover, Tinned	8.50
No. 150 Improved Dover, Hotel	15.00
No. 152 Improved Dover, Hotel T'd.	17.00
No. 200 Improved Dover, Tumbler	8.00
No. 202 Imp'd Dover, Tumbler T'd.	9.50
No. 300 Imp'd Dover Mammoth ₱ doz	2.00

Escutcheons
Wood....25%

Farriers' Knives
	₱ Doz.
"Challenge"	$3.00
Popes	3.00
Wilkinson's, net	6.00
Wostenholm's	3.25

Faucets
Iron Petroleum....70@70&10%
John Sommer's "Peerless," Tin Key....40%
"Boss," Tin Key....50%
"Victor," Metal Key....50&10
"Duplex," Metal Key....60%
"I. X. L.," Corked Lined....50%
"Reliable," Cork Lined....50&10%
"O. K.," Cork Lined....50%
"Chicago," Cork Lined....60%
"Perfection," Cedar....40%
"No Brand," Cedar....30%

SELF MEASURING—
Enterprise ₱ doz. $36.00....40&10%
Lane's....$40.10&2%

Files
DOMESTIC—
New list, Nov. 1, 1899:
American....75&10@75&10&10%
Arcade....75&10@75&10&10%
J. Barton Smith....75&10@75&10&10%
Disston's....75%
Disston's Superfine....50%

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Eagle .....75&10@75&10&10%
Great Western.....75&10@75&10&10%
Kearney & Foot.....75&10@75&10&10%
McClellan .....75&10@75&10&10%
Nicholson .....70&10@75&5%
Nicholson's X. F. Files.....40@40&10%
Royal .....80@80&10%

IMPORTED—
Stub's.....Stub's list, 30@33⅓%

Filters

Acorn.....50%
Pulper's Natural Stone.....$3.50@$18.50
Subject to trade discount.

Fish Hooks

Am. Fish Hook Co. list.....60@60&10%
Kirby & Limerick, low list (50c. base)...10%

Fishing Tackle

Bishop's.	₱ Doz.
Level Winding Jeweled Reel	$78.00
Level Winding Steel Pivot Reel	66.00
Auto Even Spooler	30.00
Gun Cleaner	4.20
Lightening Fish Scaler	3.00
Fish Hook Shield	3.00

Fish Scalers

Covert's Saddlery Works:
Great American.....60&20%

Fruit, Wine & Jelly Presses

Enterprise .....20@25%

Fry Pans

Standard list.....70&10%

No.	0	1	2	3	4
₱ doz.	$3.00	$3.75	$4.25	$4.75	$5.25
No.		5	6	7	8
₱ doz.		$6.00	$7.00	$8.00	$9.00

Gauges

Bemis & Call's Steel.....50%
Clapboard.....25&10%
Disston's Mortise.....70%
Marking Mortise, etc.....60%
Stanley's.....35%
Starrett's Surface, Center and Scratch.....25&10%
Wire, Morses.....25%
Wire, P. S. & W., low list.....80@60&10%

Gimlets

"Diamond" Gimlets, ₱ gro.....$4.00@$4.25
Double Cut.....40&10&10%
Metal Head.....50&10%
Wood Head.....50%

Gimlet Bits

See Augers and Bits.

Globe and Racking Cocks

See Faucets.

Glue

Le Pages Liquid.....25&25&10%
Mystic 40%
Martins.....40&10%

Glue Pots

See Hollow Ware.

Graters

Enterprise .....25@30%

Graphite, Lubricating

Dixon's Pure Flake:
632— 1 lb. cans.....20c. ea
633— 5 lb. screw top tin cans.....85c. ea
634— 10 lb. screw top tin cans....$1.60 ea
644— 25 lb. boxes.....15c. lb
645— 50 lb. boxes.....14½c. lb
646—100 lb. kegs.....14c. lb
647—350 lb. barrels.....12c. lb

Grindstone Fixtures

Cronk's.....50%
Forest City.....30@30&10%
Sargent's Patent.....60&10&10%
Stowells Extra Heavy.....50&10&10%
Stowells Light.....60&10%

Gunpowder

See Ammunition.

Gun Wads

See Ammunition.

Hafts

Brittons, ₱ doz.....$6.50

Halters

Covert Mfg. Co.:
Jute Rope Halters.....50%
Sisal Rope.....30&10%
Web Halters.....35&5%

Hammers

HANDLED HAMMERS—
Cheney's:
Adze Eye and Plain.....40&10&10%
Blacksmiths and Riveting.....50&10%
Machinists and Engineers.....60&5%
Magnetic tack, Nos..... 1 2 3
$1.25 $1.50 $1.75
40&10 40&10&10%
Maydole's.....33⅓&5@40&10%
Sargent's new list.....40%
Fayette R. Plumb:
Plumb, A. E. Nail.....33⅓&7½%
Engineers and B. S. Hand.....50&12½%
Quaker City Hammers.....40&5%
Riveting and Tinners'.....40&12½%

HEAVY HAMMERS & SLEDGES—
Under 3 lb 50c lb.....30&10@35%
3 to 5 lb 40c lb.....30&10@35%
Over 5 lb 30c lb.....35%
Wilkinson's Smiths.....9½c@10c ₱lb

Hammock Ropes

Covert Mfg. Co.:
Jute .....40&5%
Sisal 20%

Hand Cultivators

Ulrich Mfg. Co.:
Osborne's, ₱ doz.....$15.00

Handles

WOOD—
Auger, assorted, ₱ gro.....$2.75@3.00
Auger, large, ₱ gro.....3.25@3.50
Auger, Ives' Pat., No. 1.....60&10%
No. 2 to 33½.....40%
Axe, Pick, etc.....50&10@60%
Bliss Mfg. Co.:
Chisel, Brad Awl, File, Auger, Soldering Iron..... 25@33⅓
Brad Awl, ₱ gro.....$1.75@$2.00
Chisel, Worcester, leather capped, ₱ doz. net.....$1.50
File, assorted, ₱ gro.....$1.40@$1.50
Firmer, Chisel, Apple, assorted, ₱ gro. $2.25@$2.75
Hammer, Hatchet.....50%
Hoe, Rake and Fork.....45@50

Rollis Hdw. Co. Hafts, $9.00.....40&10%
"Simplicity" File Hdls, ₱ gro....$ .20&1.50
Saw and Plane.....40&10@50%
Shovel and Spade, Wood D Handle.....40%
Shovel and Spade, Long Handles..40&5@50%

CROSS-CUT SAW HANDLES—
Atkins.....40&5%
Champion .....45@45&10%
Disston's.....50%

Hangers, Barn Door

Old Pattern.....60&10%
New England.....66⅔@70
Chicago Spring Butt Co.:
Fraction.....25%
Oscillating.....25%
Big Twin.....25%
Lane's:
Covered.....60&2%
Hinge Pattern, net.....$6.08 ₱ doz.
Standard.....60&5%
Special, No. 25.....$3.50
" " 30.....3.90
" " 40.....5.00
" " 20.....6.25
Track for same, ₱ 100 ft. net.....3.75
Cronk's:
Nos. 1, 1½, 2 and 3.....60&10%
Nos. 11, 12.....70%
Nos. 22, 21½, 22.....60%
Nos. 32, 50.....60&20%
No. 44.....60%
McKinney's, "None Better", No. 2, $18; No. 1 Special, $15, ₱ doz. pr..60&10%
Myers' Stay-on.....60&5%
Wilcox's New Century.....50&10&10%

Hangers, Garment

Pullman's.....₱ gro. net $9.00

Hangers, Parlor Door, Etc

Lane's:
Standard.....net $3.20
Ball Bearing.....“ 4.15
No. 105.....“ 3.85
New Model.....“ 2.25
New Champion.....“ 2.85

Hardware Shelving

OAK CABINETS—
J. D. Warren Mfg. Co.:
No. B 488, 40 drawers, no partitions, run. ft., $3.60; net each.....$30.00
No. 1656, 58 drawers, no partitions, run. ft., $4.38; net each.....36.47
No. 1658, 84 drawers, no partitions, run. ft., $6.52; net each.....54.28

OAK BASES—
No. 1700, open base with center shelf, run. ft., $1.85; net each.....15.40
No. 1702, open base with center shelf, run. ft., $2.25; net each.....18.75
No. 1708, with two adjustable center shelves, run. ft., $2.75; net each....22.92

NAIL BIN BASES—
No. 1782, 12 spaces, 150 lbs. each, run. ft., $2.71; net each.....22.57
No. 1770, 8 nail spaces and 4 open shelf spaces above, run. ft., $3.10; net each.....25.84
No. 1772, 8 nail spaces and 6 assorted oak drawers above nail bins, run. ft., $3.68; net each.....30.68

Hasps and Staples

Cronk's.....50%
McKinney's "Perfect", $1.10 ₱ doz.....50%
Wrought.....90&90&10%
Wrought, Stanley.....80%
Wrought, Griffin.....80%

Hatchets

See Axes.

Hay Tools

F. E. Myers & Bro.:

Myers Unloader, double steel track	$7.00
Myers Unloader, wood track	7.00
Comb. Car, Double steel T	7.00
Comb. Car, wood track	7.00
Rev. Car, Double steel track	7.00
Rev. Car, wood track	7.00
Myers Unloader, cable	7.00
Myers Unloader, single rail	7.00
Sure Grip Sling Car, steel or wood track	12.02
Dbl. Rail steel track, complete, ₱ ft.	——
Single Rail steel track, complete, ₱ ft	.90
D. H. Fork steel, regular, each	1.60
Nellis Fork, each	3.00
Double Grapple Fork, each	7.00
Sprouts, Shear Fork, each	1.50
Walker Fork, each	2.50
Common 6 in. wood sheave pulley, Fig. 433, ₱ doz.	3.20
Faultless steel frame K. P. pulley, Fig. 435, ₱ doz.	4.00
Faultless Steel Frame, 6 in. plain pulley, Fig. 435, ₱ doz.	3.50
Malleable Frame K. P. pulleys, Fig. 676, ₱ doz.	4.80
Reed Wood Frame pulley with hook, Fig. 434, ₱ doz.	4.00
Steel Frame pulley with iron sheave, Fig. 565, ₱ doz.	3.50
Floor pulley, wood sheave, Fig. 486, ₱ doz.	4.50
Hanging Hooks for double steel track, ₱ doz.	1.40
Hanging Hooks for single steel track, ₱ doz.	1.40
Hanging Hooks for wood track, 10 in., ₱ doz.	1.00
16 in., ₱ doz.	1.30
Floor Hooks, ¾ in., ₱ doz.	1.40
Malleable Rafter brackets, ₱ doz.	.70
Wrought Rafter brackets, ₱ doz.	.70
Rope Hitch, ₱ doz.	3.20

Discount on above 50%

Hay and Straw Knives

Auburn Hay, com. and spear point..40&10%
Iwan's Hay, sickle edge, ₱ doz., net...$9.50
Iwan's Hay, imp. serrated, ₱ doz., net.10.00
Kohler's Hay, sickle edge, ₱ doz., net.10.00
Auburn Straw.....40&10%
Weymouth, pat.....65&5%
Wadsworth's.....40&5%

Hedge Trimmers

Wadsworth's:
No. 1, ₱ doz., net.....$8.00
No. 2, ₱ doz., net.....6.00

Hinges

WROUGHT IRON HINGES—
Screw Hook and Strap { 6 to 12 in., ₱ lb.....3½c; 14 to 20 in., ₱ lb.....3c; 22 to 36 in., ₱ lb.....2¾c

STRAP AND T HINGES—
New list, Dec. 20, 1904:
Light Strap Hinges.....70%
Heavy Strap Hinges.....75&5%
Light T Hinges.....65%
Heavy T Hinges.....60%
Extra Heavy T Hinges.....70&10%
Hinge Hasps.....50%
Corrugated Heavy Strap.....70&5%
Corrugated Ex. Heavy T.....70&10%
Extra 10%





The Crystal Coffee Mill

GET BUSY

That is the one secret of success in the Hardware trade.
The rapid sales and quick turning over of capital that

A Line of Arcade Goods

will produce is a revelation to Hardware dealers, and there is a reason for it. Consumers know the excellent quality that the name Arcade signifies. They know that it stands for the highest satisfaction and greatest efficiency that their money can buy. It is this knowledge that makes them demand Arcade Goods when they are in need of any of the 300 articles we manufacture.

To prove their unquestionable merit to any doubting dealer we will send a sample of any article desired.

We show on this page four articles that are money-makers for the dealer.

THE CRYSTAL COFFEE MILL

with glass hopper and tumbler. This is the most perfect mill made and with it the most discriminating customers may be interested. Its superior advantages are appreciated on sight.

THE JEWEL COFFEE MILL

with glass canister holding one pound of coffee. This is a companion of the Crystal, but sells at a lower price. A liberal dose of these two mills will prove a tonic to your coffee mill trade.

You can satisfy every requirement of your trade with one of the sixty different styles of wood, glass and metal mills which we manufacture.



The Jewel Coffee Mill



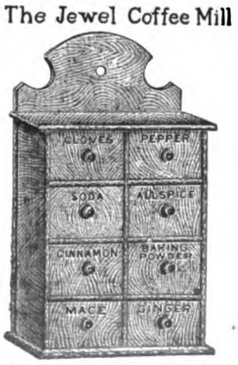
The Gem Mop Head.

THE FAMOUS GEM

is known to housekeepers everywhere as the one dependable mop head. It is made of the best steel and equipped with the latest improved spring adjustment. It is a most durable, saleable and profitable article.

THE EIGHT SPACE SPICE CABINET

is made of hard wood in natural finish. It is strongly built to withstand the roughest usage. Each compartment is labeled and fitted with iron pulls. The general effect is one that appeals to the careful housewife.



Eight Space Spice Cabinet

Write for Our Latest Catalog

ARCADE MANUFACTURING CO.

Freeport, Ill.

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SPRING HINGES—

Bommer Brothers:
- Bommer Spring Hinges 40%
- Bommer B. B. Floor Hinges 40%

Bardsley's Patent Checking 15%

Chicago Spring Butt Co.:
- Chicago Spring Butts 25%
- Triple End Spring Butts 50%
- Chicago Ball Bearing Floor Hinge 50%
- Garden City Fire Engine House Hinge 25%
- Chicago Saloon Door Hinge 25%

Columbian:
- Steel Hinges 60%
- Floor Hinges 60%
- American ..... 30&5%
- Gem 30%
- Oxford ..... 30&5%
- Acme, Steel 35%
- " Brass 25%

Niles Mfg. Co 30%

GATE HINGES—

Clark's, Nos. 1, 2, 3 ..... 50&10@60&10%
N. E., ₱ doz., $7.80 ..... 60%
N. E., Reversible, ₱ doz., $5.80 ..... 60%
N. Y. State, ₱ doz., $4.80 ..... 60%
Western, ₱ doz., $4.20 ..... 60%

BLIND HINGES—

Parker ..... 70&10@70&10&10%
Sargent's, Nos. 1, 3, 5, 11, 13 ..... 75%
W. H. Co's., No. 2 Mortise Gravity 60%
Stanley's Steel Gravity Blind Hinges with Screws, $1.80 ₱ doz. sets ..... 30&10%

Hitching Cords

Covert Mfg. Co ..... 45&2%
Covert Mfg. Co ..... ——
Hitchers Stall 35%

Hollow Ware

ENAMELED—

Lalance & Grosjean Mfg. Co. list Nov. 1, '01:
- Agate Nickel Steel Ware ..... 50&20%
- Pearl Agate Ware ..... 50&20%
- Blue and White Ware ..... 60&15%
- All White Ware ..... 50&20%
- Regal Steel Ware ..... 60&10%
- Peerless Ware ..... 70&10%
- Granite Ware, list Jan. 1, 1894, revised Jan. 2, 1895 ..... 40&10%

Iron Clad:
- Peppered Ware, high list 70%
- Mottled Ware, high list 75%

STOVE HOLLOW WARE—

Blacklock:
- Ground ..... 55@60&10%
- Plain or Unground ..... 60@65&10%
- Country Ware ₱ 100 lbs. net ..... $2.75@$3.00
- Enameled Ware ..... 50@55&10%

WHITE ENAMELED WARE—

Maslin Kettles 70%
Tinned Boilers and Saucepans ..... 40@45%
Enameled ..... 50@55%

GLUE POTS—

Tinned 35%
Enameled 40%

SILVER-PLATED HOLLOW WARE—

4 mo. or 5% cash in 30 days.

Hartford Silver Plate Co ..... 40&5%
Holmes & Edwards Silver Co ..... 40&15&5%
Meriden Brittania Co ..... 40&10%
Rogers & Brother ..... 40&5%
William Rogers Mfg. Co ..... 40&10%

Hooks

BUSH—

Jennings & Griffin's ..... 33⅓&5%
Wadsworths 60%

CAST IRON—

Ceiling, Sargent's list ..... 50&10@60%
Chandelier ..... 60@60@10%
Clothes Line, Sargent's list ..... 50&10&10%
Coat and Hat, Sargent's list ..... 50&10@60%
Coat and Hat, Stowell's 70%
Harness, Sargent's list ..... 50@50&10%
Lamp ..... 60@60&10%
Picture ..... 50&10%
Screw Hat ..... 60&10@70%
Wardrobe ..... 60&10@60&10&10%

WROUGHT IRON AND STEEL—

Cotton, ₱ doz $1.25
Wrought Staples, Hooks, &c. See Wrought Goods.

MEAT—

Enterprise 40%
Humason & Beckley, new list ..... 85&10%

WIRE—

Atlas, new list, single cases 75%
Ten case lots ..... 75&10%
Wire Coat and Hat, Acme ..... 60@60&10%
Wire Coat and Hat, Gem ..... 60&10%
Wire Ceiling, Gem ..... 60&10%

MISCELLANEOUS—

Belt ..... 80&10%
Covert Mfg. Co.:
- Safety Gate and Scuttle Hooks ..... 85&5%

Grass, Wadsworth's 60%
Gronk's, Grass, ₱ doz $2.00
Hooks and Eyes, Brass ..... 60&10&10%
Hooks and Eyes, Mal. Iron ..... 70&10%
Cotton, box and hay ..... 60@10&10%

Horse Clippers

See Clippers.

Horse Nails

Nos.	6	7	8	9	1	
A. C.	25c	23c	22c	21c	21c	40&5%
American, all sizes, net 9½c						
Nos.	6	7	8	9	10	
Anchor and New Haven	23c	21c	20c	19c	18c	40% @40&5
Nos.	6	7	8	9	10	
Ausable	28c	26c	25c	24c	23c	50&10%
C. B. K.	25c	23c	22c	21c	21c	40%
Capewell	19c	18c	17c	16c	16c	10&5%
Champlain	28c	26c	25c	24c	23c	40&10&50%
Clinton Fin	19c	17c	16c	15c	14c	30&10%
Essex	28c	26c	25c	24c	23c	40&10&50%
Lyra, all sizes, net 9½c						
Maud S	25c	23c	22c	21c	21c	50%
Neponset, Nos. 5 to 10, ₱ lb 12c						
Northwestern	25c	23c	22c	21c	20c	25@25,5%
Putnam	23c	21c	20c	19c	18c	33⅓%
New Hutnam	19c	18c	17c	16c	16c	10&10%
Vulcan	23c	21c	20c	19c	18c	25&10%
Western, net 8½c						

Horse Shoes

F. O. B. Pittsburgh:
- Horse and mule, Iron, ₱ keg $4.00
- Steel, ₱ keg 3.75

Horse Ties

Covert Mfg. Co.:
- Cotton 45%
- Hemp 45%
- Sisal 50%
- Jute ..... 30&10%

Hose, Rubber

Boston Belting Co.:
- "Boston" 50%
- Niagara 60%

N. J. Car Spring & Rubber Co.:
- Extra Para ..... 40&10%
- Reliable ..... 50&10%
- Staple ..... 30&10%
- Standard ..... 70&10%

Hose Bands

Star Hydrant ..... 30&30%
Steam 70%

Ice Awls, Chippers &c

Copeland Ice Pick, ₱ gross ..... $9.00 net
Crown ..... net
Gem Ice Shave ..... net
Sargent's Ice Awls 55%
Snell's 50%
Star ..... net

Ice Cream Freezers

See Freezers, Ice Cream.

Ice Shredders

Enterprise, ... No. 33, ₱ doz. $6.00 25@30%
No. 34, ₱ doz. 15.00 25@30%

Jack Chain

See Chain.

Jacks

See Wagon Jacks.

Jack Screws

See Screws.

Kettles

Spun brass, plain ..... 20@25%

Knives

Kimball's:
- Bread Knives, ₱ doz. $1.50 ..... 20%
- Butcher Knives 25%
- Shoe Knives 25%

Cronk's Chopping 33⅓%
Dunlap Kitchen and bread Knives 25%
Foster Bros., butcher, &c 30%
Uable and Pocket, see Cutlery.
Wilson's Butcher Knives ..... net

Knives, Hay and Straw

Wadsworth ..... 40&10%

Knife Sharpeners

Pike's: 40%
- Nat. Grit Carving Knife Hones ₱ doz $3.00
- Solid Stone Carving Knife Hones ₱ doz $2.50
- Quick Edge Pocket Knife Hones ₱ doz $3.00
- Mounted Kitchen Sandstone ₱ doz $1.50

Knobs

Bardsley's wood, door, shutter and base ..... 10@15%
Base, rubber tip, 2¼ in bead, ₱ gro ..... $1.15@$1.25
Dor Mineral ..... 65@70c
Door Por. Jap'd ..... 70@75
Door Por. Nickel ..... $2.10@$2.20

Lanterns

C. T. Ham, Class A, B, C and D ..... 40&10%

Latches

	₱ Doz.
Cronk's barn door, net	$2.00
Lane's Barn Door	40&10%

Lawn Mowers

Champion ..... 75&10%
Clipper Improved ..... 50&10&10&5%
Enterprise ..... 40&10%
Genuine Philadelphia Mowers:
- Styles M, S, C, K, T ..... 70&10%
- Style A (all steel) ..... 60&10%
- Style E, low wheel ..... 60&10%
- Style E, high wheel ..... 70&10&5%
- Drexel, low list ..... 40&10%
- Gold Coins, low list ..... 40&10%

New Departure, high wheel ..... 70&10%
New Departure, low wheel 75%
Pennsylvania ..... 60&10

Lawn Sprinklers

Enterprise ..... 25@30%
Philadelphia Lawn Mower Co.:
Philadelphia Lawn Sprinkler:

Nos.	1	2	3	
Per Dozen	$12.00	$15.00	$24.00	30%

Kohler's:
- Daisy, net, ₱ doz $7.50
- Mystic 6.00
- Rainmaker 4.80
- Dew Drop 1.20

Lawn Swings Easy

Ulrich Mfg. Co., ₱ doz $75.00

Leads

Covert Mfg. Co.:
- Cotton 45%
- Hemp 45%
- Jute 50%
- Sisal ..... 30&10%

Lead Pipe, Etc

	₱ Lb.
Bar Lead	5¾@6c
Block Tin Pipe	35@37½%
Lead Pipe, full lenghts	5 to 5¾
Lead Pipe, tin lined	12½c
Sheet Lead, full rolls	6¾c

Lemon Squeezers

Berger Bros., ₱ doz...8 in., $1.00; 10 in., $1.40 20%
Hotchkiss, Straight Flush, ₱ doz $9.80
Little Giant ..... 50@50&5%
Pore. lined, Iron, ₱ doz $1.75
Pore. lined, Wood, ₱ doz $1.25
Wood, common, ₱ gro, ... No. 0, $5.25 @$5.50; No. 1, $5.25@$6.50

Levels

C. E. Jennings & Co's.:
- Hexagon ..... 25&10%
- Iron Bench, new design ..... 25&10%

Hollis Hardware Co.:
- Adj. Steel 7 in., $24.00 ..... 40%
- 12 in., $27.00 ..... 40%

Lifters

See Transom Lifters.

Lines

Cotton and Linen Fish 40%
Cotton Chalk, 20 feet ..... 40&10%
Cotton Trot 20%
Samson Cot., Nos. 4, $2.90; 4½, $2.75 ..... 20%
Silver Lake braided, ₱ gro., Nos. 0, $6.00; 1, $6.50; 2, $7.00; 3, $7.50 ..... 20%
Wire Clothes:

	18	19	20
1000 feet	$2.20	$2.00	$1.85
75 feet	1.80	1.70	1.60

Loaded Shells

See Ammunition.

Locks

DOOR LOCKS, LATCHES, &C—

Lockwood Mfg. Co 40%
R. & E. Mfg. Co 40%
Reading Hardware Co ..... 45&20%
Sargent & Co ..... 40&10%

CABINET—

Eagle Lock Co 33⅓
Corbin 33⅓
Yale 33⅓

PADLOCKS—

Acme bicycle and satchel, ₱ doz., $9.00 ..... 40%
Ames Sword Co 40%
Brown's brass 25%
Brown's chain 25%
Champion 40%
Eagle 40%
Slaymaker's:
- General line ..... 35&10%
- Scandinavian 90%
- " steel keys 50%

Smith & Egge bicycle 50%
Wrought iron ..... 75&10@80%
Yale Lock Co 60%

TRUNK—

Corbin's ..... 25&10%
Eagle 40%

Machine Bolts

See Bolts.

Mail Boxes

See Boxes, Mail.

Mallets

Hickory ..... 45@5&50%
Lignumvitæ ..... 45@5&50%
Bliss:
- Carpenters, Tinners, Box, Carvers 33⅓

Maslin Kettles

See Hollow Ware.

Mattocks

Cronk's Garden 33⅓%
Regular Goods ..... 70&10%@75%

Meat Cutters

American 30%

Nos.	1	2	3	4	B	5
Each	$5	$7	$10	$25	$50	$80

Dixon's, ₱ doz ..... 30&10@40%

Nos.	1	2	3	4
Each	$14	$17	$19	$30

Enterprise ..... 25@25&7½%

Nos.	5	10	12	20	22	32
Each	$2	$3	$2.75	$6	$4.50	$6

Little Giant ..... 33⅓@40%

Nos.	305	310	312	320	322	
Each	$35	$48	$44	$72	$58	

Woodruff's, ₱ doz ..... 30&10@40%

Nos.	100	150
Each	$15	$18

Beef Shavers (Enterprise) ..... 25@30%

Meat Juice Extractors

Enterprise ..... 25&30%

Metals, Anti-Friction

	₱ Lb
Magnolia Metal Co.:	
Defender	18c
Cosmic	10c
Magnolia, Anti-Friction	25c
Mystic	15c

f. o. b. New York or Chicago.

Melting Ladles

Monroe's Patent, ₱ doz., $4.00 ..... 40%
Sargent's ..... 60@60&10%

Mitre Boxes

C. E. Jennings & Co ..... 30&10%
Seavey's, ₱ doz., $30 ..... 40%
Stanley Rule and Level Co.:
- Nos. 340 to 460 ..... 30%
- Nos. 50 and 60 ..... 35%

Motors

COFFEE MILL—

Specialty Novelty Co., each $5.00

Nails

WIRE AND CUT NAILS—

See Review of the Markets for Quotations.
Wire nails and brads, Papered Asan list, July, 1899 ..... 90, 90&10%

PICTURE—

Niles' Patent 40%
Porcelain head, combination list ..... 60&10%
Porcelain head, Sargent's list 60%

Nail Nippers

"Gem," ¼ gross lots, ₱ gross $21.00
" less quantity, ₱ dozen 2.00

Nail Pullers

Ajax, 5 lbs., ₱ dozen, net $7.50
Black Hawk, ₱ dozen 9.00
Cyclops ..... 50&10%@50%
Cronk's, ₱ dozen, net $12.00
Eureka, No. 74, ₱ doz., net $8.50
Eureka, No. 75, ₱ doz., net $8.00
Giant, No. 1, ₱ doz., $18.00; No. 1½, $16.50; No. 2, $15.00 ..... 30&5%
Lightning, ₱ doz., $18.00 ..... 20%
Morris No. 1, list $20.00 ..... 50%
National, ₱ doz., $24.00 ..... 10%
Pelican, ₱ doz., $ 9.00 ..... 40@40&10%
Rollis Hardware Co., No. 1, $18.00 ..... 50&10%

Nail Sets

	₱ Gro
Hunters, Cup Point, knurled	$10.00
Hunters, Cup Point, plain	9.00
Octagon	4.00@4.75
Round, assorted	3.00@3.25
Square	4.00@4.25
Snell's:	
Octagon, ₱ gro	$5.25
Corrugated	6.75
Knurled	6.75@7.50

Nippers

Acme 50%
Smith's cutting 50%
Todd's cutting 50%

Nut Crackers

	₱ Gro
Acme, Japanned, $30.00	40%
Acme, Nickel Plated, $3.00	20%

Nuts

Cold Punched:

Mfrs. or U. S. Standard.	Off List
Square, plain	$4.20
Hexagon, plain	5.40
Square, C. T. & R.	5.10
Hexagon, C. T. & R.	5.80

Hot Pressed:

Mfrs. U. S. or Nar. Guage	Standard
Square, blank	5.40
Hexagon, blank	5.80
Square, tapped	5.40
Hexagon, tapped	5.80

Oils

Linseed, city, raw, in barrels, ₱ gal 49c
Linseed, city, boiled, in barrels, ₱ gal 51c
Out of town on spot, ₱ gal 48c
Calcutta, raw, in barrels, ₱ gal 60c
Lard, prime city, ₱ gal ..... 55@ 58c
Lard, Extra, No. 1 ..... 48@ 49c
Lard, No. 2 ..... 35@ 38c

Oilers

Brass and copper ..... 50&10
Tin or steel ..... 65&10
Cushman & Denison's: ₱ Doz
- Gem ..... $ .50
- Leader ..... .60
- Perfect oilers 1.50
- Star pocket oilers ..... .75

"Paragon," brass ..... 45@50
"Paragon," zinc ..... 60&10%
Wilmot & Hobbs Mfg. Co's. Steel anti-rust ..... 70@70&10%
Zinc and tin ..... 65@65&10%
American Tube & Stamping Co.:
Spring bottom cans ..... 70@70&10%
Railroad oilers, etc ..... 60@60&10%

Oil Stones, Etc

AXE STONES—

Pikes': 40%
- Hindostan, large axe ..... 8c ₱ lb
- " small " ..... 10c " "
- Queer Creek Axe ..... 20c " "

OIL STONES—

Pikes':
- Lily White Washita ..... 60c ₱ lb
- Rosy Red " ..... 60c " "
- Extra " ..... 50c " "
- No. 1 " ..... 40c " "
- No. 2 " ..... 30c " "
- Lily White " round edge slips ..... 90c " "
- No. 1 Washita, round edge slips ..... 70c " "
- Washita Pen Knife pieces ..... 70c " "
- No. 1 Hard Arkansas stone 3 to 5¼ in. long ..... $2.80 " " 33⅓
- No. 1 Hard Arkansas stone 5¼ to 8 in. long ..... $3.50 " "
- No. 1 Soft Arkansas stone 3 to 5¼ in. long ..... $1.50 " "
- No. 1 Soft Arkansas stone 5¼ to 8 in. long ..... $1.70 " "
- Soft Arkansas, round edge slips ..... $2.50 " "
- Hard Arkansas, round edge slips ..... $4.00 " "
- Hard Arkansas Pocket Knife pieces ..... $4.00 " "

Pikes':
Washita and Arkansas stones, mounted in pol. hardwood cases, all sizes 40%
India Oilstones, all grades and sizes 33⅓%
Queer Creek Oilstones ..... 20c ₱ lb
Chocolate Oilstones ..... 50c " " 40%
Regular Hindostan ..... 8c " "
Small Hindostan ..... 10c " "

Packing, Steam

RUBBER—

Boston Belting Co.:
- Phoenix, net ₱ lb 50c
- Plumbago 50%

Pure Packing, "Excelsior" 50%
Extra 60%

MISCELLANEOUS—

	₱ Lb
American Packing	8c@10c
Cotton Packing	18c@ 25c
Italian Packing	9½c@12c
Jute	4½c@ 5c
Russian Packing	8½c@11c

Padlocks

See Locks.

Parers

APPLE—

	₱ doz	$ 4.00
Advance		
Baldwin	" "	4.00
Bonanza Improved	each	6.50
Daisy	₱ doz	4.00
Dandy	each	7.50
Eureka Improved	"	20.00
Family Bay State	₱ doz	15.00
Improved Bay State	" "	36.00
Little Star	" "	5.00
New Lightning	" "	7.00
Reading, 72	" "	3.25
Reading, 78	" "	6.25
Rocking Table	" "	6.20
Turntable, '98	" "	6.00
White Mountain	" "	5.00

POTATO—

	₱ Doz
Saratoga	$7.00
White Mountain	6.00

Pencils

Dixon's:	₱ Gro
Carpenter's	$2.17@6.75
Carpenter's, blue or red lead	4.00@7.50
Office	1.87@7.50
Lumber	6.37
Colored lumber	9.00
Black artists	9.37
Colored	4.20@7.50
Assortment boxes	1.87@2.50

Percussion Caps

See Ammunition.

Picks and Mattocks

List Feb. 23, 1899 ..... 70&10@75%

Pipe Hangers, Conductor

Iwan's, Perfection wire 50%

Planes and Plane Irons

WOOD PLANES—

Bailey (Stanley R. & L. Co.) 40%
Bench, first quality ..... 40&10%
Bench, second quality ..... 50&10%
C. E. Jennings & Co ..... 50&10
Molding ..... 33⅓&5

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IRON PLANES—
C. E. Jennings & Co., iron....50&10%
Sargent's....60@60&10%
Standard Tool Co....50@60&5%
Stanley Rule & Level Co.:
Bailey's....40%
Miscellaneous....35%

PLANE IRONS—
Buck Bros....30%
Butcher's....$5.00@5.25 to £
C. E. Jennings & Co....16⅔&10%
Stanley R. & L. Co....35%
L. & I. J. White....20&5@20%

Pliers and Nippers

Button....79&10@75%
Cronk & Carrier:
Pliers.
No. 1....60&10%
" 20, net....$9.00
" 40....75%
" 50....80%
" 65....40%
" 70....50%
" 80....40%
" 85....40%
Wm. Johnson's Gas Pliers....66⅔%
Smith's Side Cutting....25%

Plow Bolts

See Bolts.

Plumb Bobs

Keuffel & Esser Co....33⅓%

Plumbs and Levels

Cook's....40&10&10%
Davis':
Inclinometers....20%
Iron Levels....25&10%
Disston's....70%
Machinists'....25%

Pocket Levels

Stanley's....45%
Duplex....35%

Poachers

See Egg Poachers.

Police Goods

Tower & Lyons....25%

Polish Metal

Prestoline Liquid, new list....40%
Prestoline Paste....40@40&10%
U. S. Metal Polish Paste, 3 oz boxes,
₱ doz....$ .50
₱ gross.... 4.00
¼ pound boxes, ₱ dozen.... 1.25
1 pound boxes, ₱ dozen.... 2.25
U. S. Liquid, 8 oz cans, ₱ dozen.... 1.25
₱ gross.... 12.00
Barkeeper's Friend Metal Polish
₱ dozen.... 1.75
₱ gross.... 18.00

Polish, Stove

Black Eagle benzine paste, 5 lb cans, ₱ lb.... 10c
Black Eagle, liquid, 10 oz. cans, ₱ doz.... 75c
Black Jack paste, ¼ lb cans, ₱ gross. 9.00
Black Kid paste, 5 lb can, each.... 65c
Ladd's Black Beauty, ₱ gross, $10.00. 50%
Joseph Dixon's, ₱ gross, $5.75.... 10%
Dixon's Plumbago, ₱ lb.... 8c
Fireside, ₱ gross.... 2.50
Gem, ₱ gross, $4.50.... 10%
Japanese, ₱ gross.... 3.50
Jet black, per gross.... 3.50
Peerless Iron enamel, 10 oz. cans ₱ doz 1.50
Wynn's:
Black silk, 5 lb. pail, each.... 70c
Black silk, ¼ lb. box, ₱ doz.... 1.00
Black silk, 5 oz box, ₱ doz.... 75c
Black silk, ¼ pint liquid, ₱ doz.... 1.00

Poppers, Corn

Square.	₱ Doz	₱ Gro
1 qt.		$ 9.00
1½ qt.		11.00
2 qt.		13.50

Post Hole Diggers

Disston's Samson Digger, ₱ doz. $34.. 25%
Kohler's:
Little Giant.... ₱ doz., net $12.00
Hercules.... " " 9.50
Invincible.... " " 9.00
Pioneer.... " " 7.20
Universal.... " " 13.00
New Champion.... " " 5.50
Rival.... " " 7.50
Ryan's.... ₱ doz., $20.00 25%
Iwan's: ₱ Doz
Split handle.... net $7.00
Perfection.... " 8.00
Rockford Tack & Nail Co.:
Rockford brand.... ₱ doz., " 6.50
Atlas pattern.... " " " 7.50

Post Hole Augers

Iwan's Patent improved....40&5%
Perfection.... ₱ doz., net $8.25
Split handle.... " " 7.50
Vaughan's, 4 to 9 in.... " " 6.00

Potato Hooks, Etc

Hoe Down Hooks....75&10&2%
Hop Hooks....60&10&2½%
Potato Hooks....70

Powder

See Ammunition.

Presses

See Fruit and Jelly Presses.

Primers

See Ammunition.

Pruning Hooks and Shears

Cronk's Pruning Shears, all styles....33⅓
Disston's Combined Pruning Hook and Saw, ₱ doz., $18.00....25@25&10%
Disston's Pruning Hook, ₱ doz., $12.00. 25@25&10%
Smith's:
Pruning Shears....60&10%
Rockdale Pruners....33⅓%
Standard Tree Pruners....75%
E. S. Lee & Co's. Pruning Tools....40%
P. S. & W. Co's. Shears....40%
Waters' Tree Pruners....75&10%

Pulleys

Awning....60@60&10%
Axle....50&10@60%
Brass screw....45&10%
Ceiling....50@10&60%
Clothes line, Japanned....60%
Common Sense....60%
Dumb Waiter....60@60&10%
Empire Sash Pulley....60%
Fox all steel....50%
"Grand Rapids," all steel....50%
Hay Fork, swivel eye., ₱ doz., 4 in., $3.75; 6 in., $5.00....55%
Hay Fork, Hartz, 4¼ in., ₱ doz., $6.00.. 50&10%
Hay Fork, 5 in., solid, $5.70....50%
Hot House....50&10@50&10&10%
Stowell's Anti-Friction, 5 in. wheel, ₱ doz., $12.00....40%
Side, Anti-Friction....60%
Shade rack....45%
Upright....50&10@50&10&10%

Pumps

Cistern, best grades....60@60&10%
Pitcher Spout, best grades....75&80%
Power Pumps, Myers'....50%
Spray Pumps, Myers....50&10%
Spray Pumps, Kohler's:
Daisy, net ₱ doz.... $ 7.50
Mechanical, net ₱ doz.... 7.50
F. E. Myers & Bro., low list:
No. 1, Fig. 328, 3 in. Shallow Well Pump.... 13.00
No. 8, Fig. 328, 3¼ in. Shallow Well Pump.... 15.00
No. 5, Fig. 307, 3 in. Deep Well Pump.... 15.00
No. 6¼, Fig. 307, 3¼ in. Deep Well Pump.... 17.00
No. 14, Fig. 521, 3 in. Deep or Shallow Well Pump.... 15.00
No. 32, Fig. 523, 3 in. Deep Well Pump.... 17.00
No. 56, Fig. 331, 3 in. Shallow Well Pump.... 14.00
No. 59, Fig. 332, 3¼ in. Shallow Well Pump.... 17.00
No. 70, Fig. 333, 2¼ in. Deep Well Pump.... 15.00
No. 72, Fig. 333, 3 in. Deep Well Pump.... 15.00
No. 102, Fig. 448, 3 in. Lift Pump.... 9.00
No. 108, Fig. 448, 3¼ in. Lift Pump.. 11.00
No. 128, Fig. 510, 3 in. Lift Pump.... 7.00
No. 131, Fig. 510, 3¼ in. Lift Pump.. 8.50
No. 225, Fig. 389, Windmill Pump... 12.50
No. 235, Fig. 403, Windmill Pump... 16.00
No. 240, Fig. 406, Regulator Pump.. 28.00
No. 302, Fig. 477, Spray Pump, complete.... 11.50
No. 330, Fig. 547, Knapsack Spray Pump.... 10 00
Discount 50% f. o. b. Ashland.
No. 268, Fig. 513, Low Down Tank Force Pump, net.... 5.00
No. 320, Fig. 492, Bucket Spray Pump, net.... 2.00

Punches

Bemis & Call Co's.:
Cast Steel Drive....50%
Morrill's....50
Niagara Hollow....45%
Niagara Solid....55%
Saddlers' or Drive, good....60 65%
Snells' Tinners'....40&5%

Rail

Barn Door, Light, Inches...	½	⅝	¾
₱ 100 feet	$1.40	1.95	2.80

Barn Door, "None Better" No. 1, ₱ ft...3¾c
Barn Door, "None Better" No. 2, ₱ ft....4c
B. D. for N. E. Hangers:
Angular, ₱ ft., 6c....70%
Double Flange, ₱ ft., 8c....70%
Cronk's: ₱ Ft
O. N. T. style, No. 13....2½c
Double braced....3c
Lane's:
O. N. T. 1 in., ₱ 100 ft., net....$2.75
O. N. T. 1¼ in., net.... 3.00
O. N. T. 1½ in., net.... 4.00
Hinge Hanger, 1 in., ₱ 100 ft.... 3.50
" " 1¼ " " " " 3.96
Stowell's Wrought steel....25%
Sliding Door, Bronzed Wrought iron, ₱ ft....6½c
Sliding Door, Steel, Brass Plated, ₱ ft. 5½c
Sliding Door, Wrought brass, 1⅜ in ₱ lb. 38c....25 &20%
Victor Track Rail, 7c ₱ ft.....60&10&2½%

Rakes, Etc

Cronk's:
Malleable....70%
New Champion....75%
Victor....80%
Anti-Clog Lawn....75%
Never Break Garden....75&10%
Queen City Lawn....40%
Kohler's:
Net
Lawn Queen, 20....$3.45
" " 24.... 3.60
Jumbo Lawn, 36.... 5.25
Paragon (wood head).... 2.75
Steel Garden, 10th.... 2.24
" " 12th.... 2.40
" " 14th.... 2.64
" " 16th.... 2.88

Rasps, Horse

Disston's....75%
New Nicholson Horse Rasp...70&10@75&5%
See also Files.

Razors

Electric....List Net
Boracic....60%
Fox....50%
J. R. Torrey Razor Co....20%
Wostenholm & Butcher, $10.00 to £....10%

Razor Hones

Belgian German and Swaty, all sizes...50%

Registers and Ventilators

HOT AIR—
New list, July 1, 1905:
Black Japanned, White Japanned, Bronzed Finishes, Electro-Plated and Nickel Plated....70&10%
White Porcelain....60%
Solid Brass and Bronze Metal....50%

Revolving Chimney Tops

Iwans' Volcano....50&5%

Rifle Cleaners

Bishops':
Small Bore Rifle Cleaner, ₱ doz.....$8.00

Rings

See Bull and Hog Rings.

Rivets and Burrs

COPPER—
Belt with Burrs....50&60&60%
Hose with Burrs....50&10@60%

IRON OR STEEL—
New list, Jan. 8, 1904.
Tinners....75&5%
Miscellaneous....75&5%

No other Hack Saw enjoys such a universal prestige among practical mechanics for "Sterling" quality and for doing straight, true and quick work as the

"STERLING"



HACK SAW

It's the most economic Hack Saw to buy—the most profitable to sell for that very reason.

You cannot afford to be without our catalogue. Get it To-Day.

Diamond Saw & Stamping Works
BUFFALO, N. Y., U. S. A.

HURWOOD BRAD AWLS

Are of the lasting kind. One piece of best quality crucible steel extending from point to head and a rivet through ferrule, wood and steel, have given our Brad Awls the name and fame of outlasting six of any other kind made.



Built for business they are business builders.

* *

Our catalog tells an interesting tale about Hurwood Tools. You ought to have a copy for reference. Shall we send it?

HURWOOD MFG. CO., Inc.
Bridgeport, Conn.

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Rivet Sets
Regular list 70%

Rollers, Stay
Cronk's:

Nos.	50	55	56	60	65
₱ Dozen	$1.00	.60c	.75c	.75c	.90c

Rope
Cotton Rope: ₱ Lb
- Best ¼ in. and larger 16¼c
- Medium 14¼c
- ¼ in. and larger ..... —
- Common 10¼c

Jute Rope:
- A grade 6c
- C grade 5¼c

Manilla Pure:
- 7-16 in. and larger 12c
- ⅜ in. 12¼c
- ¼ and 5-16 ..... 13c

Sisal, Pure:
- 7-16 in. and larger 10c
- ⅜ in. 10¼c
- ¼ and 5-16 in 11c

Root Cutters
Lane's 25%

Rules
Athol, Steel 33⅓
Boxwood ..... 60&10@60&10&10%
Ivory ..... 35&10@35&10&5%
Keuffel & Esser Co.:
- Folding, wood ..... 35&10%
- " steel ..... 33⅓&10%

Lufkin's:
- steel ..... 50&10%
- Lumber 30%

Miscellaneous, Stanley's 30%

Sad Irons
DOVER ASBESTOS—
- Polishing 50%
- Pressing 50%
- Laundry 45%
- Sleeve 50%
- Tourist 50%
- Toy 50%

Blacklock:
- Plain black in cases, ₱ 100 lbs. $2.75
- Bronze finished in cases, ₱ 100 lbs. 3.15
- Aluminum finish, in cases, ₱ 100 lbs. 2.95
- Full nickel, in cases, ₱ 100 lbs. 3.75

COLD HANDLED—
Enterprise Mfg. Co. of Pa. ..... 20&5&5%

Safety Fuse
See Fuse.

Safety Lifts
Burr Mfg. Co., steel ..... 70&10%

Sand and Emery Paper and Cloth
Baeder, Adamson & Co's, list:
- Emery cloth ..... 50&10@60%
- Garnet paper 25%
- Flint and emery paper ..... 50&10@60%

Sash Balances
Caldwell Mfg. Co 50%
Pullman ..... 50&10@60%
Victor bronze 75%
Victor steel 70%

Sash Chain
Competition ..... 50&10%
Giant 40%
Monarch B. C. Co 70%
Pullman bronze 70%
Pullman cop steel ..... 70&10&10%
Royal metal ..... 65&5%
Steel B. C. Co ..... 70&10%
Steel, copperplated 70%
Victor bronze 70%
Victor steel 75%

Sash Cord & Weight Fastener
Ives 40%

Sash Cord
Cable Laid Italian, ₱ lb. ..... 16@18c
Cable Laid Russia, ₱ lb. 15c
Common India, ₱ lb. ..... 10.@10¼c
Patent Russia, ₱ lb. 14c
Patent India, ₱ lb. ..... 12¼@13c
Silver Lake:
- A Quality, drab, ₱ lb. 40c
- A Quality, white, ₱ lb. 35c
- B Quality, drab, ₱ lb. 35c
- B Quality, white, ₱ lb. 30c

Sash Fasteners
Imperial 33⅓%
Sash rollers 70%
Ives casement fasteners 40%
Champion 50%
Monitor, steel 25%
Shutter sheaves 60%
Window screen sash lifts 62%

Sash Locks
Champion meeting rail 50%
Champion side 60%
Ives' patent:
- Bronze and Brass 62½
- Crescent ..... 50&10
- Iron 62½
- Window ventilating 60%
- Robinson pat. ventilating sash lock 40%
- Wrought bronze and brass 55%
- Wrought steel 55%

Payson's signal 80%
Pullman patent ventilating 25%

Sash Weights
Ton lots at factory (Eastern) $35.00

Sausage Stuffers or Fillers
Enterprise Mfg. Co ..... 25@25&7½%
National Specialty Mfg. Co 30%

Saws
Atkins:
- Band to 14 in. wide 90%
- Band ¼ to 3-16 in. wide 50%
- Butcher ..... 40&10%
- Pruning and Compass 40%
- Circular 50%
- Cross Cut ..... 35&5%
- Gang 50%
- Hand, Panel and rip 40%
- Wood ..... 40&10%

Diamond Saw and Stamping Works:
- Sterling Kitchen saws 25%

Disston's:
- Circular, solid and inserted tooth 50%
- Band 3 in. to 16 in. wide 60%
- Band ¼ in. to 1¾ in 60%
- Cross cuts 50%
- Narrow cross cuts 55%
- Mulay, mill and drag 50%
- Framed wood saws 35%
- Wood saw blades 35%
- Wood saw rods 5
- Hand saws, Nos. 12, 99, 9, 16, D100, D85, 120, 75, 77, 8 ..... 25%
- Hand saws, Nos. 7, 107, 107¼, 8, 1, 0, 00, combination 30%
- Compass, keyhole, pruning, dovetail, &c 25%
- Butcher saws and blades 35%

C. E. Jennings & Co's.:
- Butcher ..... 30&10%
- Hand Panel, rip & other saws ..... 20&2½&10%

Peace:
- Cross cuts 50%
- Hand panel and rip 30%

Richardson:
- Circular and mill 50%
- X cuts 50%
- Hand saws 30%

Star, Butcher 25%

HACK SAWS AND FRAMES—
Chatillon 30%
Diamond Saw & Stamping Works:
- Sterling hack and saw blades 35%
- Sterling hack saw frames 20%

Disston's:
- Concave blades 25%
- Keystone flex. back and mach. blades 40%
- Hack saw frames 30%

Griffin's:
- Complete ..... 40&10%
- Saw blades ..... 35&5&10%

Star, saws and blades 22%

Saw Filer
Disston's D8 Clamp and Guide, $30.00
₱ doz 30%

Saw Frames
C. E. Jennings & Co 20%
Richardson's Wood ..... net

Saw Sets
Atkins,
- Criterion saw sets, ₱ doz $6.00
- Excelsior saw tools, " " 6.00

Disston's Monarch, Nos. 1 & 10 & Star 30%
Hart's patent lever 20%
Kohler's:
- "Giant Royal," ₱ doz. net $8.50
- "Royal," ₱ doz. net 5.00

Morrill's:
- Nos. 1, $15.00; 10, $15.63; 11, $15.66 ..... 50%
- Cross cuts, Nos. 3 & 4, $20.63; 5, $30.00 .. 50%

Richardson's 25%
Seymour Smith & Son, hammer, ₱ doz. $4.75
Stillman's, ₱ doz. 1.00
Taintor's Positive, $18.00 ₱ doz 60%

Scales
Chatillon's:
- Eureka 40%
- Favorite 40%
- Grocers' triple scales 50%

Family, Turnbull's ..... 30@30&10%
Hatch:
- Counter 40%
- Tea 40%

Union Platform, plain ..... $1.80@$2.00
- Striped ..... $2.00@$2.20

Pelouze 50%

Scale Beams
Chatillon's No. 1 ..... 30%
Chatillon's No. 2 ..... 40%

Scrapers, &c
Adj. Box scrapers (S. R. & L. Co.) $6.00...45%
Box, 1 handle, ₱ doz $2.00
Box, 2 handle, ₱ doz ..... $3.00@$4.00
Foot ..... 55&5&60&5%
Ship, Common, ₱ doz., net $3.40
Ship, R. I, Tool Co 10%

SIDEWALK—
Kohler's steel No. 7, ₱ doz $2.50

Screens
DOOR—

Phillips.	₱ Doz
Style E, ¼ in	$10.00
Style O77, ¼ in	7.50
Style X Y, ¼ in	10.50

WINDOW AND FRAMES—
Phillips:
- Flyer pattern ..... 60&10@60&10&5%
- Air Line pattern ..... 60&10%
- Perfection ..... 60&10@60&10&5%
- Screen frames ..... 70&5&60&10%

Screw Drivers
Brace Screw drivers ..... 25&10&5%
Buck Bros 30%
Screw Driver Bits 27½
Champion 40%
Disston's Flat Blade, electric, telegraph and cabinet makers 70%
Electric spiral, No. 01, ₱ doz., net $3.00
Electric spiral, No. 02, " " " 5.00
Ellrich's socket and ratchet ..... 40&10%
Fray's hollow hdle sets, No. 3, $12.00 ..... 50%
C. E. Jennings & Co., No. 285 ..... 40&10%
Jennings & Griffin 66⅔%
Sargent & Co's.:
- No. 1 forged blade ..... 50&10@50&10&5%
- Nos. 20 and 40 ..... 66⅔%

Screw Driver bits (Snell's) ₱ doz 60c
Stanley R. & L. Co's.:
- No. 64, varnished handles ..... 60&10%
- No. 86 ..... 70&10%
- Victor 55%
- Defiancio 70%

Snell's No. 5 ..... 75%
- No. 10 ..... 80%
- Nos. 20 and 30 ..... 70%

Tower & Lyon:
- Champion 40%
- Magazine 25%
- Machinists' 40%
- Belsley's patent 33⅓%

Screws
WOOD SCREWS—
List July 22, 1903.
Drive screws, diamond point ..... 87½&10%
Iron, bright flat head ..... 87½&10%
Iron, bright round and oval head ..... 85&10%
Brass, flat head ..... 85&10%
Brass, round head ..... 80&10%
Bronze, flat head ..... 77½&10%
Bronze, round head ..... 75&10%
Nickel Plated, iron flat head ..... 77½&10%
Nickel Plated, iron round head ..... 77½&10%

MACHINE—
List, January 1, 1898.
Brass, flat head; Brass, round head; Iron, flat head; Iron, round head ..... 50&50&10%

COACH, LAG AND HAND RAIL—
C. P. Coach, list Oct. 1, '99 ..... 75&12½%
Hand Rail ..... 70&10&7½%
Lag screws, list Oct. 1, 1899.
Cone Point ..... 75&17½%

BENCH, HAND, ETC—
Bench, iron, ₱ doz ..... 1 in., $2.50@$2.75
- 1¼, $3.00@$3.25; 1¼, $3.50@$3.75

Bench, wood, beech ..... 30@30&5%
Hand, wood ..... 30@30&5%
Jack Screws, Miller's Falls, roller bearing ..... 50&10%
Jack Screws, Miller's Falls, without roller bearing ..... 40&10&10%
Jack Screws, P. S. & W ..... 50@50&5%
Jack Screws, Sargent's ..... 70&10%

Scroll Saws
Cricket ..... 10&10%
C. E. Jennings & Co 25%
Lester, complete, $10.00 ..... 15&10%
Rogers, complete, $4.00 ..... 15&10%

Scythes
₱ Doz
Wadsworth's:
Natural Finish, grass; Polished Blade, grass; Painted or Bronzed, grass; Clipper, grain; weed and bush 40%

Scythe Rifles
3-Coat, ₱ gro., $10.00 } 40%
4-Coat, ₱ gro., $12.00 }

Scythe Stones
	₱ Gro	
No. 1, Indian Pond	$ 7.00	40%
No. 2, "	4.50	
White Mountain	9.00	
Black Diamond	12.00	
Lamoille	11.00	
Green Mountains	6.00	
Leader Red End	4.50	
Willoughby Lake	9.00	
Extra Quinnebog	7.00	
Pike's Corundum	24.00	
" Emery	15.00	

Seeders
Raisin, Enterprise ..... 25@30%

Shears
Acme (cast) ..... 40@40&5%
Ætna, Steel Japanned ..... 30&20%
Ætna, Steel Nickeled ..... 70&20%
Barnard Lamp Trimmers 40%
Carrier Cutlery Co.:
- N. P. Straight Trimmers 63⅓%
- N. P. Bent Trimmers 66⅔%
- Japanned Straight ..... 70&10%
- Japanned Bent ..... 70&10%

Cronks
- Nickel Plated ..... 60&10%
- Japanned ..... 60&20%

Heinisch's:
- Straight Trimmers, etc. 60&10@60&10&10%
- Tailors' Shears 40%

Tinners' Snips 40%
Pruning, See Pruning Hooks and Shears.
Seymour's Standard List:
- Japanned 70%
- Nickeled 60%

Standard Cutlery Co.:
- Japanned ..... 70&10%
- Nickeled ..... 60&10%

Star Brand:
- Nickel Scissors 60%
- Nickel Shears 60%
- Japan Shears 70%
- Tailors' Shears ..... 40&10%
- Pruners 70%
- Tinners' Snips ..... 40&10%

Shears, Hedge
Wm. Wilkinson & Sons 50%

Sheaves
SLIDING DOOR—
Corbin's list ..... 60&10&2%
Hatfield's Pattern ..... 70&10@80%
Stowell's Anti-Friction 50%
Patent Roller ..... 60&10@60&10&5%

SLIDING SHUTTER—
Sargent's list 70%

Shells
See Ammunition.

Ship Tools
L. & I. J. White 25%

Shot
See Ammunition.

Shovels and Spades
Association List, Nov. 15 ..... 40%
F. E. Kohler Co ..... net prices
Avery Stamping Co ..... net prices

Shutter Bars
Ives' 45%

Shutter Bolts
See Bolts, Shutter.

Sifters, Flour
Hunter's Genuine, ₱ gross .... $10.50@$11.50

Skate Sharpeners
Eureka ..... ₱ doz.. $1.75; ₱ gro., $18.00

Slaters' Tools
Plumbs 80%

Slaw and Kraut Cutters
Disston's:
- Slaw, vegetable, corn grater, turnip shredder 40%
- Kraut cutters, 24x7, 26x6, 30x9 55
- Kraut cutters, 36x12, 40x12 ..... 40%

Enterprise Mfg. Co ..... 25@30%
Tucker & Dorsey:
- 1 knife, ₱ gro ..... $18.@$20.00
- 2 knives, ₱ gro ..... $22.50@$30.00
- Kraut cutters 40%

Woodrough & McParlin 40%

Sledges and Heavy Hammers
See Hammers.

Slicers
Vegetable, Enterprise 25%

Smiths' Bellows
See Bellows.

Snaps, Harness, &c
German, new list ..... 40@40&10%
Sargent's:
- Patent Guarded 66⅔%
- Covered Spring ..... 50@55%

Covert Mfg. Co.:
- Covert Breast strap, bkle snaps 45%
- Yankee Breast strap, bkle snaps 17½%
- Breast strap protector ..... 45&2%
- Double for bits or trace carrier 45%
- Trojan snaps 45%
- High grade snaps 45%
- Jockey snaps 35%
- Derby snaps ..... 30&2%
- Rope snaps ..... 35&5%
- Yankee snaps ..... 30&2%

Scythe Snaths
National Snath Co ..... 45@50%
Grain cradles ..... 40&12½%

Spoke Shaves
Bailey's (Stanley R. & L. Co.) ..... 50&10%
Razor Edge 35%
Iron, ₱ doz ..... 50&10%
Miller's Falls ..... 15&10%
Seymour Smith & Sons, iron 20%
Wm. Johnson's:
- Wood, best 30%
- Wood, second quality 33⅓

Spoons and Forks
Boardman's:
- Nickel silver, catalogue "D" ..... net list

SILVER PLATED FLAT WARE—
L. Boardman & Son, cat'lge "D" net list
International Silver Co.:
- "1847" ..... 40&10%
- "Anchor" 60%
- "Eagle" ..... 50&10%
- "Star" ..... 50&10%

Rogers, Smith & Co ..... 50&10%
Rogers & Hamilton ..... 40&10%
Holmes & Edwards ..... 50&10&10%
German silver, unplated ..... 60@60&5%

KNIVES AND FORKS, NO. 12—

	₱ Doz. Net
"1847"	$3.50
"Anchor"	3.25
"Eagle"	3.25
"Star"	3.25
Rogers, Smith & Co	3.25
Rogers & Hamilton	3.25
Holmes & Edwards	3.00

Springs
See Door Springs.

Spring Balances
See Balances.

Spring Hinges
See Hinges.

Squares
Disston's Try sq're & T bevels, new list .. 70%
Try square and T bevel ..... 60&10&10@70%
Winterbottom's Try and Mitre:
- Iron Handle 40%
- Wood Handle 50%

Nickel-pl'ted, new list, Jan. 5, '00. 70&10&10%
Steel and iron ..... 70&10&10%

Staples
Barbed blind, ⅛, ⅜, & ½ in., ₱ lb. 6½c

FENCE—
Same price as Barb Wire, see trade report.

Stay Rollers
Cronk's, No. 50, net ₱ doz $1.00
- " 55 " " " 60c
- " 56 " " " 84c
- " 60 " " " 84c
- " 65 " " " 80c

Lane's, Nos. 1, 2 and 3 ..... 40%

Steels
Chatillon's "Dicks" 30%

Stocks and Dies
BICYCLE—
Holroyd & Co ..... 40&10%

BLACKSMITH'S—
Butterfield's ..... 35&40%
Gardner ..... 33⅓&10%
Holroyd & Co ..... 50&10&5%
Holroyd's R'd Adj. screw plates 50%
Reece's new screw plates 25%
Lightning screw plate 25%

PIPE MAKERS—
Holroyd & Co ..... 80&10%@80&10%

Stones
See Oilstones.

Stops
See Bench Stops.

Store Door Handles
See Handles.

Store Ladders
Lane's 10%
Myers' Noiseless 50%

Stove Bolts
See Bolts.

Stove Polish
See Polish, Stove.

Sweepers
See Carpet Sweepers.

Tackle Blocks
See Blocks.

Tacks, Brad, &c
List January 15, 1899.
American cut tacks ..... 90&25%
S. S. cut tacks ..... 90&10&5%
Carpet Tacks:
- American blued ..... 90&25&5%
- American tinned ..... 90&25&5%

Swedes Iron Tacks:
- S. S. ..... 90&10&10&5%

Bill Posters' and Railroad Tacks:
- S. S. ..... 90&65&5%

Common and Patent Brads ..... 90&10&5%
Gimp Tacks:
- S. S. ..... 90&65&5%

Hungarian Nails, steel ..... 90&10&5%
Lace Tacks:
- S. S. ..... 90&65&10%

Looking Glass Tacks ..... 65&5%
Trimmers' Tacks:
- S. S. ..... 90&10&10&5

Trunk and Clout Nails:
- Steel, black ..... 80&10%
- Steel, tinned ..... 80&10%

Upholsterer's Tacks:
- S. S. ..... 90&40&5%

MISCELLANEOUS—
Double Point, in dozens ..... 90&85cts
Shade, in dozens ..... 90&10&10%
Shade, in bulk 90%

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Tack Pullers

Columbia, No. 1, ₱ doz., net.....$5.00
" " 2, " " " 1.00
Little Jack, ₱ doz., net..... 1.00

Tapes, Measuring

Eddy's:
American Asses' skin.....40&10@50%
Leather Case.....25@25&10%
Star steel.....40@40&10%
Steel.....30&5@35%
Chestermans.....25@25&5%
Keuffel & Esser Co.:
"Favorite" Ass skin.....40&10@50%
"Favorite" Duck & Leather.25&5@25&10%
Metallic steel, lower list.....25@25&5%
Pocket.....35@35&10%
Lufkin's steel and metallic.....30@33⅓%

Tap Borers

See Borers, Tap.

Taps

American Screw Co.:
Machine screw.....70%
Holroyd & Co's.:
Blacksmiths.....60&10%
Machine screw.....75&10@80%
Machinists's Hand:
1-16 to 1¼ in. inc.....65&10%
1⅜ to 2 in.....50&10&5%
2⅛ to 3 in. inc.....33⅓&10%
3⅛ to 4 in. inc.....20%
Pipe, ⅛ to 1¼ in.....30@20%
Pipe, 2 to 3 in.....30&15%
Pipe, 3½ and 4 in.....60⅔&15%

Tap Wrench

Rollis Hdw. Co., $6.00.....50%

Thumb Latches

See Handles.

Ties, Wall and Veneer

The Metal Stamping Co., Niagara...20&10%

Tinware

Stamped, Japanned and Pieced..net prices

Tire Bolts

See Bolts.

Tobacco Cutters

National Specialty Co.....40%
Enterprise Mfg. Co.....25@30%

Toilet Clippers

See Clippers.

Trammel Points

C. E. Jennings & Co., "Eureka".....25%
Disston's.....70%
Sargent's.....40&10%
Stanley's.....45%

Transom Lifters

Payson's solid grip, Nos. 643 and 644, ₱ 100, net.....$33.00
Payson's:
Balance, Iron list.....70&10&10%

Traps

FLY—

Balloon..... ₱ doz. $1.25, ₱ gro., $12.00
Globe..... " " 1.25, " " 12.00
Harper..... " " 1.40, " " 13.50

GAME—

Enterprise Mole..:.....15&10%
Hawley & Norton.....65%
Newhouse.....45@45&5%
Victor.....70&10@70&10&5%

MOUSE AND RAT—

Hotchkiss:
Metallic Mouse.....50%
Improved Rat.....50%
New Rat.....50%
Mouse, round wire, ₱ doz., $1.00.....10%
Mouse, wood, choker, ₱ doz. holes.....9c
Marty French rat & mouse traps (Genuine):
No. 1, Rat, ea. $1.21; ₱ doz.....$13.25
No. 3, Rat, ₱ doz., $5.50; case of 50.. 5.75
No. 3½, Rat, ₱ doz., $5.25; case of 72. 4.70
No. 4, Mouse, ₱ doz., $3.85; " " 150 3.00
No. 5, " " " $3.00; " " 150 2.35
Smith & Egge Mfg. Co.: ₱ Doz
Superior Rat Trap.....$15.00
Yankee Mouse Trap..... 5.50
Yankee Rat Trap..... 11.00

Trouser Hangers

Pullman No. 1, ₱ gro.....$ 9.00
" " 4, " " " 24.00

Trowels, Mechanics

Brade's Brick.....30%
Disston's:
Brick and Pointing.....30%
Plastering.....25%
"Standard Brand" and Garden.....35%
C. E. Jennings & Co.:
Brick.....30%
Plastering.....25%
Pointing.....30%
W. & McP. Plastering.....25%
"Rose" Brick, Plst'rng & Moulding..25&5%

Trowels, Garden

Kohler's:
Mal. Hdl. Jap., ₱ gross, net.....$5.00
" " Tinned, ₱ gross, net..... 6.20
Wood Hdl., ₱ gross, net..... 4.50
Disston's.....35%

Vegetable Slicers

Enterprise Mfg. Co.....25%

Vises

Oval slide.....60&10%
Solid box.....60&10@60&10&10%
Columbian Hdw. Co.:
Nos. 110 and over.....50&5%
Nos. 100 and under.....50&10%
Solid box, horseshoers', Nos. 60, 65 & 70 50&10%
Machinists', Parallel.....40&45%
Coachmakers'.....40%
Armstrong's:
Combination.....50%
Plain and Hinge.....60%
Bonney's Champion.....40&10
Holland's.....$4
Howard's.....40%
Little Giant Bench.....25&
Lowell Hand.....33⅓%
Massey:
Perfect.....20%
Clincher.....35@40%
Wood-working.....15@20%
Planer.....15@20%
Comb. Pine.....40%
Millers' Falls:
Mechanics'.....10%
Oval Glide.....60&10%
Ball Clamp.....45&10%
Hand.....15&10%
Moore's.....20%
Prentiss.....20@25%
Sargent's.....40%
Snediker's.....30@33⅓%
Stephen's.....30@33⅓%
Trenton.....40@40&5%
Wright's Pipe.....40%

SAW FILERS

Bonney's No. 1 & 3.....40%
Wentworth's.....40&10@50%

Wads

See Ammunition.

Wagon Jacks

Covert's Auto Screw Jacks.....30&2%
Mfg. Co's. steel.....45%
Automobile.....45%
Lane's steel.....30&10%

Washer Cutters

Otis A. Smith's.....20&10&10%

Weights, Hitching

Covert Mfg. Co.....40&2%

Well Wheels

Japanned, 8 to 14 in.....net

Weed Extractors

"Pastime," ₱ doz., net.....$1.75

Window Cleaners

Barnes Mfg. Co.....40%
Bosley's Peerless.....60%
Bosley's X. L. C. R.....70%
Clayton's.....25&10%
Phœnix.....60%

Window Stop Adjusters

Ives' new list.....35%
Taplin's "Perfection".....35%

Wire Gauges

See Guages.

Wire and Wire Goods

Brass wire.....30@30&5%
Bright Wire Goods:
New list June 24, 1903.....90&10&10&10%
Cast steel wire.....50%
Copper wire.....15%
Annealed & Tin. on spools.....70&10&10%
Brass and Cop. on spools.60&10@60&10&10%
Spooled wire, ass'd for retailing.....70&5%
Market Wire, Bright or Annealed:
Nos. 6 to 9.....80&5%
Nos. 10 to 18.....80%
Nos. 19 to 26.....80&10%
Nos. 27 to 31.....80&5%
Galvanized:
Nos. 15 to 26.....75&5%
Coppered:
Nos. 6 to 14.....75&10%
Nos. 15 to 18.....75&10%
Tinned:
Nos. 6 to 14.....77½%
Nos. 15 to 18.....75&5%
Cast steel.....65%
Charcoal iron.....60%
Gun screw.....65%
Picture wire, list of Oct. 2, 1900..... 85&10&85&10&10%
Stub's steel wire.....$6.00 to$ 33⅓%

Wire Clothes Lines

See Lines.

Wire Cloth, Netting, &c

Galvanized wire netting.....80&10@80&15%
Painted screen cloth, good quality, ₱ 100 sq. ft.....$1.20@$1.35

Wire Rope

Bright.....50&2½%
Iron, galvanized.....42½&2½%

Wire Rope Clips

Crosby.....25%

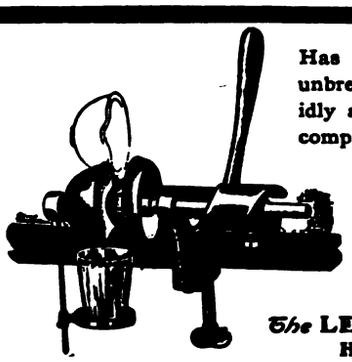
Wire Stretchers

W. C. Heller's grip, ₱ doz.....$1.50

Wrenches

Agricultural.....75&10@75&10&10%
Alligator.....70&10%
Baxter's.....70@70&10%
Machinists.....50%
Solid handle.....50%
Bemis & Call's:
Briggs pattern.....30&10%
Improved Pipe, bright.....60%
Patent Combination black.....40&5%
Patent Combination bright.....40%
Bicycle:
Club.....40%
Superior.....40%
Featherweight.....40%
Protection.....40%
Boardman's.....30@33⅓%
Coes':
Genuine.....40&10&5&5%
"Mechanics".....40&10&10&5&5%
Coes' pattern, wrought bar....60&5@60&10%
Donohue's engineer.....40&10%
Eagle pipe.....50&10%
Gem.....30%
Stillson pipe.....60&10%
Acme.....60@60&10%
Bull Dog.....70%
Hercules.....70%

The "Leader" Lemon Squeezer



Has no loose parts. Is unbreakable. Works rapidly and thoroughly. Most compactly put together.

Two styles — nickel plated and Japanned.

Mention HARDWARE.

The LEADER MFG. CO.
Hartford, Conn.

Columbia
Can Opener



It never slips nor tears. A high-grade can opener at a low price—10 cts. retail. Discount most liberal to the trade. Send for it.

A. F. Meisselbach & Bro
30 PROSPECT STREET
NEWARK, N. J.

DON'T FAIL

TO MENTION "HARDWARE"

WHEN WRITING

TO

THESE ADVERTISERS.

PAINTS, OILS AND COLORS.

Oils

Linseed, City, raw, in barrels, ₱ gal....51c
Linseed, City, boiled, in bbls, " " 53c
Out of Town, on spot, ₱ gal.....50c
Calcutta, raw, in barrels, ₱ gal.....60c
Lard, prime city, ₱ gal.....58@60c
Lard extra, No. 1.....47@48c
Lard, No. 1.....35@39c

Paints and Colors

Barytes, Foreign floated, ₱ ton..... $17.50@19.00
Barytes, American floated, ₱ ton..... $1.00@18.50
Barytes, crude, ₱ ton.....$17.00@11.00
White Lead, American, dry, in bbls., ₱ lb.....6c
White Lead, American, in oil, in lots of less than 500 lbs., ₱ lb. net.....7c
In lots of 500 lbs. and over, ₱ lb.....6¼c
White Lead Eng., in oil, ₱ lb.....9¼c
Litharge Kegs, ₱ lb.....6¾@7¼c
Zinc, American dry, ₱ lb.....4¾@5c

Putty

In bulk.....$1.15
In bladders.....$1.75
In cans, 12½ lb. to 25 lb.....$1.50@1.80

Spirits Turpentine

In regular bbls.....60@61c
In machine bbls.....61@61½c

Dry Colors

	₱ Lb
Blue, Chinese	30@35
Blue, Prussian	28@34
Blue, Ultramarine	5@15c
Sienna, Italian, burnt & powdered	3@6½c
Sienna, Italian, raw & powdered	3@6½c
Umber, Turkey, burnt	2½@3½c
Umber, Turkey, raw	2½@3½c
Green, Chrome, ordinary	5@7½c
Green, Paris, in kegs	12½@14½c
Indian, Red, American	3@3½c
Indian, Red, English	4½@5½c

Colors in Oil

Black Lampblack, best	12@14c
Blue, Chinese	35@40c
Blue, Prussian	32@35c
Blue, Ultramarine	14@16c
Sienna, burnt	11@13c
Sienna, raw	11@13c
Umber, burnt	12@16c
Umber, raw	11@14c
Brown, Vandyke	11@14c

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HARDWARE BUYERS' DIRECTORY

CLASSIFIED LIST OF ADVERTISERS

Agricultural Implements
Geneva Tool Co., Geneva, Ohio
John H. Graham & Co., New York
American Fork & Hoe Co., Cleveland, O.

Animal Pokes
American Fork & Hoe Co., Cleveland, O.

Anti-Friction Metal
Magnolia Metal Co., New York

Anvils
Alfred Field & Co., New York
Columbian Hardware Co., Cleveland, O.

Arbor Presses
Chandler & Farquhar, Boston

Augers and Auger Bits
John H. Graham & Co., New York
C. E. Jennings & Co., New York
Russell Jennings Mfg. Co., Deep River, Conn.

Automobiles
J. Stevens Arm & Tool Co., Chicopee Falls, Mass.

Automobile Forgings
Thomson Drop Forge Co., Plantsville, Conn.

Awls
The H. H. Mayhew Co., Shelburne Falls, Mass.
Hurwood Mfg. Co., Bridgeport, Conn.

Axes and Edge Tools
L. & I. J. White Co., Buffalo, N. Y.

Axle Grease
Frazer Lubricator Co., New York
Snowflake Axle Grease Co., Fitchburg, Mass.

Axle Oil
The Frank Miller Co., New York

Babbitt Metal
Magnolia Metal Co., New York

Bait, Pflueger's Luminous
Enterprise Mfg. Co., Akron, Ohio

Balances, Sash (Spring)
Pullman Mfg. Co., Rochester, N. Y.

Bank Railings
The Wm. Bayley Co., Springfield, O.
J. E. Bolles Iron & Wire Works, Detroit, Mich.

Barb Wire
Fuller Bros. & Co.. New York

Barn Paints
E. E. Nice, Philadelphia, Pa.
Geo. W. Pitkin Co., Chicago, Ill.

Bath Room Fixtures
Buffalo Mfg. Co., Buffalo, N. Y.
Novelty Mfg. Co., Waterbury, Conn.

Bearing Metal
Magnolia Metal Co., New York

Beef Shavers
Enterprise Mfg. Co. of Pa., Phila.

Beet Forks
American Fork & Hoe Co., Cleveland, O.
Geneva Tool Co.. Geneva, O.

Beet Hoes
American Fork & Hoe Co., Cleveland, O.
Geneva Tool Co., Geneva, O.

Bellows, Smiths'
C. E. Jennings & Co., New York, N. Y.

Bells and Gongs
John H. Graham & Co., New York

Belt Dressing
Jos. Dixon Crucible Co., Jersey City, N. J.

Belt Shifters
Chandler & Farquhar, Boston

Belting
Ames Sword Co., Chicopee, Mass.
Voorhees Rubber Mfg. Co., Jersey City, N. J.

Bench Shears
Chandler & Farquhar, Boston

Bicycles
Gendron Wheel Co., Toledo, Ohio
J. Stevens Arms & Tool Co., Chicopee Falls, Mass.

Bicycle Chain Lubricant
Enterprise Mfg. Co., Akron, Ohio

Bicycle Stands
F. E. Meyers & Bro., Ashland, Ohio

Bicycle Step Ladders
Bicycle Step Ladder Co., Chicago, Ill.

Bicycle Sundries
Cushman & Denison, New York
Harrington & Richardson Arms Co., Worcester, Mass.
Smith & Egge Mfg. Co., Bridgeport, Conn.
Edwin B. Stimpson & Son, New York

Bits
Alfred Field & Co., New York
C. E. Jennings & Co., New York
Russell Jennings Mfg. Co., Deep River, Conn.
The H. H. Mayhew Co., Shelburne Falls, Mass.

Blocks, Tackle
Lane Bros., Poughkeepsie, New York

Boiler Feeders
N. A. Watson, Erie, Pa.

Bolt and Screw Cases
J. D. Warren Mfg. Co., Chicago

Bolts, Bolt Ends, Etc
Columbus Bolt Works, Columbus, O.
Garland Nut & Rivet Co., Pittsburg, Pa.

Bolts, Wrought Barrel
Griffin Mfg. Co., Erie, Pa.

Boring Machines
Ajax Mfg. Co., Pittsburgh, Pa.
C. E. Jennings & Co., New York

Box Corner Fasteners
Cary Mfg. Co., New York
Standard Metal Strap Co., New York

Box Hasps and Hinges
Cary Mfg. Co., New York
Standard Metal Strap Co., New York

Box Straps
Cary Mfg. Co., New York
Standard Metal Strap Co., New York

Braces, Carpenters
John H. Graham & Co., New York
C. E. Jennings & Co., New York
The H. H. Mayhew Co., Shelburne Falls, Mass.

Brackets
E. E. Josef Mfg. Co., Buffalo, N. Y.

Brackets, Folding
Griffin Mfg. Co., Erie, Pa.

Brackets, Shelf
Griffin Mfg. Co., Erie, Pa.
Piqua Bracket Co., Piqua, Ohio

Brad Awls
Hurwood Mfg. Co., Bridgeport, Conn.

Brands, Burning
Schwerdtle Stamp Co., Bridgeport, Conn.

Brass and Composition Castings
Magnolia Metal Co., New York

Brass Goods
Walworth Mfg. Co., Boston, Mass.

Brass Novelties
Novelty Mfg. Co., Waterbury, Conn.

Bridge Rods
Columbus Bolt Works, Columbus, O.

Builders' Hardware
Champion Safety Lock Co., Geneva, O.
Columbian Hardware Co., Cleveland, O.
The Wm. Bayley Co., Springfield, O.
John H. Graham & Co., New York
Hobart B. Ives Co., New Haven, Conn.
Taylor & Boggis Foundry Co., Cleveland, O.

Bungs
John Sommer's Son, Newark, N. J.

Butcher Knives, Tools and Steels
John Chatillon & Sons, New York
Lamson & Goodnow Mfg. Co., Shelburne Falls, Mass.
L. & I. J. White Co., Buffalo, N. Y.

Butchers' Scales
John Chatillon & Sons, New York
Osgood Scale Co., Binghampton, N. Y.

Butchers' Tools
John Stortz & Son, Philadelphia, Pa.

Butts, Door
Bommer Bros., Brooklyn, N. Y.
Griffin Mfg. Co., Erie, Pa.
McKinney Mfg. Co., Allegheny, Pa.

Butts, Spring
Bommer Bros., Brooklyn, N. Y.
Columbian Hardware Co., Cleveland, O.
Niles Mfg. Co., Chicago

Cabinets, Bolt
J. D. Warren Mfg. Co., Chicago, Ill.

Cabinets, Hardware
J. D. Warren Mfg. Co., Chicago, Ill.

Cabinets, Medicine
Udell Works, Indianapolis, Ind

Cabinet Hinges
Columbian Hardware Co., Cleveland, O.

Calipers
Alfred Field & Co., New York
C. E. Jennings & Co., New York
Massachusetts Tool Co., Greenfield, Mass.
Sawyer Tool Mfg. Co., Fitchburg, Mass.
Smith & Egge Mfg. Co., Bridgeport, Conn.
L. S. Starrett Co., Athol, Mass.
J. Stevens Arms & Tool Co., Chicopee Falls, Mass.

Can Openers
John H. Graham & Co., New York
A. F. Meisselbacher & Bro., Newark, N. J.

Canopies (Mosquito)
I. E. Palmer, Middletown, Conn.

Carpenters' Pencils
Jos. Dixon Crucible Co., Jersey City, N. J

Carpet Beaters
Holt-Lyon Co., Tarrytown, N. Y.

Carpet Sweepers
Bissell Carpet Sweeper Co., Grand Rapids, Mich.
Streator Metal Stamping Co., Streator, Ill.

Carriage Bolts
Columbus Bolt Works, Columbus, O.

Carriage Top Dressing
Frank Miller Co., New York

Carriers, Hay
F. E. Meyers & Bro., Ashland, Ohio

Cash Registers
National Cash Register Co., Dayton, O.

Catalogue Cases
J. D. Warren Mfg. Co., Chicago, Ill.

Cement Rollers
John Stortz & Sons, Phila., Pa.

Chafing Dishes
Buffalo Mfg. Co., Buffalo, N. Y.

Chains
Covert Mfg. Co., West Troy, N. Y.
Alfred Field & Co., New York
Fuller Bros., New York
Oneida Community, Oneida, N. Y.

Chains, Cow
Covert Mfg. Co., West Troy, N. Y.
Oneida Community, Kenwood, N. Y.

Chains, Halter
Oneida Community, Ltd., Kenwood, N. Y.

Chains, Sash
Oneida Community, Kenwood, N. Y.
Smith & Egge Mfg. Co., Bridgeport, Conn.

Chairs (Invalid)
I. E. Palmer, Middletown, Conn.

Checks, Brass
Schwerdtle Stamp Co., Bridgeport, Conn.

Cherry Stoners
Enterprise Mfg. Co. of Pa., Phila.
Goodell & Co., Antrim, N. H.

Chisels
L. & I. J. White Co., Buffalo, N. Y.

Chisels, Cold
Hurwood Mfg. Co., Bridgeport, Conn.
John Stortz & Son, Philadelphia, Pa.

Chisels, Firmer
Alfred Field & Co., New York
C. E. Jennings & Co., New York
L. & I. J. White Co., Buffalo, N. Y.

Clamps
North Bros. Mfg. Co., Phila., Pa.
Smith & Egge Mfg. Co., Bridgeport, Conn.

Clamps, Rug and Carpet
E. E. Josef Mfg. Co., Buffalo, N. Y.

Cleavers
John Chatillon & Sons, New York
L. & I. J. White Co., Buffalo, N. Y.

Clippers, Horse and Barbers'
American Shearer Mfg. Co., Nashua, N. H.
Alfred Field & Co., New York
John H. Graham & Co., New York

Clocks Alarm
Western Clock Mfg. Co., La Salle, Ills.

Closet Pulls
Smith & Egge Mfg. Co., Bridgeport, Conn.

Clothes Bars
A. J. Phillips Co., Fenton, Mich.

Coat Hanger (Folding)
Leader Mfg. Co., Hartford, Conn.

Coat, Hat and Ceiling Hooks
Columbian Hardware Co., Cleveland, O.
John H. Graham & Co., New York

Coffee and Spice Mills
The Wm. Bayley Co., Springfield, O.
Enterprise Mfg. Co. of Pa., Phila, Pa.
W. H. Glenny & Co., Rochester, N. Y.
Lane Brothers Co., Poughkeepsie, N. Y.

Coil Springs (Door)
Pullman Mfg. Co., Rochester, N. Y.

Coke Forks
Geneva Tool Co., Geneva, O.

Conductor Pipe
Am'can Steel Roofing Co., Middletown, O

Contractors' Plows
Syracuse Chilled Plow Co., Syracuse, N. Y.

Contractors' Tools
John Stotz & Sons., Philadelphia, Pa.

Coopers Tools
L. & I. J. White Co., Buffalo, N. Y.

Cork Pullers
Enterprise Mfg. Co. of Phila., Pa.
Erie Specialty Co., Erie, Pa.

Corkscrews
Erie Specialty Co., Erie, Pa.
Alfred Field & Co., New York

Corn Hooks
Geneva Tool Co., Geneva, O.

Corn Sheller, (Hand)
The Wm. Bayley Co., Springfield O.

Cotton Hoes
Geneva Tool Co., Geneva, O.

Counterfeit Detectors
Pelouze Scale & Mfg. Co., Chicago

Counters, Hardware
J. D. Warren Mfg. Co., Chicago, Ill.

Counters, Nail Bin
J. D. Warren Mfg. Co., Chicago, Ill.

Countersinks
C. E. Jennings & Co., New York

Cover Lifters, Stove
Fanner Mfg. Co., Cleveland, O.

Crayons
Jos. Dixon Crucible Co., Jersey City, N. J

Cupboard Catches
Champion Safety Lock Co., Geneva, O.

Cupboard Turns
Champion Safety Lock Co., Geneva, O.

Curled Hair
Baeder, Adamson & Co., N. Y., Phila. Boston and Chicago

Curry Combs
John H. Graham & Co., New York

Cuspadors
Buffalo Mfg. Co., Buffalo, N. Y.

Cutlery, Pocket
John Chatillon & Sons Co., New York
Cronk & Carrier Mfg., Elmira, N. Y.
Jos. Rodgers & Sons, Sheffield, England

Cutlery, Table
Alfred Field & Co., New York
Lamson & Goodnow Mfg. Co., Shelburne Falls, Mass.
Jos. Rodgers & Sons, Sheffield, England

Cut Nails
Fuller Bros. & Co., New York

Cutters, Rod
J. Stevens Arms & Tool Co.

Cutters, Wire
Cronk & Carrier Mfg. Co., Elmira, N. Y.

Cutting Pliers
Cronk & Carrier Mfg. Co., Elmira, N. Y.

Dairy Scales
Osgood Scale Co., Binghampton, N. Y.

Dampers
Fanner Mfg. Co., Cleveland, O.
Taylor & Boggis Foundry Co., Cleve., O.

Dies, Steel
Schwerdtle Stamp Co., Bridgeport, Conn.
Walworth Mfg. Co., Boston, Mass.

Display Racks
Piqua Bracket Co., Piqua, Ohio.

Dogs Collars and Muzzles
Alfred Field & Co., New York

Door Catches
Am. Hardware Mfg. Co., Ottawa, Ill.
Columbian Hardware Co., Cleveland, O.

Door Holders
Caldwell Mfg. Co., Rochester, N. Y.
Pullman Mfg. Co., Rochester, N. Y.

Door Checks and Springs
Caldwell Mfg. Co., Rochester, N. Y.

Door Pulls
Columbian Hardware Co., Cleveland, O.

Door Springs
Columbian Hardware Co., Cleveland, O.

Door Strikes
Columbian Hardware Co., Cleveland, O.

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Dormant Scales
Osgood Scale Co., Binghamton, N. Y.

Drawers, Hardware
J. D. Warren Mfg. Co., Chicago, Ill.

Drawer Pulls
Griffin Mfg. Co., Erie, Pa.
Champion Safety Lock Co., Geneva, O.

Drawing Instruments
C. E. Jennings & Co., New York
Keuffel & Esser Co., New York
Massachusetts Tool Co., Greenfield, Mass.
Sawyer Tool Mfg. Co., Fitchburg, Mass.
L. S. Starrett Co., Athol, Mass.

Drawing Knives
L. & I. J. White Co., Buffalo, N. Y.

Drills, Bench
Chandler & Farquhar, Boston, Mass.
(See Twist Drills)

Dripping Pans
The Bronson Walton Co., Cleveland, O.

Drop Forgings
Thomson Drop Forge Co., Plantsville, Conn.

Dumb Waiters
Kimball Bros. Co., Council Bluffs, Iowa
O'Neill Elevator Co., Philadelphia, Pa.

Duplicating Machines
Felix P. J. Dans Duplicating Co., N. Y.

Ears, Knobs and Handles
Berger Bros. Mfg. Co., Philadelphia, Pa.

Edge Tools
L. & I. J. White Co. Buffalo, N. Y.

Egg Beaters (Dover)
Holt Lyon Co., Tarrytown, N. Y.

Electric Bells and Supplies
John H. Graham & Co., New York

Elevator Enclosures and Bars
The Wm. Bayley Co., Springfield, O.
J. E. Bolles Iron & Wire Works, Detroit, Mich.

Elevators
Kimball Bros. Co., Council Bluffs, Iowa
O'Neill Elevator Co., Philadelphia, Pa.

Emery and Garnet Paper
Baeder, Adamson & Co., N. Y., Phila. Boston and Chicago

Emery Paper and Cloth
Baeder & Adamson, Co., Phila. & N. Y.

Emery Wheels
Pike Mfg. Co., Pike, N. H.

Envelope and Stamp Lubricators
Pelouze Scale & Mfg. Co., Chicago

Export Agents
John H. Graham & Co., New York

Farm Fencing
New Jersey Wire Cloth Co., Trenton and New York

Farming Tools
Am. Fork & Hoe Co., Cleveland, O.
Geneva Tool Co., Geneva, O.

Faucets, Metal
John H. Graham & Co., New York

Faucets, Wood
John Sommer's Son, Newark, N. J.

Fences, Wire and Iron
Adams Steel & Wire Works, Joliet, Ill.
The Wm. Bayley Co., Springfield, O.
J. E. Bolles Iron & Wire Works, Detroit, Mich.
Enterprise Foundry & Fence Co., Indianapolis, Ind.
Stewart Iron Works, Cincinnati, O.
Van Dorn Iron Works Co., Cleveland, O.

Field Hoes
Geneva Tool Co., Geneva, O.

Files
G. & H. Barnett Co., Philadelphia
Alfred Field & Co., New York
Nicholson File Co., Providence, R. I.

Fillers, Wood
E. E. Nice, Philadelphia, Pa.

Filters
Buffalo Mfg. Co., Buffalo, N. Y.
Champion Safety Lock Co., Geneva, O.
Gate City Filter Co., New York, N. Y.
Fulper Pottery Co., Flemington, N. J.
N. A. Watson, Erie, Pa.

Filters, Water
N. A. Watson, Erie, Pa.

Fire Arms
Alfred Field & Co. New York
Harrington & Richardson Arms Co., Worcester, Mass.
J. Stevens Arms & Tool Co., Chicopee Falls, Mass.

Fire Pots
Clayton & Lambert Mfg. Co., Detroit, Mich.

Fish Cleaners, Shoo Fly Cream
Enterprise Mfg. Co., Akron, Ohio

Fish Hook Disgorgers
Enterprise Mfg. Co., Akron, Ohio

Fish Hooks, Ringed and Flatted.
Enterprise Mfg. Co., Akron, Ohio

Fishing Floats
J. M. Mast Mfg. Co., Lititz, Pa.

Fishing Tackle
Enterprise Mfg. Co., Akron, Ohio
J. M. Mast Mfg. Co., Lititz, Pa.

Flint Paper
Baeder & Adamson Co., Phila. and N. Y.

Floor Plates
American Tube and Stamping Co., Bridgeport, Conn.

Food Choppers
The Wm. Bayley Co., Springfield, O.
Enterprise Mfg. Co. of Pa., Phila., Pa.

Forgings, Carriage
Columbus Bolt Works, Columbus, O.

Fruit Jar Wrenches
Champion Safety Lock Co., Geneva, O.

Fruit Presses
Enterprise Mfg. Co. of Pa., Philadelphia

Furnace Shovels
Geneva Tool Co., Geneva, Ohio

Galvanized Wire
Fuller Bros. & Co., New York

Garden Hose
Voorhees Rubber Mfg. Co., Jersey City, N. J.

Garden Rakes—Steel
Am. Fork & Hoe Co., Cleveland, O.
Cronk & Carrier Mfg. Co., Elmira, N. Y.
Geneva Tool Co., Geneva, O.

Garden Tools
Alfred Field & Co., New York
Am. Fork & Hoe Co., Cleveland, O.
Geneva Tool Co., Geneva, O.
W. H. Glenny & Co., Rochester, N. Y.

Garnet Paper
Baeder & Adamson Co., Phila. and N. Y.

Gas Pliers
Cronk & Carrier Mfg. Co., Elmira, N. Y.

Gasfitters' Supplies
Armstrong Mfg. Co., Bridgeport, Conn.
Walworth Mfg. Co., Boston, Mass.

Gas Stoves
Taylor & Boggis Foundry Co., Cleveland, O.

Gauges
The H. H. Mayhew Co., Shelburne Falls, Mass.

Gauges, Butt
Stanley Rule and Level Co., New York

Gimlets
The H. H. Mayhew Co., Shelburne Falls, Mass.
C. E. Jennings & Co.

Glass Cutters
W. L. Barrett, Bristol, Conn.
Fletcher, Terry & Co., Forestville, Ct.
The H. H. Mayhew Co., Shelburne Falls, Mass.

Glue
Baeder, Adamson & Co., N. Y., Phila., Boston and Chicago

Grain Cradles
Am. Fork & Hoe Co., Cleveland, O.
Geneva Tool Co., Geneva, O.

Grain and Barley Forks
Am. Fork & Hoe Co., Cleveland, O
Geneva Tool Co., Geneva, O.

Graphite
Jos. Dixon Crucible Co., Jersey City, N. J

Grass Hooks
Am. Fork & Hoe Co., Cleveland, O.
Geneva Tool Co., Geneva, O.

Grates
Blacklock Foundry, South Pittsburgh, Tenn.

Grist Mills (Hand)
The Wm. Bayley Co., Springfield, O.

Gummers, Saw
Henry Disston Sons., Phila., Pa.

Guns
Alfred Field & Co., New York.
Harrington & Richardson Co., Worcester Mass.
J. Stevens Arms & Tool Co., Chicopee Falls, Mass.

Hack Saws
Diamond Saw & Stamping Co., Buffalo, N. Y.
West Haven Mfg. Co., New Haven, Conn

Hack Saw Blades, Sterling
Diamond Saw & Stamping Works, Buffalo, N. Y.

Hack Saws (Universal)
West Haven Mfg. Co., New Haven, Conn.

Hair Felting
Baeder, Adamson & Co., N. Y. Phila., Boston and Chicago

Halter Chains
Covert Mfg. Co., West Troy, N. Y.

Halters, Web and Rope
Covert Mfg. Co., West Troy, N. Y.

Hammers
Henry Chenney Hammer Co., Little Falls, N. Y.
John H. Graham & Co., New York
Stanley Rule & Level Co., New York
Franklin Specialty Co., Reading, Pa.

Hammers, Adz-Eye
Henry Chenéy Hammer Co., Little Falls, New York

Hammocks
I. E. Palmer, Middletown, Conn.

Hand Carts
Syracuse Chilled Plow Co., Syracuse, N. Y.

Handles, Tool
Berger Bros. Co., Philadelphia
Geneva Tool Co., Geneva, O.

Hangers, Barn Door
Cronk & Carrier Mfg. Co., Elmira
John H. Graham & Co., New York
McKinney Mfg. Co., Allegheny, Pa.
Richards Mfg. Co., Aurora, Ills.

Hangers, Coat and Hat
Cronk & Carrier Mfg. Co., Elmira, N. Y.
W. H. Glenny & Co., Rochester, N. Y.

Hangers, Joist and Wall
Columbian Hardware Co., Cleveland, O.
Van Dorn Iron Works, Cleveland, O.

Hangers, Parlor Door
Richards Mfg. Co., Aurora, Ills.
Lane Bros. Co., Poughkeepsie, N. Y.

Hangers, Pipe
Berger Bros. Co., Philadelphia.
Walworth Mfg. Co., Boston, Mass.

Hardware Cabinets
J. D. Warren Mfg. Co., Chicago, Ill.

Hardware Cases
J. D. Warren Mfg. Co., Chicago, Ill.

Hardware Mfrs' Agents, Etc.
John H. Graham & Co., New York
Robert Murray, New York

Hardware Shelving
J. D. Warren Mfg. Co., Chicago, Ill.

Hardware Specialties
Am. Hardware Mfg. Co., Ottawa, Ill.
Alfred Field & Co., New York
Enterprise Mfg. Co. of Pa., Phila.
Robert Murray, New York
Taylor & Boggis Foundry Co., Cleveland, O.
Lane Bros. Co., Poughkeepsie, N. Y.
Pullman Mfg. Co., Rochester, N. Y.
Franklin Specialty Co., Reading, Pa.

Harness Dressing
Frank Miller Co., New York, N. Y.

Harness Snaps
Covert Mfg. Co., West Troy, N. Y.

Hatchets
Franklin Specialty Co., Reading, Pa.

Hasps and Staples
Griffin Mfg. Co., Erie, Pa.
McKinney Mfg. Co., Allegheny, Pa.

Hay Carrying Tools
F. E. Myers & Bro., Ashland, Ohio

Hay Forks
Am. Fork & Hoe Co., Cleveland, O.
Geneva Tool Co., Geneva, O.

Header Forks
Geneva Tool Co., Geneva, O.

Hinges
Columbian Hardware Co., Cleveland, O.
Griffin Mfg. Co., Erie, Pa.
McKinney Mfg. Co., Allegheny, Pa.
Niles Mfg. Co., Chicago.

Hinges, Floor Spring
Columbian Hardware Co., Cleveland, O.

Hinges, Spring
Bommer Bros., Brooklyn, N. Y.
Columbian Hardware Co., Cleveland, O.
Niles Mfg. Co., Chicago

Hoisting Machinery
Kimball Bros. Co., Council Bluffs, Ia.

Hollow Ware
Blacklock Foundry, South Pittsburgh, Pa.

Hones, Razor
Alfred Field & Co., New York
Pike Mfg. Co., Pike, N. H.

Hook Racks
Udell Works, Indianapolis, Ind.

Hooks
Berger Bros. Co., Philadelphia
Columbian Hardware Co., Cleveland, O.
John H. Graham & Co., New York

Horse and Cattle Ties
Covert Mfg. Co., West Troy, New York
Oneida Community, Ltd., Kenwood, N. Y.

Horse Clipping Machines
Am. Shearer Mfg. Co., Nashua, N. H.

Horse Nails
Capewell Horse Nail Co., Hartford, Conn

Horse Rasps
G. & H. Barnett Co., Phila., Pa.
Nicholson File Co., Providence, R. I.

Hose Pipe
F. E. Myers & Bro., Ashland, Ohio

Hose, Rubber
F. E. Myers & Bro., Ashland, Ohio
Voorhees Rubber Mfg. Co., Jersey City, N. J.

Holders, Pillow Sham and Dust Pan
E. E. Josef Mfg. Co., Buffalo, N. Y.

Household Specialties
W. H. Glenney & Co., Rochester, N. Y.

Ice Balances
John Chatillon & Sons, New York
Pelouze Scale & Mfg. Co., Chicago

Ice Chisels
John Chatillon & Sons, New York

Ice Cream Freezers
John H. Graham & Co., New York
North Bros., Mfg. Co., Philadelphia

Ice Creepers
Edwin B. Stimpson & Son, New York

Ice Picks
John Chatillon & Sons, New York
Erie Specialty Co., Erie, Pa.
C. E. Jennings & Co., New York
The H. H. Mayhew Co., Shelburne Falls Mass.
Hurwood Mfg. Co., Bridgeport, Conn.
Franklin Specialty Co., Reading, Pa.

Ice Tools
W. H. Glenny & Co., Rochester, N. Y.
John Chatillon & Sons, New York
Erie Specialty Co., Erie, Pa.
L. & I. J. White Co., Buffalo, N. Y.
John Storts & Son, Phila., Pa.

Injectors
N. A. Watson, Erie, Pa.

Injectors, Excelsior
N. A. Watson, Erie, Pa.

Iron Enamel
Nickel Plate Stove Polish Co., Chicago, Ill.

Iron Works
The Wm. Bayley Co., Springfield, O.
J. E. Bolles Iron & Steel Works, Detroit, Mich.
Enterprise Foundry & Fence Co., Indianapolis, Ind.
Van Dorn Iron Works Co., Cleveland, O

Jack Chains
Smith & Egge Mfg. Co., Bridgeport, Conn.

"Japalac"
Glidden Varnish Co., Cleveland, O.

Job Lots
Chas. Weiland, New York, N. Y.

Kitchen Cutlery
Lamson & Goodnow Mfg. Co., Shelburne Falls, Mass.

Knife Sharpeners
Pike Mfg. Co., Pike, N. H.

Ladders, Folding
Udell Works, Indianapolis, Ind.
Berger Bros. Co., Philadelphia

Lamps, Bicycle
John H. Graham & Co., New York

Lanterns
Hurwood Mfg. Co., Bridgeport, Conn.

Lard Presses
Enterprise Mfg. Co. of Pa., Phila.

Lawn Fences
Adams Steel & Wire Works, Joliet, Ill.
The Wm. Bayley Co., Springfield, O.
Enterprise Foundry & Fence Co., Indianapolis, Ind.
Van Dorn Iron Works Co., Cleveland, O.
J. E. Bolles Iron & Steel Works, Detroit, Mich.

Lawn Rakes
Geneva Tool Co., Geneva, Ohio

Lawn Mowers
Coldwell Lawn Mower Co., Newburgh, New York

Lawn Tools
Geneva Tool Co., Geneva, Ohio

Lead Pencils
Jos. Dixon Crucible Co., Jersey City, N. J

Lemon Squeezers
Berger Bros. Co., Philadelphia
Erie Specialty Co., Erie, Pa.
John H. Graham & Co., New York
John Sommer's Son, Newark, N. J.
Leader Mfg. Co., Hartford, Ct.

Letter Boxes
Taylor & Boggis Foundry Co., Cleveland, Ohio.

Levels
Stanley Rule & Level Co., New York
L. S. Starrett Co., Athol, Mass.

Light Gray Iron Castings
Taylor & Boggis Foundry Co., Cleveland, Ohio

Lighting Systems
American Gas Machine Co., Albert Lea Minn.

Liquid Fillers
E. E. Nice, Philadelphia, Pa.

Locks and Knobs
John H. Graham & Co., New York

Lubricants
Jos. Dixon Crucible Co., New York and Jersey City, N. J.

Lubricators
Geo. W. Cole Co., New York, N. Y.

Machinists' Tools
Barnes Tool Co., New Haven, Conn.
Henry Disston & Sons, Inc., Phila., Pa.
Walworth Mfg. Co., Boston, Mass.

Magnolia Metal
Magnolia Metal Co., New York

Mail Boxes
Vermont Slate Co., Zanesville, Ohio
Smith Bros. Mfg. Co., Indianapolis, Ind

Mallets
John Sommer's Son, Newark, N. J.
Stanley Rule & Level Co., New York

Manufacturers' Agents
John H. Graham & Co., New York
Robert Murray, New York

Manure Forks
Am. Fork & Hoe Co., Cleveland, O.
Geneva Tool Co., Geneva, O.

Manure Hooks
Geneva Tool Co., Geneva, O.

Mats and Matting, Rubber
Voorhees Rubber Mfg. Co., Jersey City, New Jersey

Measuring Pumps
Enterprise Mfg. Co. of Pa., Phila.

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Measuring Tapes
Alfred Field & Co., New York
John H. Graham & Co., New York
Keuffel & Esser, New York

Meat Choppers
John Chatillon & Sons, New York
Enterprise Mfg. Co. of Pa., Phila.
John H. Graham & Co., N. Y.

Meat Cutters
Enterprise Mfg. Co. of Pa., Phila.
John H. Graham & Co., N. Y.

Metal Ceilings
Northrup, Coburn & Dodge Co., New York, N. Y.

Metal Side Walls
Northrup, Coburn & Dodge Co., New York, N. Y.

Mills, Coffee and Spice
The Wm. Bayley Co., Springfield, O.
John Chatillon & Sons, N. Y.
Enterprise Mfg. Co. of Pa., Phila.
Lane Bros. Co., Poughkeepsie, N. Y.

Mills, Drug
Enterprise Mfg. Co. of Pa., Phila.

Mincing Knives
Enterprise Mfg. Co. of Pa., Phila.
John H. Graham & Co., N. Y.

Molasses Gates
Taylor & Boggis Foundry Co., Cleveland, Ohio

Mop Wringer and Bucket
Eagle Cooperage Works, Circleville, O.

Motor Fans
A. Rosenberg Co., Baltimore, Md.

Mowing Machine Oilers
American Tube & Stamping Co., Bridgeport, Conn.

Nails
Fuller Bros. & Co., N. Y.

Nails, Galvanized
Keystone Nail Co., Inc., Phila., Pa.

Nail Sets
John H. Graham & Co., N. Y.
C. E. Jennings & Co., N. Y.
L. S. Starrett Co., Athol, Mass.
The H. H. Mayhew Co., Shelburne Falls, Mass.
Hurwood Mfg. Co., Bridgeport, Conn.
Sawyer Tool Mfg. Co., Fitchburg, Mass.

Needles
Alfred Field & Co., New York

Nettings
I. E. Palmer, Middletown, Conn.

Nippers
Alfred Field & Co., New York
L. S. Starrett Co., Athol, Mass.

Numbering Machines
Cushman & Denison, New York

Nuts
Columbus Bolt Works, Columbus, O.
Garland Nut & Rivet Co., Pittsburgh, Pa.

Office Railings
J. E. Bolles Iron & Wire Works, Detroit, Mich.

Oilers
American Tube & Stamping Co., Bridgeport, Conn.
Cushman & Denison, New York.

Oil Cans (Safety)
Vermont Slate Co., Zanesville, Ohio

Oil Stones
Pike Mfg. Co., Pike, N. H.

Oil Stoves
Taylor & Boggis Foundry Co., Cleveland, Ohio

Ornamental Iron Work
The Wm. Bayley Co., Springfield, O.
Enterprise Foundry & Fence Co., Indianapolis, Ind.
J. E. Bolles Iron & Steel Works, Detroit, Mich.
Van Dorn Iron Works Co., Cleveland, O.

Ovens, Gas Stove
Schofield & Co., Freeport, Ills.

Ox Yoke and Bows
Am. Fork & Hoe Co. Cleveland, O.

Packing Rubber
Voorhees Rubber Mfg. Co., Jersey City, N. J.

Padlocks
Ames Sword Co., Chicopee, Mass.
Alfred Field & Co., New York
John H. Graham & Co., New York
Smith & Egge Mfg. Co., Bridgeport, Conn.

Paints
Jos. Dixon Crucible Co., Jersey City, N. J
E. E. Nice, Philadelphia, Pa.
Geo. W. Pitkin Co., Chicago, Ill.

Paint Specialties
Adams & Elting Co., Chicago, Ill.
Eugene E. Nice, Philadelphia, Pa.

Paper Clips
Cushman & Dennison, New York

Paviors' Tools
John Stortz & Sons, Phila., Pa.

Patents
Davis & Davis, New York

Pencils
Jos. Dixon Crucible Co., Jersey City, N. J

Perforated Metals
Calwin B. Stimpson & Son, New York

Pipe Cutters
Armstrong Mfg. Co., Bridgeport, Conn.
Barnes Tool Co., New Haven, Conn.
Alfred Field & Co., New York
Walworth Mfg. Co., Boston, Mass.

Pipe Fittings
Walworth Mfg. Co., Boston, Mass.

Pipe Straps
Berger Bros. Co., Philadelphia
Walworth Mfg. Co., Boston, Mass.

Pipe Threading Machines
Armstrong Mfg. Co., Bridgeport, Conn.
Walworth Mfg. Co., Boston, Mass.

Pipe Vises
Armstrong Mfg. Co., Bridgeport, Conn.
Walworth Mfg. Co., Boston, Mass.

Pipe, Wrought
Walworth Mfg. Co., Boston, Mass.

Pistols
Harrington & Richardson Arms Co., Worcester, Mass.
J. Stevens Arms & Tool Co., Chicopee Falls, Mass.

Planes
C. E. Jennings & Co., New York
Stanley Rule & Level Co., New York

Planters' Hoes
Geneva Tool Co., Geneva, O.

Plant Supports
Igoe Brothers, Brooklyn, N. Y.

Plated Ware
Luther Boardman & Son, East Haddam, Conn.
Alfred Field & Co., New York.

Plates, Machinery
Schwerdtle Stamp Co., Bridgeport, Conn

Pliers
Hurwood Mfg. Co., Bridgeport, Conn.

Pliers, Fencing
Cronk & Carrier Mfg. Co., Elmira, N. Y.
Alfred Field & Co., New York

Plumbers' Supplies
Berger Bros. Co., Phila., Pa.
Smith & Egge Mfg. Co., Bridgeport, Conn

Pocket Cutlery
Alfred Field & Co., New York
John Chatillon & Sons, New York

Polish, Stove
Black Satin Polish Co., New York, N. Y.
Jos. Dixon Crucible Co., Jersey City, N. J
Nickel Stove Polish Co., Chicago, Ills.

Polishes, Liquid
Geo. W. Huffman, Indianapolis, Ind. and New York

Polishes, Paste
Geo. W. Huffman, Indianapolis, Ind. and New York

Postal Scales
Pelouze Scale & Mfg. Co., Chicago, Ill.

Post Hole Diggers
John H. Graham & Co., New York
F. E. Kohler & Co., Canton, Ohio

Potato Hooks
Am. Fork & Hoe Co., Cleveland, O.
Geneva Tool Co., Geneva, O.

Poultry Netting
New Jersey Wire Cloth Co., New York, Trenton, Chicago, San Francisco.

Pressed Steel Tiling and Brick
Northrup, Coburn & Dodge Co., New York, N. Y.

Pruning Shears
Cronk & Carrier Mfg. Co., Elmira, N. Y.

Pulleys, Hoisting
F. E. Myers & Bro., Ashland, Ohio

Pulleys (Self-Adjusting)
I. E. Palmer, Middletown, Conn.

Pumps
F. E. Myers & Bro., Ashland, Ohio.

Punches
Chandler & Farquhar, Boston
The H. H. Mayhew Co., Shelburne Falls, Mass.

Punches, Spring
Alfred Field & Co., New York
Smith & Egge Mfg. Co., Bridgeport, Conn

Push Plates
Champion Safety Lock Co., Geneva, O.

Railings, Wire and Iron
The Wm. Bayley Co., Springfield, O.
J. E. Bolles Iron & Wire Works, Detroit, Mich.
Stewart Iron Works, Cincinnati, O.

Rail, Barn Door
Cronk & Carrier Mfg. Co., Elmira, N. Y.
McKinney Mfg. Co., Allegheny, Pa.

Railroad Brasses
Magnolia Metal Co., New York

Railways
Seaboard Air Line Railway, Portsmouth, Va., J. W. White, Gen. Ind. Agent
M. V. Richards, Land & Ind. Agt., Southern Ry., Washington, D. C.

Raisin Seeders
Enterprise Mfg. Co. of Pa., Phila.

Rakes
Geneva Tool Co., Geneva, O.
John H. Graham & Co., New York

Razors
Alfred Field & Co., New York
Jos. Rodgers & Sons, New York and Sheffield, England

Razor Grindstones
Pike Mfg. Co., Pike, N. H.

Razor Guards
L. T. Weiss, Brooklyn, N. Y.
Woody Bros. Hdwe. & Specialty Co., New York, N. Y.

Razors, Safety
Kampfe Brothers, New York
Gem Cutlery Co., New York
Reichard & Schneber Mfg. Co., New York, N. Y.

Reamers
C. E. Jennings & Co., New York
Wiley & Russell Mfg. Co., Greenfield, Mass.

Reels, Wood
John Sommer's Son, Newark, N. J.

Reels, Rope
Udell Works, Indianapolis, Ind.

Registers, Warm Air
Berger Bros. Co. Philadelphia

Revolvers
Harrington & Richardson Arms Co., Worcester, Mass.

Revolving Horse Hay Rakes
Geneva Tool Co., Geneva, O.

Rifflers
The H. H. Mayhew Co., Shelburne Falls, Mass.

Rifles
Harrington & Richardson Arms Co., Worcester, Mass.
J. Stevens Arms & Tool Co., Chicopee Falls, Mass.

Rivets
Berger Bros. Co., Philadelphia
Garland Nut & Rivet Co., Pittsburgh, Pa.
C. C. & E. P. Townsend, New Brighton, Pa.

Roasters and Bakers
The Bronson Walton Co., Cleveland, O

Roof Bolts
Columbus Bolt Works, Columbus, O.

Roofing, Asbestos
Stowell Mfg. Co., Jersey City, N. J.

Roofing, Gravel
Stowell Mfg. Co., Jersey City, N. J.

Roofing and Roofers' Supplies
Am. Steel Roofing Co., Middletown, O.
Berger Bros. Co., Philadelphia
National Sheet Metal Roofing Co., Jersey City, N. J.
Stowell Mfg. Co., Jersey City, N. J.

Roofing, Metal Shingles and Tiles
National Sheet Metal Roofing Co., Jersey City, N. J.

Roof Rods
Columbus Bolt Works, Columbus, O.

Rubber Cement, Elastic
Stowell Mfg. Co., Jersey City, N. J.

Rules
Alfred Field & Co., New York
Stanley Rule & Level Co., New York

Rules, Steel
Keuffel & Esser, New York, N. Y.
Massachusetts Tool Co., Greenfield, Mass.
Sawyer Tool Mfg. Co., Fitchburg, Mass.
L. S. Starrett Co., Athol, Mass.

Sad Irons
Blacklock Foundry, South Pittsburgh, Tenn.
Enterprise Mfg. Co. of Pa., Phila.

Sad Iron Handles
Enterprise Mfg. Co. of Pa., Phila., Pa.
Fanner Mfg. Co., Cleveland, Ohio

Sand and Emery Paper
Baeder, Adamson & Co., New York, Philadelphia, Boston and Chicago

Sash Balances, (Spring)
Pullman Mfg. Co., Rochester, N. Y.

Sash Chain and Attachments
Pullman Mfg. Co., Rochester, N. Y.

Sash Chains
Smith & Egge Mfg. Co., Bridgeport, Conn.

Sash Fasteners
Champion Safety Lock Co., Geneva, O.

Sash Fixtures
Smith & Egge Mfg. Co., Bridgeport, Conn.

Sash Lifts
Champion Safety Lock Co., Geneva, O.
Columbian Hardware Co., Cleveland, O.

Sash Locks
Champion Safety Lock Co., Geneva, O.
H. B. Ives Co., New Haven, Conn.

Sash Locks, (Ventilating)
Pullman Mfg. Co., Rochester, N. Y.

Sash Ribbon and Attachments
Pullman Mfg. Co., Rochester, N. Y.

Sausage Stuffers
Enterprise Mfg. Co. of Pa., Phila.

Saws
Henry Disston & Sons, Phila., Pa.
C. E. Jennings & Co., New York

Saws, Butchers'
John Chatillon & Sons, New York

Saw Gummers
Ajax Mfg. Co., Pittsburgh, Pa.

Saw Sets
Alfred Field & Co., New York
Charles Morrill, New York

Saw Tools
C. E. Jennings & Co., New York

Scales
American Cutlery Co., Chicago, Ill.
John Chatillon & Sons, New York
Osgood Scale Co., Binghampton, N. Y.
Pelouze Scale & Mfg. Co., Chicago

Scrapers, Drag and Wheel
Syracuse Chilled Plow Co., Syracuse N. Y.

Screen Doors
A. J. Phillips Co., Fenton, Mich.

Screen Door Catches
Am. Hardware Mfg. Co., Ottawa, Ill.
Caldwell Mfg. Co., Rochester, N. Y.

Screen Door Pulls
Champion Safety Lock Co., Geneva, O.

Screws
Robert Murray, New York

Screw Cases
J. D. Warren Mfg. Co., Chicago, Ill.

Screw Drivers
John H. Graham & Co., New York
Hurwood Mfg. Co., Bridgeport, Conn.
C. E. Jennings & Co., New York
H. H. Mayhew Co., Shelburne Falls, Mass.
North Bros. Mfg. Co., Philadelphia
Stanley Rule & Level Co., New York

Screw Drivers (Indestructible)
Thomson Drop Forge Co., Plantsville, Conn.

Screw Plates
Alfred Field & Co., New York
Walworth Mfg. Co., Boston Mass.
Wiley & Russell Mfg. Co., Greenfield, Mass.

Scythes and Grass Hooks
Alfred Field & Co., New York

Scythe Rifles
Pike Mfg. Co., Pike, N. H.

Scythe Snaths, Grass and Bush
Geneva Tool Co., Geneva, O.

Scythe Stones
Geneva Tool Co., Geneva, O.
Pike Mfg. Co., Pike, N. H.

Sectional Shelving
J. D. Warren Mfg. Co., Chicago

Seals
Schwerdtle Stamp Co., Bridgeport, Conn

Settees, Iron
Stewart Iron Works, Cincinnati, O.

Sharpening Machines
John Chatillon & Sons, New York

Sharpening Stones
Pike Mfg. Co., Pike, N. H.

Shears, Compound Portable Leverage
Chas. Swan & Co., Corry, Pa.

Shears and Scissors
Alfred Field & Co., New York
R. Heinisch's Sons Co., Newark, N. J.
Joseph Rodgers & Sons, New York

Sheep Shearing Machines
Am. Shearer Mfg. Co., Nashua, N. H.

Shelving, Hardware
J. D. Warren Mfg. Co., Chicago, Ill.

Shingles and Tiles
National Sheet Metal Roofing Co., Jersey City, N. J.

Ship Carpenters' Tools
L. & I. J. White Co., Buffalo, N. Y.

Shoe Lasts and Stands
Blacklock Foundry Co., South Pittsburg, Tenn.

Shoe Shiners
Piqua Bracket Co., Piqua, Ohio

Shot Guns
Harrington-Richardson Arms & Tool Co., Worcester, Mass.
J. Stevens Arms & Tool Co., Chicopee Falls, Mass.

Shovels
A. J. Phillips Co., Fenton, Mich.
Geneva Tool Co., Geneva, O.

Show Cases
J. D. Warren Mfg. Co., Chicago, Ill.

Show Case Hinges
Columbian Hardware Co., Cleveland, O.

Sidewalk Chisels
Geneva Tool Co., Geneva, O.
L. & I. White Co., Buffalo, N. Y.

Sidewalk Cleaners
Geneva Tool Co., Geneva, O.

Sidewalk Lights
The Wm. Bayley Co., Springfield, O.
J. E. Bolles Iron & Wire Works, Detroit, Mich.

Sidewalk Scrapers
Geneva Tool Co., Geneva, O.

Sidewalk Shovels
Geneva Tool Co., Geneva, O.

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Silver Ware
Luther Boardman & Son, East Haddam, Conn.

Sinkers, Ringed and Adjustable
Enterprise Mfg. Co., Akron, Ohio

Sink Strainers
F. H. & E. B. Vrooman, Chicago, Ill

Sinks, Cast Iron
Blacklock Foundry, South Pittsburgh, Tenn.

Skewers
John Chatillon & Sons, New York

Skylights, Galvanized Iron and Copper
National Sheet Metal Roofing Co., Jersey City, N. J.

Slaw Cutters
Enterprise Mfg. Co. of Pa., Phila.
Henry Disston Sons, & Philadelphia, Pa.
C. E. Jennings & Co., New York
The J. M. Mast, Mfg. Co., Lititz, Pa.

Soapstone Foot Warmers
Pike Mfg. Co., Pike, N. H.

Soapstone Griddles
Pike Mfg. Co., Pike, N. H.

Solder
Berger Bros. Co., Philadelphia

Spading Forks
Geneva Tool Co., Geneva, O.

Speaking Tubes
Berger Bros. Co., Philadelphia

Specialties, Hardware and Household
Parks & Parks, Troy, N. Y.

Spikes
Fuller Bros. & Co., New York

Spiral Screw Drivers
North Bros. Mfg. Co., Phila, Pa.

Spoke Shaves
Alfred Field & Co., New York
Stanley Rule & Level Co., New York

Spring Balances
John Chatillon & Sons, New York

Spring Hinges
Bommer Bros., Brooklyn, N. Y.
Columbian Hardware Co., Cleveland, O.
Niles Mfg. Co., Chicago

Springs, Door
Columbian Hardware Co., Cleveland, O

Springs, Wire
John Chatillon & Sons, New York

Squares, Steel
L. S. Starrett Co., Athol, Mass.

Stable and Foundry Pails
Eagle Cooperage Works

Stamps, Steel
Schwerdtle Stamp Co., Bridgeport, Conn

Staple Pullers
Cronk & Carrier Mfg. Co., Elmira, N. Y

Stay Rollers
Cronk & Carrier Mfg. Co., Elmira, N. Y.
John H. Graham & Co., New York
McKinney Mfg. Co., Allegheny, Pa.

Steamfitters' Supplies
Armstrong Mfg. Co., Bridgeport, Conn.
Walworth Mfg. Co., Boston, Mass.
Barnes Tool Co., New Haven Conn.

Steam, Water and Gas Tools
Armstrong Mfg. Co., Bridgeport, Conn.
Barnes Tool Co., New Haven, Conn.
Walworth Mfg. Co., Boston, Mass.

Steel
American Tube & Stamping Co., Bridgeport, Conn.

Steel Hinges, Spring
Bommer Bros., Brooklyn, N. Y.

Steel Letters and Figures
Schwerdtle Stamp Co., Bridgeport, Conn

Steel Measuring Tapes
Keuffel & Esser, New York
L. S. Starrett Co., Athol, Mass.

Steel Roofing
Am. Steel Roofing Co., Middletown, O.

Steel Rules
L. S. Starrett Co., Athol, Mass.

Steel Skips
Syracuse Chilled Plow Co., Syracuse, N. Y.

Stencils
Schwerdtle Stamp Co., Bridgeport, Conn

Stocks and Dies
Armstrong Mfg. Co., Bridgeport, Conn.
Alfred Field & Co., New York
Wiley & Russell Mfg. Co., Greenfield, Mass.

Stone Hooks
Geneva Tool Co., Geneva, O.

Store Fixtures
J. D. Warren Mfg. Co., Chicago

Store and Warehouse Trucks
Syracuse Chilled Plow Co., Syracuse, N. Y.

Stove Trimmings
Fanner Mfg. Co., Cleveland, O.

Strapping Belts
Ames Sword Co., Chicopee, Mass

Street Hoes
Geneva Tool Co., Geneva, O.

Strops, Razor
Alfred Field & Co., New York
Gem Cutlery Co., New York, N. Y.
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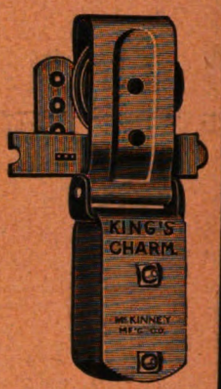
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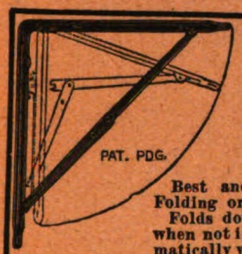
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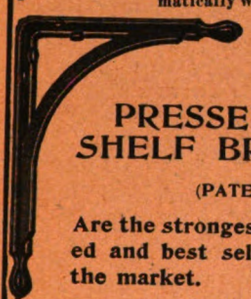
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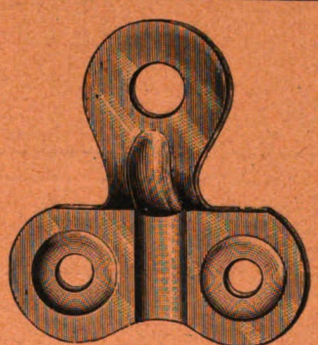
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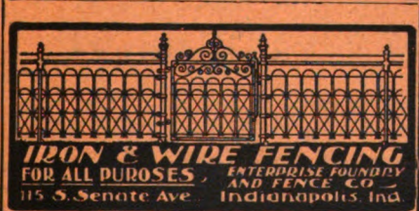


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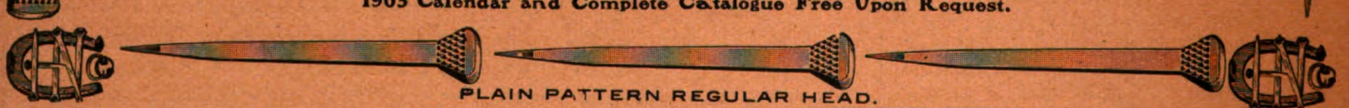
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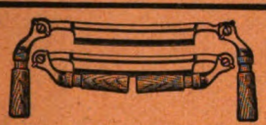
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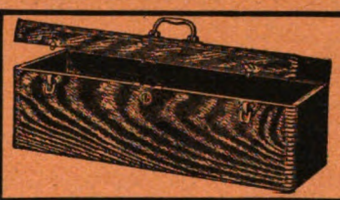


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Pittsburg. Montreal. (We manufacture all grades of Babbitt metals at competitive prices.)

BLASTING SUPPLY? Write for Prices and Particulars on
ELECTRIC EXPLODERS, ELECTRIC SAFETY FUSES, ELECTRIC TIME FUSES, ETC., TO
STAR ELECTRIC FUSE WORKS, Wilkes-Barre, Pa.

Our best customers,—our most enthusiastic users,—are those who try UNIVERSAL Hack Saws on trial,—or because they doubt our word about UNIVERSAL quality.

Evidently UNIVERSAL Hack Saws are *better* than we claim or we'd have heard of it before this late day.

Shall we send you our catalogue and prices?

WEST HAVEN MFG. CO., NEW HAVEN, CONN.

Gold Medal---St. Louis Exposition
For VALVES, BRASS and IRON GOODS, PIPE FITTINGS, Etc.
ENGINEERS', GAS AND STEAM FITTERS' TOOLS,
AWARDED 1904 TO
WALWORTH MFG. CO. 128-136 FEDERAL ST., BOSTON, MASS. PARK ROW BUILDING, NEW YORK.
WRITE FOR POCKET CATALOGUE.

WALWORTH MFG. CO. TOOLS and SUPPLIES for STEAM WATER GAS and USERS BOSTON MASS.

When Writing to Advertisers Please Mention "HARDWARE"

TAPS & REAMERS. GREENFIELD, MASS., U. S. A.

ENEVA TOOL CO., HAND AGRICULTURAL TOOLS. GENEVA, OHIO.

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CHAIN,

Cable, Crane and Dredge

ALSO

Attachments and Forgings as Required

Fuller Brothers & Co.
139 Greenwich Street
New York



No. 1 Fire Pot $6.00 Net

Even the air you breathe on entering a successful business establishment *is full of vim and energy.* The equipment and furnishings are bright, clean and up-to date. *Only the latest and best tools are used* Experience has shown that loss of profit follows the use of poor or out-of-date equipment. For this reason if fire pots are used *the No. 1 will always be prominent in successful shops.* It's many good points make it practically indispensable to mechanics.

Our catalog is free. It tells all. Jobbers sell at factory price.

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Detroit, Mich., U. S. A.

LANE'S
Patent Steel Barn DOOR HANGERS



We are the originators and largest makers of U shaped Hangers

GET GENUINE LANE HANGERS

For Best Satisfaction

LANE'S STANDARD PARLOR DOOR HANGER
ALL STEEL

The popular hanger because well built on correct mechanical principles and **Gives Satisfaction**

GET OUR CATALOGUE



LANE BROS. CO.,
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NOTHING BETTER
NILES SPRING HINGE AND PIVOT.

WRITE FOR PRICES.

NILES MFG. CO.,
14-16 N. Canal St.,
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The "ORIGINAL JENNINGS" AUGERS and AUGER BITS



For Sale by all Hardware jobbers

Genuine have "RUSSELL JENNINGS" stamped in full on the Round of each Bit.

The Russell Jennings Mfg. Co., Deep River, Conn.



THE MAGIC ELECTRIC CLOCK

is a most remarkable little timepiece. Needs no winding but runs itself and keeps fine time. Three tiny batteries in the base will keep it going for months and may be renewed at a moment's notice. It is 9 in. high, has a 3 in. dial and the base is 7½ in. in diameter. Intensely interesting to watch, yet thoroughly practical and useful.

Also Frying-pan, 60 day and Calendar Clocks.
Send for Catalogue No. 585.

THE PRENTISS CLOCK IMPROVEMENT CO.,
Dept. 58, 49 Dey St., N. Y. City.

Custom Made
FLY SCREENS

Fine Goods. Reasonable Prices.
Good Profits to Dealers. No Investment.
Agency Outfit Free.
The **A. J. Phillips Co., Fenton, Mich.**
23 Years Experience. 3½ Acres Floors.

Just a trial—but a just trial—is all we ask. It will substantiate all we claim for

Mayhew Tools

We know of no better line of tools that can be handled at a good profit. Send for catalogue and prices.

H. H. MAYHEW CO. Shelburne Falls, Mass.

ELEVATORS & DUMB WAITERS

We make a specialty of manufacturing them. Also appliances for same.

O'NEILL ELEVATOR CO. 628 Cherry Street, Philadelphia Pa.

THE FANNER MFG. CO.,
CLEVELAND OHIO.

MADE OF FIRST-CLASS MATERIAL AND NICELY FINISHED. EITHER TINNED OR JAPANNED.

ASK FOR OUR CATALOGUE OF HARDWARE SPECIALTIES, ARCTIC STOVE TRIMMINGS, ETC.





The Richards Stamp

To the Hardware dealer who values the confidence of his customers that stamp stands as a guarantee of complete satisfaction. It signifies the perfect operation—the great strength and durability and the noiselessness of

RICHARDS DOOR HANGERS

Our superior facilities for systematic and rapid manufacture enables us to offer the trade a line of door hangers so superior in quality and so moderate in price that the problem of competition is easily solved.

Richards "Royal" Trolley House Door Hanger. "The noiseless one." Wheels run on hard maple. Every part tight. No rattle—no rumble—no squeaks. The finest door hanger yet devised.

No. 19 Hero Trolley House Door Hanger. Meets the demand for a low priced door hanger. Made of the best material. Runs quietly and easily. Write us for prices. RIGHT PRICES. PROMPT SHIPMENT.

THE RICHARDS MFG. CO.. - - - Aurora, Ill.

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Manufacturers of

MEASURING TAPES

Steel, Metallic, Linen, Ass-Skin, Steel and Linen Pocket Tapes

OUR GUARANTY: *Best Material, Highest Grade Workmanship, Greatest Accuracy.*

HIGHEST AWARD, GRAND PRIZE, ST. LOUIS, 1904

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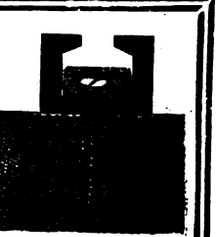
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MORE SHELF ROOM

Easily secured without increasing the size of the store by using

BAINES SHELF BRACKETS

Adjustable or Fixed





The accompanying cuts show the entire absence of obstructions, usually found on Hardware shelves; the manner of adjustment; and the way they are attached to the walls.

Our catalogue "H," for Hardware men, tells how to estimate the number of brackets required, how to install them, etc, It will be of interest to any merchant.

PIQUA BRACKET CO. PIQUA, O.

"A Tough Proposition"

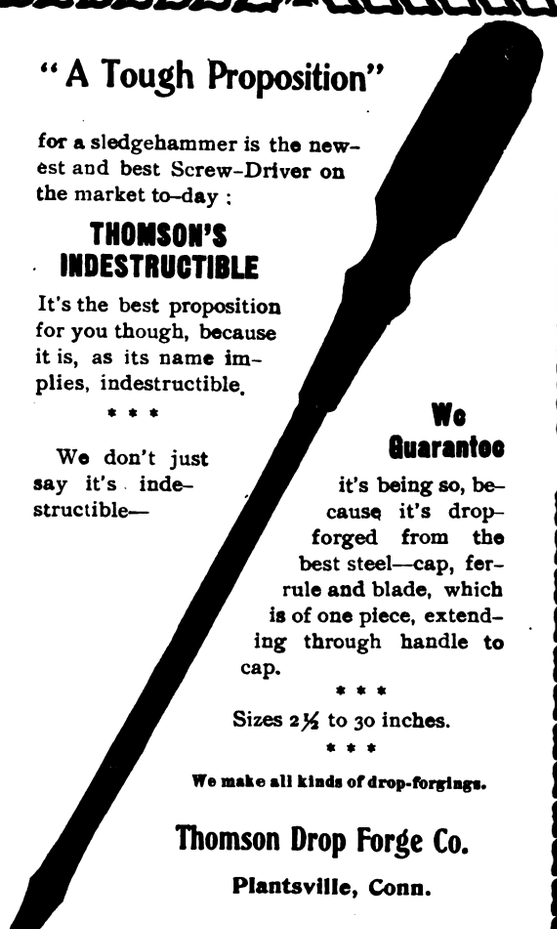
for a sledgehammer is the newest and best Screw-Driver on the market to-day:

THOMSON'S INDESTRUCTIBLE

It's the best proposition for you though, because it is, as its name implies, indestructible.

* * *

We don't just say it's indestructible—



We Guarantee

it's being so, because it's drop-forged from the best steel—cap, ferrule and blade, which is of one piece, extending through handle to cap.

* * *

Sizes 2½ to 30 inches.

* * *

We make all kinds of drop-forgings.

Thomson Drop Forge Co.

Plantsville, Conn.



BEFORE placing your orders for the Holiday trade for Chafing Dishes, Five O'clock Teas, Coffee Extractors, Crumb Trays and Scrapers, Baking Dishes, etc., it may be to your interest to write for an Illustrated Catalogue to

The Buffalo Mfg. Co.

444 Niagara St., BUFFALO, N. Y.

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Stencils, Burning Brands, Steel Stamps and Dies, Seals, Machinery Plates, Checks.
BRIDGEPORT, CONN.

Improved Quick and Easy Rising Steam, Electric and Hand Power
ELEVATORS
Send for Circulars.
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KIMBALL ELEVATOR CO., 120 Cedar St., New York.
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FACILE
CHAIN HOIST.
Most modern appliance for lifting loads ¼-3 tons.
JOS. F. McCOY CO.
157 CHAMBERS ST.
NEW YORK.

HARDWARE SPECIALTIES
Pillow Sham Holders, Broom and Dust Pan Holders; Carpet and Rug Clamps;



Flask and Corebox Clamps, etc,
E. E. JOSEFF MFG. CO.,
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The AJAX SELF WITHDRAWING WOOD BORING MACHINE



does not require a special auger; will bore to any depth; strong and durable—all important parts of malleable iron. Sold by the whole sale hardware trade.
AJAX MFG. CO.,
Pittsburgh, Pa.
Manufacturers of the Ajax and Phillips Wood Boring Machines, Standard and IXL Saw Gummers, Collins Self Feed and Dudgeon Style Tube Expanders, Cutters, Swages, etc.

78 YEARS. ESTABLISHED 1825. 78 YEARS.
CELEBRATED HEINISCH SHEARS,
ACKNOWLEDGED THE BEST.



Tailors' Shears, Trimmers, Scissors, Tinners' Snips, Etc.
R. HEINISCH'S SONS CO., 155 CHAMBERS ST.
F. A. VORDERMEIER, NEW YORK MANAGER.
MAIN OFFICE AND FACTORY, NEWARK, N. J.

When you write to these advertisers say
"Saw your ad. in HARDWARE"



A MOTH

wont fly to a candle flame if there is a brighter light nearby and customers wont come to your store if your competitor attracts their attention with more brilliantly lighted show windows.

THE AMERICAN AUTOMATIC LIGHTING SYSTEM

draws trade by its brilliancy and brings prospective customers inside by flooding the whole store with a cheerful light that shows goods to the most salable advantage. If you are interested in knowing how cheaply and serviceably your store can be lighted, send us a rough plan and dimensions and we will give you estimate. Do it to-night.

AMERICAN GAS MACHINE CO.
ALBERT LEA, MINN.



THERE'S A HEAP O' SATISFACTION
in a name—a name that stands for bestness—best quality.
Take Axle Grease for instance: if there's any kind that gives all-a-round and lasting satisfaction, it's
FRAZER'S AXLE GREASE.
Its the Grease of quality; puts all the "just as good as" Frazer kind in the shade. Sells quickest; lasts longest. Sold in boxes, cans, pails, kegs barrels. The question is: how much do you need?
FRAZER LUBRICATOR COMPANY,
85 Murray St., New York.

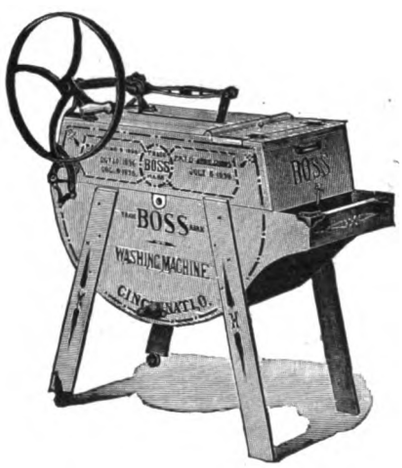
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"BOSS" WASHING MACHINES

Illustrations represent our two best selling washers.

They are non-competition, therefore, most profitable to handle and sell.

Write at once for catalogue and price list, also our nearest distributing point to your location.

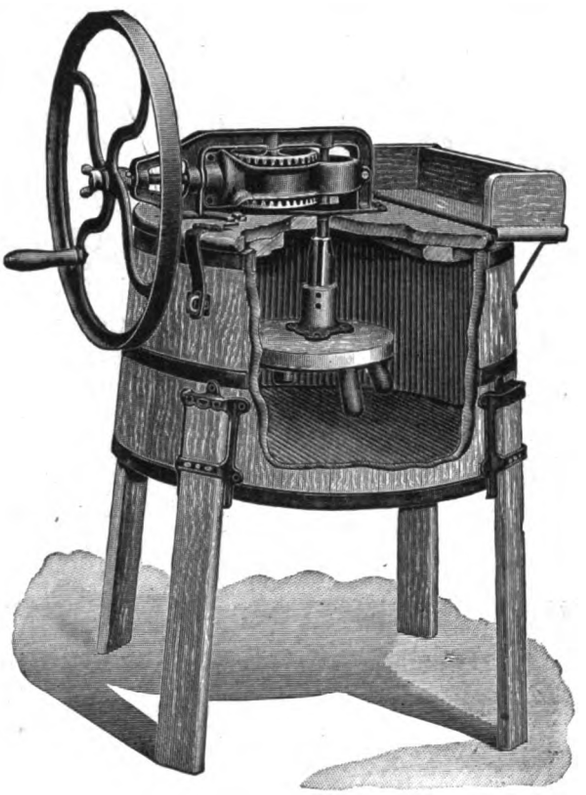


The only line of Washers not found in the catalogues of Catalogue Houses, therefore appeal to every dealer for support.

ADDRESS

Boss Washing Machine Co.

CINCINNATI, OHIO



BOSS DOUBLE ACTION

This machine is built on the true principle of rubbing clothes, similar to rubbing them on the old fashioned board, only that it just rubs a quantity at one time, and without the slightest injury to the finest of fabric including laces.

IMPROVED BOSS ROTARY

Has gears protected by shield or cover.
Has Telescopic dasher post.
Has large cypress tub and rub block.
Has either stave or detachable legs.
Has Highest Speed of any rotary.



FIRST IMPRESSIONS ARE LASTING ONES

Patent Vrooman Sanitary Sink Strainers

are in such universal use that nearly every girl is familiar with their merits, and when she, too, becomes a housewife her first thought of kitchen cleanliness will be a Vrooman Sink Strainer.

The simple construction of Vrooman Strainers gives them great durability, makes them easy to clean and allows them greater capacity than any other strainer.

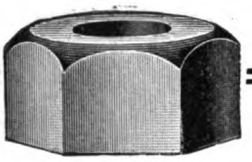
The habit grows on the housekeeper. After once using a Vrooman Strainer she will be satisfied with no other. Better cater to that habit--it means dollars to you.

Women Demand It. All Jobbers Handle It. You Ought to Sell It.

F. H. & E. B. Vrooman

Chicago, Ill.

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Cold Punched NUTS

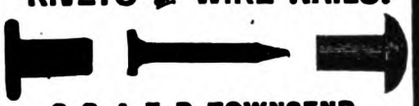
HIGH GRADE
GOOD LOOKING
ACCURATE

Semi-Finished NUTS

GARLAND NUT & RIVET CO.
PITTSBURGH, PA.

BOARDMAN'S
SPOONS, FORKS ETC.
QUALITY GUARANTEED.
MANUFACTURERS OF
FLAT TABLE WARE
SILVER PLATED, ALSO
NICKEL SILVER (Without Plate)
HIGHEST GRADE ONLY.
SEND FOR CATALOGUE and PRICES
LUTHER BOARDMAN & SON.
EAST HADDAM, CONN.
ESTABLISHED 1840.

RIVETS AND WIRE NAILS.



O. O. & E. P. TOWNSEND.
New Brighton, Penn.

THE LATEST — THE BEST
No. 602 "Napanoch"
Pocket Knife Tool Kit
The most useful Pocket Knife Combination ever made in America by skilled American workmen.



Leather Pocket-book 4½ ins. long; 3¾ ins. wide Contains Pocket Knife, Reamer, File, Saw, Chisel, Screw Driver.
Sold with unlimited warrantee.
Send for circular and prices.
U. J. ULERY
7 Warren St. NEW YORK



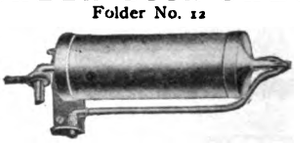
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6000

Live hardware dealers find the White Lily Washing Machine the best washer and the best seller on the market.

If you have not got a reserved seat in the band wagon you had better write today.

White Lily Washer Co.
Toledo, Ohio. Davenport, Iowa.

"PULLMAN"
SCREEN DOOR CHECK
Folder No. 12



Works like a Charm. Never Fails.
Material and workmanship highest grade. Low in price.
"If it's 'Pullman'—it's right."
PULLMAN MFG. COMPANY
Rochester, N. Y., U. S. A.

AGENCY **JOSEPH RODGERS & SONS, LTD.**
FOR CENTURIES THE WORLD RENOWNED HOUSE OF
JOSEPH RODGERS & SONS, Ltd.
SHEFFIELD, ENGLAND
Has had neither equals nor superiors in the manufacture of

Carving Knives and Forks, Table Cutlery, Scissors,

CORPORATE MARK

Razors, Hunting and Bowie Knives, Pocket Cutlery, &c.

ALFRED FIELD & CO., 93 Chambers St., New York



WE HELP YOU—
by creating the demand and sending the Trade to your store for

O. K. Washing Machines

The O. K. Washing Machine is *good in every detail* and we're telling our story in several of the widely read Farm Journals.

In all of our advertisements we say: "Your dealer has the O. K."

It's to your interests to sell the O. K., and meet the rapidly growing demand.

You'll find our booklet and prices interesting.

H. F. BRAMMER MFG. CO., Davenport, Ia.

Polygon Conductor Pipes Won't Burst.

The twist in the corrugation checks the sudden fall of ice and water, thus protecting the joints. It stands hard knocks because it is corrugated. Again, it is much handsomer than plain pipe. Made in copper and galvanized iron.

Catalogue and information free.
Address Dept. H,
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Middletown, O.

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It's a pleasure to handle

BLACKLOCK'S SAD IRONS

because they are the good "old fashioned" kind, in shape they are strictly "new fashioned" in finish. They are made in new shapes too—for ironing sleeves, pressing, &c.

Finished in Black, Bronze, Aluminum or Full Nickle.

The name "Blacklock" is on every handle.

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would be in Virginia, the Carolinas, Georgia, Florida or Alabama, and the special Southern edition of the Seaboard Air Line Magazine will convince you. It contains specific opportunities, and lists of orange groves, pine apple plantations, farm, fruit and truck lands.

"Picturesque Florida" containing over a hundred full page photogravures illustrating typical scenes, but containing no reading matter or advertising, together with other literature sent on receipt of ten cents to pay postage.

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General Industrial Agent,

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Portsmouth, Virginia.

We have a good location for your plant.

DISSTON

Discriminating buyers know the majority of Saws sold and used are

DISSTON SAWS

and that this fact is conclusive evidence of superior worth.



The brand "DISSTON" has stood for all that is BEST in Saws for the past sixty-five years, and its reputation will be maintained in the years to come.

HENRY DISSTON & SONS, Inc.

PHILADELPHIA, PA.

BEET FORKS



BALL ENDS or BLUNT POINTS

6 TINES
7 TINES

American Fork & Hoe Co.

Send for Beet Tool Catalog.

CLEVELAND, O., U. S. A.

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The Whole World Uses Graphite

The Hardware Trade Finds Profit in These DIXON Productions

Dixon's Silica—Graphite Paint
Dixon's Lubricating Graphites
Dixon's Graphite Greases
Dixon's Automobile Lubricants
Dixon's Carpenters' Pencils, Etc.

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JOSEPH DIXON CRUCIBLE CO. JERSEY CITY, N. J.

"YANKEE" TOOLS

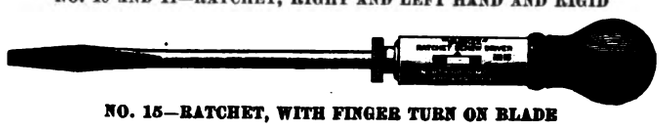
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Ask Your Jobber About Them.

Send for "Yankee" Tool Book



NO. 10 AND 11—RATCHET, RIGHT AND LEFT HAND AND RIGID



NO. 15—RATCHET, WITH FINGER TURN ON BLADE



NO 30 AND 31—SPIRAL RATCHET, RIGHT AND LEFT HAND AND RIGID



NO. 40-41-44—AUTOMATIC DRILL



NO. 50—RECIPROCATING DRILL FOR WOOD OR METALS

NORTH BROS. MFG. CO.

New York Agents, John H. Graham & Co., 113 Chambers Street. PHILADELPHIA, PA.

ESTABLISHED 1836.

ALFRED FIELD & CO.

93 Chambers and 75 Reade Street, New York.

A STRONG COMBINATION.

We are Sole Agents in the United States for:

Joseph Rodgers & Sons, Limited,	Best Cutlery in the World.
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L. Hugoniot Tissot,	Best Pliers, Nippers, &c., in the World.
T. U. S. Shear Co. Operative Society Ltd.,	Best Sheep Shears in the World.
The Imperial Enamel Co.,	Best Enamelled Signs in the World.
Webster & Horsfall,	Best Steel Wire in the World.
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Edward Gem & Co.,	Hedge and Garden Shears.

WAX WIRE

AN ENTIRELY NEW THING.

A simple method of making perfect Vent Holes in cores for castings. Write for particulars.

MACHINE, COIL AND HALTER CHAINS, WESTON'S DIFFERENTIAL PULLEY BLOCKS, CHESTERMAN'S MEASURING TAPES, &c., &c., &c.

Anything wanted from abroad imported to order. Exporters of Hardware and all kinds of American Products. CORRESPONDENCE SOLICITED.

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You have no risk on the quality. We make only the best.



Sand Papers in Reams and Rolls { Flint Paper, Garnet Paper, Emery Paper, Emery Cloth

HAIR FELTING for covering Boilers, Steam and Water Pipes, and lining Refrigerators.

BAEDER, ADAMSON & Co.

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87 BECKMAN STREET, NEW YORK.
143 MILK STREET, BOSTON.
192 LAKE STREET, CHICAGO.

FRANK MILLER'S

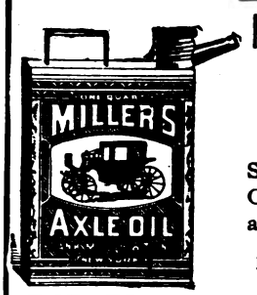
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FRANK MILLER'S

CARRIAGE TOP DRESSING

Gives an Elastic, Durable Waterproof Gloss, and is positively safe to use on the finest stock.





FRANK MILLER'S

AXLE OIL.

Superior to Castor Oil; lasts longer, and will not gum.

Manufactured by

THE FRANK MILLER CO.,

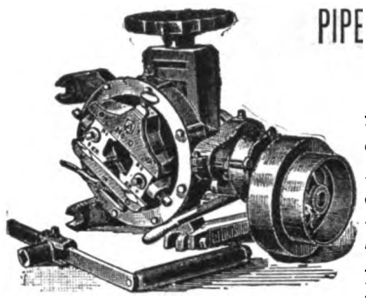
349 & 351 WEST 26TH STREET, NEW YORK.

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ARMSTRONG'S

PIPE THREADING AND CUTTING OFF MACHINE

For hand or power.

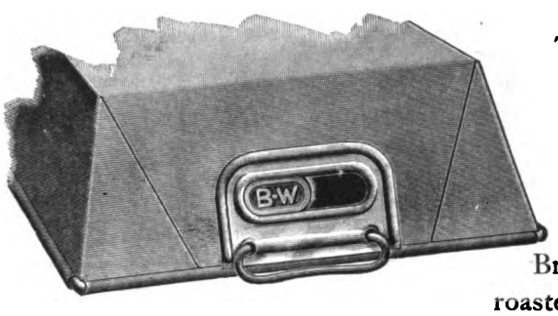


No. 0. Threading Machine, Power

This machine has many points of superiority. It is light, strong, compact and durable. Threads pipe from ⅛ to 2 inches. All gears and moving parts run in oil, in a dust and chip proof case. The Die Head will not wear loose as in other machines. The machine be can instantly changed from hand to power. Write for complete catalogue.

The ARMSTRONG MFG. CO.,

New York Office, 139 Centre St. **BRIDGEPORT, CONN**



The large handsome nickel plated ventilator catches Mrs Woman's eye

Brings "NEVER-BURN" roaster to her attention

There are a doz points of merit to clinch the bargain

Made in Cleveland Ohio by The Bronson-Walton Co



A Long (K)Night In HARDWARE

¶ For years retail hardware men have been groping in the dark, looking for some efficient way to increase their business—some of them have found it!

Warren's Patent Sectional Glass Front Shelving

is designed and manufactured by a Hardware Man for Hardware Men.

¶ You can keep a line of samples of your entire stock on exhibition at all times.

¶ It preserves each article in the same attractive newness that it comes from the factory, prevents *dust, rust, finger-marks and dirt.*

¶ It enables you to sell goods to a *German*, a *Scandinavian* or *any* other foreigner who, even though he cannot speak English can *point* to what he wants.

¶ It improves the appearance of your store *100 per cent;* enables your salesmen to spend their time *selling* goods instead of *hunting* for them, and will *pay for itself in one year.*

¶ Send dimensions of your store and let us supply you—FREE—with a color plate made to scale, showing how *your* store will look when equipped with The Best Shelving in the world for your purpose.

¶ Remember the shelving is made on the unit plan—if you want to experiment—don't wish a complete outfit now—you can buy one—two—three stacks or sections—the rest will follow as your satisfaction increases.

J. D. WARREN MANUFACTURING CO.
900 Masonic Temple, Chicago

THE SCHWERDTLE STAMP CO.,
MANUFACTURERS
Fine Hand Cut STEEL LETTERS and FIGURES,
Send for Catalogue. **BRIDGEPORT, CONN.**

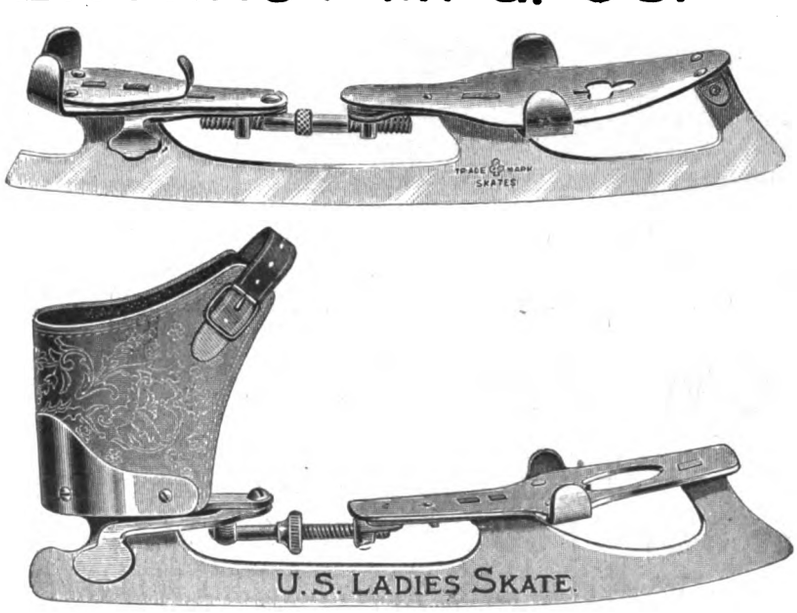
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MANUFACTURED BY
P. LOWENTRAUT MFG. CO.

Complete Line

Club, Hockey and Ladies' Patterns

Catalogue now ready



SELLING AGENTS:

John H. Graham & Co., **113 CHAMBERS STREET, NEW YORK**

118 to 122 Holborne, London, E. C., Eng. **123 California St., San Francisco, Cal.** **Copenhagen Freeport)**

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Leaks are Dangerous

Small leaks sap profit from your business. To stop these leaks and give you time to attend to the big features of your business—increase of sales, gaining new customers and proper management of your store—you must have system to take care of these details. System is as essential as capital. Business requires careful study and encouragement of new ideas and mechanical devices to relieve you from all unnecessary worry and detail.

A National Cash Register does not cost as much as a clerk in consideration that you pay a clerk a certain rate per week indefinitely. You pay for a National Cash Register from the small leaks which it prevents.

Let our representative call and explain our system to you.



Cut off here and mail to us today

NATIONAL CASH REGISTER COMPANY, DAYTON, OHIO

*I own a*_____. *Please explain to me what kind of a register is best suited for my business. This does not obligate me to buy.*

_____ *Name*

_____ *Address*

_____ *No. Clerks*

HUTCHINS ROLLER SWING



The Most Complete, Practical and Attractive Swing ever put on the market. Operates without Exertion. Delightful Motion. Sold through the Hardware Trade.

AMERICAN MACHINE CO.
Eastern Manufacturers Wilmington, Del.

BLACK SATIN
Advertised Free
in your local paper



An unusual plan to help you sell this wonderful stove polish. Ask us about it.

BLACK SATIN POLISH CO.
107 Chambers St., New York

New Jersey Wire Cloth Co.

MANUFACTURES
THE ROEBLING STANDARD WIRE LATHING,
"JERSEY" POULTRY NETTING AND FARM FENCING,
PAINTED AND GALVANIZED WINDOW SCREEN CLOTH,
and every kind of
IRON, STEEL, BRASS and COPPER WIRE CLOTH.

TRENTON, NEW JERSEY. 117 and 119 Liberty Street, NEW YORK. 171 and 173 Lake Street, CHICAGO. 25 and 27 Freemont Street, SAN FRANCISCO.

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GENUINE "NEVER-BREAK"



Steel Spiders are so branded on the handle. Steel Spiders are not all "Never-Break" spiders. Neither are they made of the same gauge sheet and with the same care and thoroughness.

"Never-Break" Steel Spiders are lacquered—not merely greased. They will not rust. They are never sold in job lots.

Write for catalogue of "Never-Break" Steel Spiders, Griddles, Maslins, Kettles, Stew Pots and Stew Pans. Tinned, polished and porcelain finish. Standard over twenty years.

Get our prices on Shovels, Spades and Scoops. Quality, Style and Finish guaranteed, grade for grade, equal to any others, not excepting oldest known brands.

THE AVERY STAMPING CO.
CLEVELAND, O.

"Saw your Ad. in HARDWARE"

--Don't leave that out when writing to these advertisers.

ONE MILLION

Five Hundred Thousand Sold



25 Years on the Market

Need More Be Said

to induce every Hardware dealer to handle

The Original and Only Natural Stone "Gate City" Filter?

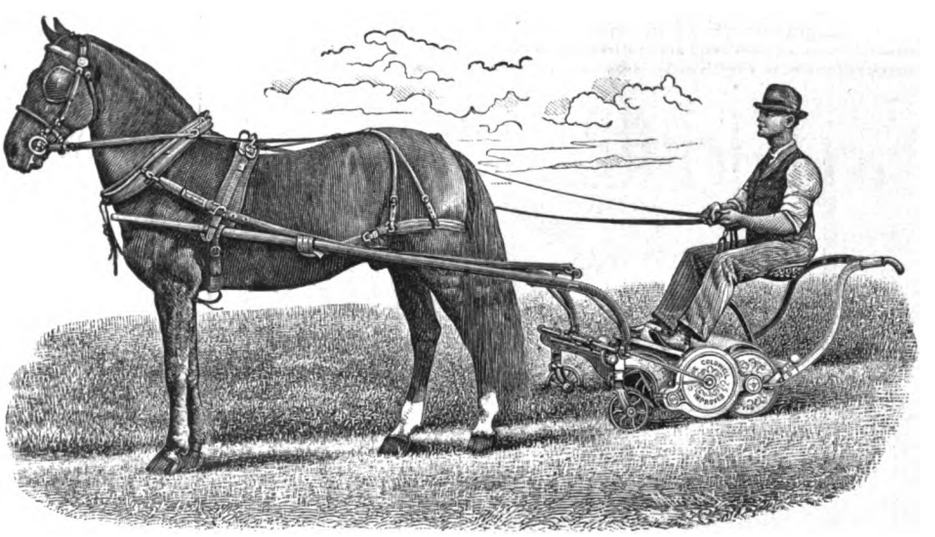
Everywhere leading physicians endorse it because it removes absolutely all disease germs and all other impurities, making all drinking water pure, odorless and sparkling. Most easily cleaned. Price moderate. We help you sell it.

Send for "Gate City Folder H"—it tells all about it.

GATE CITY FILTER CO.
15 E. 14th Street NEW YORK

COLDWELL LAWN MOWERS

HAND, HORSE AND MOTOR POWER



Used exclusively on the Parks of New York, Brooklyn, Buffalo, and on the grounds of 90% of the leading Golf Clubs of the United States and Canada.

SEND FOR CATALOGUE

Coldwell Lawn Mower Co., Newburgh, N. Y.

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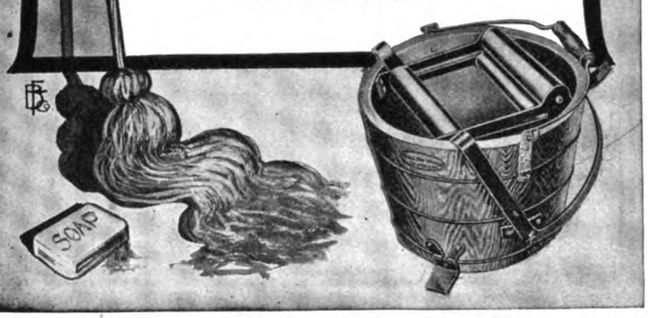
EAGLE MOP WRINGERS

are made right in every particular, and will give longer and better service than others less carefully made.

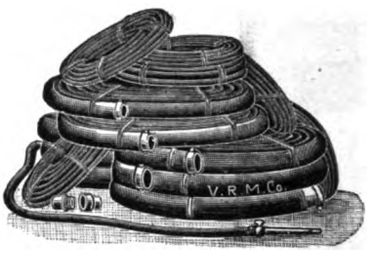
With no parts to stretch or break, the rolls in the EAGLE always close tightly and give the best possible results in use.

Write for descriptive circular and prices; or ask your jobber. If he is up-to-date, he has EAGLE MOP WRINGERS in stock.

Eagle Cooperage Works,
CIRCLEVILLE, O.



Veerhees Rubber Mfg. Co.
Jersey City, N. J.



Manufacturers of

Superior Qualities of

Rubber Hose, Belting and Packing

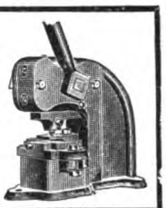
Rubber Mats, Matting, Etc.

We have a reputation for making GARDEN HOSE that does hard service and on which claims for defect are not made.

Send for samples for season of 1905.

Catalogue and prices on application.

Federal Bench Punch



10 inches high, 10 inches long, Weighs 64 pounds
PUNCHES 5-16 inch hole in ⅛ in. Iron plate, 2½ in. from edge. Send for Circular.

Chandler & Farquhar Co.,
131 Congress Street,
Boston, U. S. A.

ADAM'S STEEL & WIRE WORKS.

Wire Fencing,
Ornamental Steel Fencing,
Window Guards,
Wire Signs,
Jail Work, etc.



Send for Catalogue.

ADAM'S STEEL & WIRE WORKS, JOLIET, ILLS.

MERCANTILE AND INDUSTRIAL.

The Territory traversed by the Southern Railway and Mobile and Ohio Railroad offers many desirable openings for locations in business of every kind—Mercantile, Manufacturing and in all pursuits relating to the production of many forms of raw material.

M. V. RICHARDS,
Land and Industrial Agent,
Washington, D. C.

W. A. MOYER, Agent,
271 Broadway,
New York City.

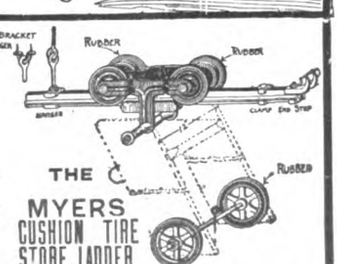
"Hold up! I'll take off my hat to the MYERS."



The name **MYERS** on Pumps and Hay Tools fixes their rank, indicates their quality and "separates them from the Goats," figuratively speaking.
That's why "all Hats Come Off" when the **MYERS** come in sight and why *The Glass Valve Takes Competition Off Its Feet.*



THE MYERS PUMPS, HAY TOOLS AND STAY-ON DOOR HANGERS
MEET ALL REQUIREMENTS.
Ask your Dealer for the Best Known Force Lift Tank and Spray Pumps.
Ask your Dealer for the Best Known Hay Carriers, Forks, Stayon Door Hangers, etc.
Write for Descriptive Circulars to
F. E. MYERS & BRO., Ashland, O.



THE MYERS CUSHION TIRE STORE LADDER.

There is but one GENUINE
KLIP-KLIP POCKET MANICURE
and it is manufactured only by the
KLIP-KLIP COMPANY
Rochester, N. Y.

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THE VERDICT

Of the Trade is practically unanimous in ascribing incontestable superiority to the

Atkins Celebrated High Grade Hand and Cross-Cut Saws.



Fifty years of experience, the finest of crucible steel, patent gas temper, improved methods of manufacture and expert workmanship are cardinal points of excellence in the make-up of an Atkins Saw. Every Atkins Saw sold from your store goes out as a silent but effective salesman for your whole line of goods. Atkins Saws are a profitable line to handle.

Catalog and Discount Sheet on Application.

E. C. ATKINS & CO.

LEADING SAW & TOOL MANUFACTURERS

EASTERN BRANCH:
64 READE ST., NEW YORK CITY.

INDIANAPOLIS, IND.

JUST A TRIAL



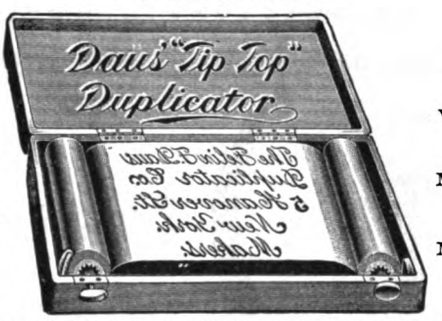
JUST A TRIAL

Is all we ask. It will substantiate all our claims for

DAUS' "TIP-TOP" DUPLICATOR

It Duplicates 50-150

Letters — Circulars — Invoices — Menus — Music



Thousands of pleased customers testify to this fact.
Saves time, and money on your print bills.

Price $5. Ten Days' Trial Free!

THE FELIX P. J. DAUS DUPLICATOR CO.
111 JOHN ST., NEW YORK, U. S. A.

Break Away from Competition

Give your customers something new—an article that has advantages over other goods—something to make them talk and buy

STERLING STEEL CARPET SWEEPERS

are distinctly new and novel, and are full of convincing, logical talking points, features that sell them on sight. They are easier to operate and last longer than any other sweeper made.

No clumsy wooden cases to warp and split, no sagging, carpet-digging dustpans, no cracks and openings to collect dust and dirt.

Made of the finest cold drawn steel, cases and pans are perfectly rigid. Dustpans dump full and clear. The Anti-Raveler prevents thread, hair, etc., from winding around the bearings.

These are but few of the exclusive features of Sterling Sweepers.

Will it pay you to sell them?

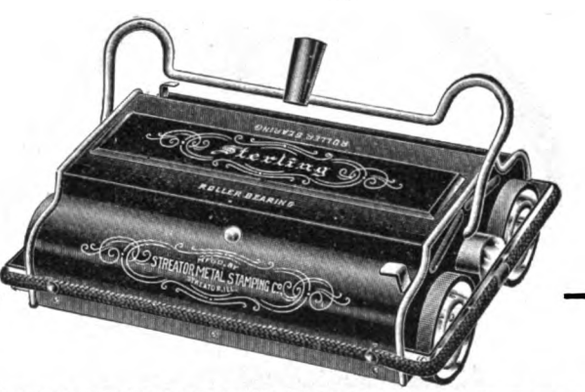
Ask any woman who uses an old-style sweeper.

Streator Metal Stamping Company
STREATOR, ILL.

WRITE FOR CATALOG.

New York Office, 10 Warren St.

Please mention HARDWARE.

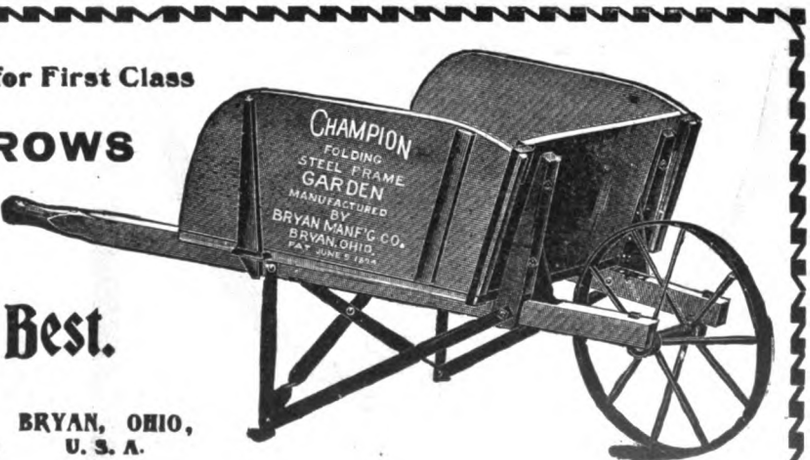


If you're Looking for First Class UP-TO-DATE BARROWS

ORDER THE ◆ ◆ ◆

Champions, the World's Best.

All Kinds of Wood and Steel Barrows.



THE BRYAN MFG. CO., BRYAN, OHIO, U. S. A.

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The Smith & Egge Mfg. Co.,

BRIDGEPORT, CONN.

Manufacturers of . . .



SASH CHAINS.

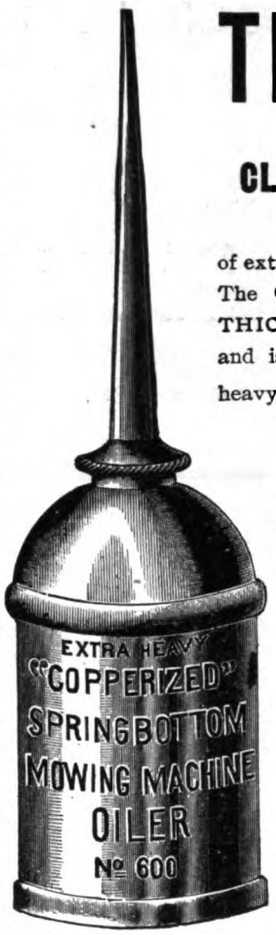
"Giant," "Red Metal"
Cable and Jack
Chains. . .

Our Chains are being constantly imitated in appearance, but no one has succeeded in equaling them in wearing qualities. You will find them in use in the finest buildings.



No. 40.

New York Agent : J. J. Halpin, 62 Reade Street.
Philadelphia Agent: W. E. Trull, 13 N. Sixth Street.
Chicago Agent: H. H. Munger, 142 Lake Street.



THIS CAN

HAS A

CLOCK SPRING STEEL BOTTOM

of extreme durability and springiness. The CYLINDER is of DOUBLE THICKNESS around the lower edge, and is drawn seamless from extra heavy **"Swedoh" Steel,** Beautifully Finished. It readily commends itself to all AGRICULTURAL and HARDWARE DEALERS on account of its Elegance, Durability and Cheapness.

Special Price on Large Orders from the Jobbing Trade.

THE AMERICAN TUBE & STAMPING CO.,
SUCCESSORS TO
The Wilmot & Hobbs Mfg. Co.,
BRIDGEPORT, CONN.



L. S. STARRETT
SAYS:

"IF YOU FIND ANY TOOLS BETTER THAN

STARRETT TOOLS

BUY THEM."

SEND FOR COMPLETE CATALOGUE No. 17T.

THE L. S. STARRETT CO.
Athol, Mass., U. S. A.

STARRETT TOOLS



Protect Yourself

against the wrath of the kitchen queen who despises a poorly designed Egg Beater.



HOLT'S Improved Dover EGG BEATER

beats eggs in 20 seconds—in one-fourth the time and as light or stiffer than the best hand whips.

It's the flare that does the trick.

Ours is one-third larger, too; dasher is wider, thicker, flared.

You ought to have our Price List circular.

Holt-Lyon Company
Tarrytown-on-Hudson, N. Y.

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HARDWARE

NEW YORK, AUGUST 25, 1905

PROFIT MAKING LINES

PREPARED PAINTS AS A FACTOR IN AN UP-TO-DATE HARDWARE STORE.

In many parts of the country prepared paints constitute an important part of a general Hardware stock; yet strange to say, there are instances where this important adjunct to a Hardware trade appears to have been overlooked altogether.

Paint manufacturers tell us that the Hardware merchants constitute their most progressive and successful agencies, and there are many reasons why this should be so. There would appear also to be many other reasons why the Hardwareman should avail himself of the advantage sure to come from such a staple and profitable department, provided that it is managed within reasonable limitations and with all the advantages and helps offered by the up-to-date manufacturer.

It is evident that the use of paint appeals directly to the larger and better class of general Hardware customers. The builder, the contractor, the house owner, the farmer, who depend on Hardware for many important needs, find paint equally essential and even if other things were no more than equal they would find it convenient to include their paint with building materials, trimmings or household necessities. It not only becomes a convenience and expedites business for them but facilitates delivery and the ease of renewing supplies.

The merchant loses no time in talking paint while selling other house material and it becomes a distinct gain to both sides.

Not only this, but a paint stock complements and fills out the other Hardware lines and the customer who may at first been attracted only by the paint proposition, finds other wants appealed to in discussing this purchase, and the general business grows thereby.

There are other features sufficiently evident but worthy of consideration.

A prepared paint stock with its convenient packages, always sold unbroken, requires little or no additional expense for storage or help; it is quickly and economically handled and sold; properly kept, it always makes an attractive appearance on the shelves and the depreciation, if any, on stock carried over, is so extremely slight as to be of no account.

There are at least two good paint selling seasons, Spring and Fall, when there is good opportunity to push the goods forward and insure sales by active advertising and display.

This opens the way for a good paint demand during nearly six months of the year while the sale of the numerous household specialties in the way of Family Paint, Buggy or Wagon Paints, Enamels, Stains, Varnish Paints, Gold and Silver Paints, Etc., has no limit of time or season and they are likely to be articles of constant and daily demand.

It should not be forgotten either that from the standpoint of profit the prepared paint trade has strong points in its favor. On prepared house paints which command the largest single sales the margins vary from 25 to 40 per cent., depending mostly on the quality selected, the enterprise of the merchant and the interest he takes in demonstrating the excellence and economy of his goods.

In the selection of such a line the wisest judgment is essential. Don't under any circumstances handle cheap stuff or allow your name to become associated with inferior, short measure paint, sold only on the price or an ambiguous guarantee. Get the best. Get a well-known, well-advertised brand that has been tried and tested and proved its merits. Arrange for an exclusive agency to get full benefit from your efforts in building up a trade; then maintain your prices on a satisfactory margin and pass a sale now and then, if necessary, rather than do violence to a consistent and reasonable business policy. Such a course has never been known to fail in establishing a growing and a paying business.

On the various small shelf lines the profit is much greater, usually about 60 per cent. and though, as we have said, the individual sales may be smaller, the opportunities for them are so far more numerous and the chances for advertising the wide variety offered are so effective, that they present a most attractive line for the enterprising merchant.

There is probably no line of manufactured goods which are accompanied by more forceful and helpful selling features than the best prepared paints of the present day.

The few leading manufacturers of brands with a reputation behind them, are devoting no end of ingenuity, skill and expense to place the arguments, necessities and requirements for good painting before the general consumer and vie with each other to do this in the most attractive, persistent and effective way. The amount of these helps offered to legitimate agencies is almost unlimited, practically depending only on the opportunities they have for making such work productive of trade, and their proper and faithful use of this valuable material.

Altogether we regard the prepared paint proposition of the present day as one of the most natural and profitable adjuncts to the general Hardware line and we believe it merits the most serious and careful attention both from those who are now handling such goods and from all who have not yet seen their way clear to do so.

GETTING THE BUSINESS.

By Arthur Welch,

(Adams and Elting Co., Chicago.)

The increasing popularity of paints as a line for the Hardware dealer is another proof of the fact that "nothing succeeds like success."

The relationship between paint and Hardware appeared so remote, up to a few years ago, that Hardwaremen refused to even consider it. Now matters are vastly different. The progressive dealer in Hardware everywhere is putting in an increasing stock of paints, stains, varnishes and oils, and is getting a share of the profits on the communities' paint bill, along with the druggists and regular paint dealers.

We suppose the experience of Adams & Elting's "Ad-el-ite" Paint and Paint Specialties in this matter is much the same as that of other brands. For a long time Hardwaremen refused to believe that there was a demand to be created among their patrons for paint products. They were content to let people go to the drug store, or the paint shop, or buy direct from the factory, because they could not preceive any profit in handling such a line. However, recent years have seen a decided change in their attitude and the fact that every day dealers in Hardware are "stocking up" on paints, is the best proof in the world that there is money in it for them.

The reasons are plain if one stops to consider the matter.

First—The demand for paints, and paint products is much greater than ever before and is daily increasing.

Second—Paint is really a supplementary line to Hardware.

The last decade has seen a marvelous increase in the use of paints. People have come to know that it is economy to keep their buildings well painted; that the cost of re-painting is much less than the cost in wear and decay of unprotected buildings. Also the artistic standard is much higher than it was fifteen years ago, and we find, generally, in city and country, tastily decorated houses, barns, fences and out buildings.

Another factor in the growth of this wonderfully increased market for paints is the tremendous amount of building in both city and country. An army of carpenters and builders is kept constantly busy, and following them are thousands of painters engaged in the adornment and protection of these new structures. This new development of business has had the effect of forcing the Hardwareman to carry paint, and very properly so, for it is the obvious thing for him to sell.

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Suppose a man is doing some building. He must go to the Hardware store for his nails or bolts, and there is the opportunity to sell him his paint. Or he may require some tin roofing and there is another chance to make a sale of paint. The man who buys a reaper or mower needs paint for the shed he may be building to house it in. In addition the Hardware dealer may easily make a sale of paints for interior decorations to the man or woman who needs some screws to strengthen an old chair, or is buying a handle for a bureau, which he or she is refinishing. In fact the purchase of any article of Hardware used in the construction or repair of household articles indicates the need of paint also, and the Hardwareman is the fellow on the spot who ought to be in a position to supply it.

Since 1895 hundreds of Hardwaremen have put in a stock of Ad-el-ite Paint or Paint Specialties, and in practically no instance is there a record of a dealer disappointed in results. Most of them are highly enthusiastic over their success and Ad-el-ite Paints are now sold by some of the biggest Hardware jobbers in the United States, and every day new Hardware dealers are sending in trial orders. The Hardware dealers most successful in selling paints, devote a portion of their advertising appropriation and their display space to paints. In the season they give over a window exclusively to paints and paint specialties, and run in the local newspapers the electrotypes with their own ads, which the paint manufacturers furnish free.

The more progressive and larger stores are also holding demonstrations, which attract thousands of people into their places of business and at which the uses and merits of paint specialty goods are shown and samples are distributed.

These demonstrations following a period of active general advertising by the manufacturer and the use of considerable space in the local papers by the dealer, and added by street distribution of circulars announcing free samples, are becoming very popular and prove most profitable to the paint maker as well as to the Hardware dealer.

So the Hardwareman is happy, and the paint manufacturer is happy and the relationship between the two is daily strengthened by the satisfying element of profit.

HOW ONE MANUFACTURER HELPS.

By John Briggs & Co. (Boston.)

There is a growing tendency for the small builder to buy his own paint stock for such buildings as he may contract to put up. The builder is already in the habit of coming into the Hardware store to buy his Builders' Hardware and it is an easy matter to interest him in the paint line. We believe that the object of getting the builder's trade is for the Hardware store to make money, and the trade in this vicinity tell us that it has been their experience that the margin of profit on paint stock is much larger than on Hardware. Of course, this does not apply to lead and oil as made by the trust, but to mixed paints and oil colors as made by reputable manufacturers.

Replying to the question as to "Best method of handling stock," would say that we do not feel competent to answer this question as generally individual cases require different treatment.

In reply as to "Best method of getting trade" and "Advertising," would say that the method which seems to have brought the best results to our customers, has been to send us a list of the property owners, real estate dealers and builders. We take this list and circularize them, sending them sample cards, etc.

In regard to advertising a paint, beyond a certain reasonable amount of sample cards, slats and show cards, the extra expense must come out of the quality of the paint. The sample cards and slats, as a rule, are rather expensive to get up and it can be easily seen that if much more money is spent in advertising novelties, somebody has got to pay the bill.

The margin of profit on first-class goods made on a zinc and lead basis thinned down with pure linseed oil, is a great deal narrower than the retail trade is aware of.

HARDWARE AND PAINT.

By Acme White Lead & Color Works (Detroit.)

Why should the Hardware dealer sell paint? Briefly stated—

1. Because he deals in building materials.

2. Because paints are essentially building materials.

3. Because he comes in closer contact with house owners at the opportune time than the dealer in any other commodity.

As a matter of fact, paints are one of the component parts of the Hardware business. The Hardware dealer goes after the house owner to sell him the finishings for his house—comes in contact with him at the time he is most interested and has an exceptional opportunity to talk paint and sell paint.

If he is progressive, and the successful Hardware dealer is, he carries a full line of some reputable paint manufacturer—a line in which he has the utmost confidence. Confidence in the goods he sells is the first requisite to success. He instills this confidence into his clerks. With a proper knowledge of the paints he sells this is not a difficult matter, and it is comparatively easy to communicate this confidence to customers.

Paint is clean stock to handle, makes an attractive window and shelf display and should be given a prominent location in the store. This sets customers thinking about it and makes many a sale possible that would never be made were the paint stock kept in an out of the way corner.

There are paints, ready for use, made to meet every requirement in finishing inside and outside. Ascertain just what each customer desires to paint and sell him the special paint made for that purpose. Make him understand you are interested in giving him the right paint. When he finds, as he will on using the paint, that you were right and that his job is even better than he expected, he will come again for paint or whatever else he needs that you sell.

Keep in close touch with the manufacturer you buy from. Study their methods of advertising, make use of the advertising helps supplied. They are experts in selling paint and can and will help you create a demand for their goods.

By giving as close attention to paint as he does to Hardware, the dealer will invariably find it not only a source of profit but an aid in the sale of the latter.

But after all is said, the fact remains, that paint is building material pure and simple—an integral part of every Hardware stock.

THE MANUFACTURE OF VARNISH.

Next to the quality and adaptability of the goods, it will be generally conceded among consumers that the most important requisite in a varnish is "uniformity" of quality; and it is in this respect that a large tankage capacity gives an advantage over small manufacturers. Although in the manufacture of several lots of varnish, the same formula may be used, and the same "modus operandi" adopted throughout, there is still one essential feature that must be observed to insure absolute uniformity, so far as human means will permit, and that is the time allowed for the ripening process. This is something that can not be hurried; and the results obtained while the varnish is remaining in the tank undergoing the mysterious process of "ripening" cannot be produced by any artificial means so far discovered.

The proper time for ripening is from three to twelve months, according to the grade of varnish, so that it will be easily seen that to allow the varnish the full time to ripen, and at the same time keep a supply of "ripe" varnish on hand, sufficiently large to fill all orders and to meet emergencies, demands a very extensive storage capacity, and a poor equipment in this regard must necessarily prove disastrous to the production of uniform goods, a limited storage capacity compelling varnish manufactures to either ship unripe varnish or to refuse orders, or delay shipment until the stock ripens.

Varnish carefully and correctly made from a tested and approved formula is only half complete, and if not given the proper time to mature before shipping, will in all probability be condemned by the consumer to whom it may be shipped.

Varnish is frequently blamed for trouble which is really the result of carelessness on the part of the workmen. This will show that the trade should realize the great care taken by the manufacturers in the production of varnish. Nothing is done by guess work. Scientific rules govern throughout. Raw-material and finished product are submitted to laboratory tests; safe and sure precedents have succeeded the era of experimental uncertainties, and barring accidents the manufacturers know when starting to make a tank of varnish what the result will be beyond question.

The term "Japan" was originally given to the species of varnish producing that rich, black, glossy finish that had its origin in Japan. That secretive race, however, no longer possesses the monopoly of the art of japanning, as we have long since solved its mysteries, and produce Japan as lustrous and durable as were ever made by Japanese.

The word Japan has now a double commercial meaning, and may be roughly divided into two heads: Oil drying Japans and finishing Japans, the former being used by painters for drying paints and the latter for producing a finish on iron, wood and other surfaces.

Finishing Japans consist of two classes; Air drying Japans and baking Japans. Black is the color in most general use, although colored Japans are frequently used for various ornamental purposes. Sewing machine castings, small Hardware, tea-trays, wooden handles, and many other articles of this nature are among the things that owe their brilliancy and finish to Japan.

In common with varnishes, there are many outside influences

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that conspire against Japan. Like varnish, Japans are susceptible to changes of temperature and should be kept and used in a warm room, never allowed to get chilled, or used in any other but its normal consistency.

The operation of baking is one requiring great care. The heat must be carefully regulated, and the conditions and capabilities of the oven and the surroundings carefully considered. A too high degree of heat, improper ventilation of oven, and many other causes are enough to spoil any baking Japan ever made.—*Paint, Oil and Drug Review.*

PAINT REMOVERS.

A good paint remover in paste form can be made by mixing a solution of one pound caustic soda, and one pound pearl ash in one gallon of hot water with starch and china clay, in equal proportions to the consistency of stiff paste, says an exchange. The starch causes the remover to set to a jelly on cooling. Work treated with these alkiline paint removers must always be carefully washed down before painting. Sometimes it is necessary to wash down with vinegar and water to "kill" the alkali which, if left, is sure to eat through and injure the paint. Paint and varnish removers of a spirituous nature are usually composed essentially of amyl alcohol or of fusel oil which contains a proportion of this alcohol. Amyl alcohol possesses the property of readily dissolving oils and gum rosins, and hence, instead of removing these materials by a process of saponification as is the case with the alkaline removers, the spirit removers actually dissolve or at least render soft and pulpy the hardened oil and gum. Other ingredients of the spirituous removers are coal-tar benzine, acetone nitro-benzine and light hydrocarbon oils. Many of these preparations, however, are protected by patent rights.

CURDLING OF VARNISH.

The term curdling is applied when the mass of varnish in bulk gelatinises, or assumes a partially solid consistency, and when varnish added to paint breaks up into clots instead of becoming evenly amalgamated. The phenomenon is not by any means uncommon and deserves some attention. In the first form of curdling noted above, that in which the whole mass of varnish sets to a solid or semi-solid mass, excess of driers in the varnish is usually the cause, and it is therefore, as a rule, varnishes of the kind known as "hard drying" that usually exhibit the fault. Thus, hard church oak varnish, or a hard cheap oak varnish, is sometimes found to become quite gelatinized even when packed in tins away from the air.

The addition of varnish containing resinate driers, or of terebine containing the same ingredient or adulterated linseed oil, very often causes curdlng. Certain oils, such as colza, which from time to time find their way into paint oils greatly induce curdling under such conditions. Curdling then may be considered a sort of finger post indicating that things are not as they should be, but whether the fault lies in the varnish or in the materials that have been mixed with it should be the subject of careful investigation.

NINGPO VARNISH.

(*From United States Vice-Consul Cloud, Hangchau, China.*)

I desire to call attention to what is known among foreigners in this country as "Ningpo varnish," made from the sap of the "varnish tree" (*Rhus vernicifera* or *Vernix vernicia,*) which grows very extensively in Western and Southwestern China. The name was originally given because varnishers from Ningpo were more skilled in its preparation and use than others.

The sap is gathered in the interior and brought to Huichoumin, in the Southern part of Anhui Province, where it is refined and then distributed to all parts of the Empire. It is sold by the retailer in the raw or pure state—that is, the pure, refined sap, and in the prepared form, which is a mixture of the refined sap with certain proportions of "wood oil." It is in the proper blending of these that the skill of the varnisher is shown, as the color desired, the wood to be varnished, moisture of the atmosphere, and temperature are conditions that enter into the problem. The uses of the varnish are manifold. Wherever varnish is desired the Ningpo kind is used, and is so far superior to the ordinary varnish of commerce as to be in a class by itself. It is particularly adapted to floors, tables, cabinets and such articles as are in constant use. It is also excellent for furniture of all kinds, as it does not scar easily and may be scrubbed with boiling water without the slightest injury to the very high polish of which it is capable.

The greatest drawback to its use is the danger of "lacquer poisoning" to the workmen who use it. This is similar to "ivy poisoning," and when the sap is fresh is regarded as rather dangerous. Once the varnish is dry there is no danger whatsoever. It may be used in any climate that has a rainy season or wet weather. The varnishing is always done during the wet season and is allowed to dry slowly as the moisture of the atmosphere decreases.

The market value of the pure sap, after refinement, is about $1.15 Mexican coin (about 53 cents) per catty (1⅓ pounds avoirdupois), while the mixed varnish may be had for $0.56 (about 27 cents) per catty. It may be mixed ready for use before shipment, and does not deteriorate when once it has been properly blended. Something like a hundred years ago the Ningpoese had a monopoly of the varnish trade; but in some unaccountable manner they have lost it to the Huichau firms. Practically all the varnish used at the present time comes from Huichau, as its monopoly depends on a knowledge and skill which the Huichau people seem to be able to guard most effectively.

The supply of the crude sap would seem to be unlimited, as the trees from which it is derived are found in great abundance in all the Middle Western and Southwestern Provinces. With proper methods of gathering the sap and of refinement it should be made one of the most profitable industries of China. So far as I am able to learn but little or none of it is exported to America.

A JAPALAC SHOW WINDOW.

One of the most effective methods of favorably reaching the public eye, is shown in the following:



OUR EXPORTS INCREASE.

Exports of manufactures from the United States in the fiscal year 1905 were not only the largest on record, but are in excess of the combined exports of all articles in the centennial year, 1876, and nearly 140 million dollars more than the total imports and exports of the country at the close of the civil war.

Statistics just compiled by the Bureau of Statistics of the Department of Commerce and Labor show that the exports of manufactures in the year just ended amounted to $543,620,297, as against $452,415,921 in the preceding year, $433,851,756 in 1900, and $183,595,743 in 1895. The growth in exports of manufactures far exceeds the growth of population or the growth in commerce as a whole.

About 30 manufactured articles were exported during 1905 with value in excess of $1,000,000 each, and that of these articles all except 7 showed an increase as compared with exports of 1904.

Iron and steel manufactures supply about one-fourth of the manufactured articles exported from the United States, the total in 1905 having been $134,727,921, as against $111,948,586 in the preceding year, an increase of nearly 23 million dollars. Steel rails showed an increase of 6 million dollars, chiefly in shipments to Canada, South America, Mexico, the West Indies, Japan and other oriental countries, in several of which railway development is proceeding at a rapid rate. Machinery also showed an increase in 1905 of more than 6 million dollars over 1904. A conspicuous feature, however, is the large increase in exports of locomotives to Japan, 151 engines having been sent thither in 1905, as against 74 in the previous year. Mexico and Argentina increased their purchases of American sewing machines, while Japan increased her purchases of electrical machinery and Builders' Hardware, each in a substantial degree.

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HARDWARE

DEVOTED TO THE AMERICAN HARDWARE TRADE

PUBLISHED ON THE 10th AND 25th OF EACH MONTH BY

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AUGUST 25, 1905.

Editorial Trade Review

The trade reports are of the most favorable character, and orders that have not been already placed for the Fall trade on account of vacations and a season of relaxation intervening, are being hurried forward toward completion. The Manufacturers are already in receipt of those specifications from the wholesale trade, which give them enough to work upon in the earlier stages of the season's business, and the factories are getting in shape to run full time from date of resuming production. Orders present the customary quantities for prompt shipment, while requisitions for future shipments are left to be furnished later. Prices ruling on regular goods are of a character that braces the market and give a sanguine tone to future requirements; the advances that have been announced are apparently made with a view to even up the market on special items and not to hold up orders. Where the goods in question are approaching too nearly quotations that afford but little profit, it does no harm to make a slight change in price that enables them to be marketed without unprofitable allowance.

The demand for certain lines of goods invariably purchased for stock requirements for Fall and Winter trade is fully as sanguine as was anticipated by the Trade generally. Stove Boards, Scoops, Shovels and Spades, Pipe Elbows, Axes, Lanterns, etc., are certainly showing a condition of activity that speaks well for the immediate future of these regular goods, and warrants the preparing of stocks largely ahead that are certain to be in a condition of depletion when the retailers show their hands and demand recognition.

On Builders' Hardware the demand is as full and complete as ever. The requirements for Fall trade are of the most satisfactory character, and the Manufacturers respond with their deliveries on specified dates requiring considerable effort to do justice to the orders. Better grades of goods are being called for, as the finest work is placed on new buildings; the great number of such edifices in course of erection in the leading trade centers being remarkable in point of numbers, and seemingly with no economy of outfit, which is in all essential particulars up to date in everything that calls for first-class Hardware to fill the bill.

The latest reports on the crops pronounce them to be indeed of phenomenal extent in almost every direction. The Middle and Western States are intending to shower agricultural wealth upon our farmers, who, instead of becoming "bloated bond holders," place under cultivation increasing acres of this teeming soil, until the country will present an unbroken area of production, requiring more storehouses and barns to house it, which are invariably added. The farmers' increasing wealth will benefit the Hardware trade immensely by the increasing number of its requirements, while the large profits of the railroads make happy the hearts of the speculative stockholders. The only uncertainty in regard to crop development is in the Southern States, where the cotton crop is uncertain, especially in the vicinity of the yellow fever agitation, which affects Louisiana and Mississippi and parts of Georgia and Alabama, where the merchants are inactive in purchasing goods until the fever has abated or at least shown signs of improvement. Many of the traveling men canvassing this territory have found it desirable to abandon their routes. In other parts of the Southern territory the greatest prosperity is visible; in the large cities structures of the better kind are being erected, such as business houses, public buildings, office buildings and fine residences for the wealthier class.

LEGAL CORRESPONDENCE.

Any subscriber to "HARDWARE" is privileged to ask any legal question he pleases in this Department and it will be answered free of charge. Address all communications to Law Editor "HARDWARE," No. 309 Broadway, New York City.

Savings Bank Deposit—Right of Survivor.

QUESTION: "A" and "B," who were husband and wife, each had an account in the same savings bank. Some months before the wife's death they had signed and sent to the bank a paper of which the following is a copy: "Gentlemen—We, the owners of bank books number ———, desire to have our accounts merged into an account running to "A" or "B," or the survivor of them, our object being that in case of the death of either, the other may draw the whole money." The wife having pre-deceased the husband and both parties now being dead, is the husband's administrator entitled to the entire fund?

REPLY: We think if the order was delivered to the bank during the life time of both parties and it was never revoked by either, that it would operate to vest the title to the entire deposit in the survivor. We think the effect of the paper was a direction to the bank to change their respective deposits so as to make each a joint owner, analagous to a joint tenancy in real estate, so that upon the death of one the survivor became the owner of the whole.

Liability of a City for Discharge of Fireworks on Streets.

QUESTION: Has a person who is injured by the explosion of fireworks on a public street in a city any right to sue the city to recover damages for the injury?

REPLY: While there is great difference of opinion in different States as to the liability of a city under such circumstances, it is well settled in New York, New Jersey and other leading jurisdictions that a city is liable if it permits the discharge of fireworks on a public street where it has power to prohibit them. Evidence of such acquiescence or permission is usually obtained from a municipal ordinance or a license or permit granted by the mayor, aldermen or common council. If such a permit was given, and in view of the place, the danger involved and the occasion, the discharge of fireworks was an unreasonable and unwarranted use of the streets and exposed persons and property to injury, it would properly be held to be a public nuisance for which the city would be liable. Of course, there is always a distinction between highways depending on their location, the extent of their use and the danger involved in case of accident. Fireworks in certain streets may, or may not, be a nuisance according to the circumstances, which usually present a question of fact. But the principle of municipal liability is established.

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SPECIAL BRAND COMMENT

AN IDEAL ARRANGEMENT.

BY A. H. ABBE.

I know of no law compelling a retail Hardware dealer to buy special brand goods unless he wishes to do so. It seems to me that the association through their committee are taking up a matter that as an association we should have no control over.

I read with much interest the creed as given by my friend Mr. Norvell in his address at the Hot Springs convention and it seems to me that the whole matter can be solved something after the following: Let the manufacturer sign an agreement as follows: "We hereby agree that we will sell our product through the legitimate Hardware jobbers only." "We will have only one price for all jobbers large or small;" "We will agree to sell to only such jobbers as the secretary of the National Hardware Association may designate as jobbers who are entitled to buy goods from us at the jobbers' price;" "We agree to sell our product to no jobber outside of the National Hardware Assciation;" "We agree not to sell our product to any retail merchant of any nature."

Would suggest to the National Hardware Association that they increase the salary of their secretary, Mr. Fernley, to such an amount as will compensate him for making a list of legitimate jobbers in his association and keeping us posted as to the same.

Now let the jobber agree as follows: "We hereby agree that we will buy all of the Hardware that we handle from the manufacturers who are associated with the National Hardware Manufacturers' Association;" "We hereby agree also that we will not attempt to buy from said manufacturers at less than the established price that they may from time to time place upon their product;" "We also agree that we will sell Hardware to the legitimate Hardware trade only and that we will have only one price on the goods that we sell, the same to apply to every retailer to whom we sell goods;" "We also agree to confine ourselves in our sales to such retail Hardware merchants as Secretary Corey of the National Hardware Association may name as being entitled to buy goods from us."

Let the retailer agree as follows: "We hereby agree that we will buy all our Hardware from the jobbers who are associated with the National Hardware Association;" "We also agree that we will pay the prices as they may be established from time to time by the National Hardware Association;" "We will agree that we will not under any circumstances try to induce the manufacturer to sell us goods;" "We will also agree that we will retail Hardware at a fair legitimate profit and percentage that may be agreed upon by the secretaries of the three associations, that is the manufacturers, jobbers and retailers.

Would also suggest that Mr. Corey's salary be increased to an amount that will compensate him for the extra labor involved in carrying out his part of these agreements.

There is no doubt but that such agreements as these can be executed and of course should be lived up to.

This would place the manufacturer, the jobber and the retailer in a position where they would know just what they were doing. It would place the Catalogue Houses among the list of retailers where they belong and all of the rest of us retailers would know just what the other fellow was paying for his goods. Would this not be an ideal condition of affairs to do business under?

I have been inclined to write as above from the fact that some of us seem to think that we are in business not for profit, but to do good to our fellow men.

I for one am free to admit that I am in business to make what I can out of it and if I see an opportunity to buy a line of goods at a price that I think is low, leaving me a margin of profit, I am inclined to buy of the party who offers such a price.

To get back to the subject of "Special Brands," would say, personally, I buy very few goods except with the manufacturers' label on them. There is one object only to be obtained from "Special Brands," and that is to have your customer, be he retailer or consumer, believe that the goods are made especially for you and to cover the manufacturer's name out of sight.

The jobber, of course, is making new business for himself wherever he goes, and feels that if he induces a customer to buy a certain brand of goods that he is entitled to the profit that comes from the future sales to that customer on this particular brand of goods. He wishes also to avoid having the customer try to go around him and buy the article from the manufacturer.

This is wholly in the nature of self-protection, on the other hand, the manufacturer who is represented dislikes of course very much to abide his identity and to not be known to the trade, his position is just as justifiable as the jobber is in his position.

The majority of retail merchants, I believe, prefer to have their customers think that they are buying their goods of the manufacturer. There is a belief among the people that the dealer who buys at first hands is likely to have the better prices than the one who buys from the jobber.

I do not think that this question should be so agitated as to create a feeling of animosity between the manufacturers, the jobbers and the retailers. It cannot be forced on the trade and it seems to me that the less said about it from this time on the better.

The "millennium" has not yet been reached and while there are wide channels for good to be accomplished by association work, and by united action on the part of the three branches of the trade, there are questions that it sometimes seem to some of us we can settle, but when we reach them we find that the solution is not so easy to find.

FAVORS SPECIAL BRANDS.

I am most positively in favor of Special Brands rather than factory brands. My reasons are:

First: Buying from a reliable jobber we can always rely upon good goods, which can be sold with a strong guarantee, because the jobber stakes the reputation of his specials.

Second: In case of defects, it is a much simpler matter to get them replaced or credited through the traveling salesmen.

Third: The Catalogue Houses are making a special effort to reduce the prices of standard brands, perhaps as a bait only, but nevertheless the price is there and the retailer's profit is last.

Fourth: By Special Brands you cannot conflict with your competitors. Factory brands become a question of price only.

Fifth: On Special Brands I can make profit which is satisfactory. On Factory brands, I cannot.

I could give many more reasons if I had the time.

MAX UHLIG (Holdredge, Neb.)

DEPENDS ON POINT OF VIEW.

A Western firm writes HARDWARE as follows:

Being both in the jobbing and manufacturing business, all phases of the Special Brand controversy have had to be firmly met by us. As manufacturers we do no Special Brand business, it being a damper on ideals and enthusiasm and that striving for perfection necessary to success, as one loses the business under pressure of the first break in prices. As jobbers, handling some of our own private brands, the temptation to be influenced in buying, by price and profits, against our own better judgment has been too strong to resist.

THE RETAILER NEEDS QUALITY.

(Contributed.)

It is certainly true that the retailer has every reason to have a higher regard for quality than for any special name or device, whether it be manufacturers or jobbers brand. There is a greater chance for success in handling goods of high quality thus establishing a reputation, which in time becomes a great asset, than undertaking to push an inferior article because there is a larger percentage of temporary profit.

It seems to me that the retailer who recognizes this principle is the one who will win in the end, and to such a man Jobbers' Special Brands are looked upon with suspicion. Human nature itself is sufficient authority for arriving at the conclusion that greater dependence may be placed in goods bearing the manufacturers' name, than those bearing the merchant's.

It is to be assumed that the manufacturer maintains, as nearly as possible, smooth operation of his own plant, but in the process there is sure to be a smaller or larger percentage of his output which will not pass critical inspection and examination. The question arises what is the manufacturer to do with those inferior lots? If perchance he is making Special Brands, is it not more natural for him to put his name on the best goods, and the other fellow's name on the inferior ones, especially as he is compelled to sell the latter at a lower price.

I feel sure that the better class of retailers already realize this condition, and I have no doubt that a larger measure of prefer-

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ence will be given to Manufacturers' Brands in future, because of the very able opinions expressed by the leading retailers in the Trade Journals since the Manufacturers' Convention in June.

There may be as many special Brands in the near future as in the past, but I think that the quantities sold under each name will gradually grow less, and the man who will do much to bring about this condition is the retailer.

THE RETAILER TO ARBITRATE.

By L. G. Mattison.

The Special Brand question is developing. The time is past when the simple assertion that standard brands are the only thing or that we must have Special Brands will settle the question with the ordinary merchant. He is being educated by the logical deductions that are being made by the leaders on both sides of the controversy. Mr. Bogardus in his Hot Springs address summed the question up as clear as a bell, and without doubt voices the opinion of the majority of the Hardware dealers throughout the country. But Mr. Norvell in nosing around in his committee work has seen things among the manufacturers, has smelled something and has lifted the lid a little. Mr. Norvell does not put as much confidence in the integrity of the manufacturer as does Mr. Bogardus. He hints at a great many shady things that the manufacturer does and not without some foundation. I think it is Lincoln Stiffens in his "Crimes of the Cities" who makes the assertion that the business man is at the bottom of almost all political graft and the business men referred to in this case were almost entirely manufacturers. The manufacturers were the first to combine, put their wits together and commence to manipulate things. They soon had the jobbers where the hair was short. The jobbers, with a shrewdness born of desperation, figured out the Special Brands idea which would give them a leg to stand on. The scheme worked, but as soon as they have got comfortably steady on their pins the manufacturers rise up and try to block them. It is now a scrap between the manufacturer and the jobber and the retailer is called in to arbitrate.

As a retailer I should be in favor of maintaining the old standard brands provided that by so doing the manufacturer would keep a level head, and not conclude to skin the jobber and retailer out of their legitimate profits.

SPECIAL BRAND OPINIONS.

(From Manufacturers.)

Regarding Special Brands, we think that the whole matter is summed up in the 31st verse of the 25th Chapter of Genesis.

* *

We have nothing to say on the subject of Special Brands, further than that we have never deemed it advisable to manufacture goods under any other than our own regular brand.

* *

We are not interested in Special Brands, as these are something that we have always been against.

* *

We do not make up our high-grade goods under any Special Brand, nor are we required to do so, the jobbers preferring to sell them under our name. We make a cheaper class of goods, which we sometimes put up under Special Brands, but only when we are able to take orders for them in very large quantities.

SELECTING A TRADE MARK.

In the selection of a trade-mark the first question to consider is its commercial adaptability to the purpose for which it is intended. There is a fitness in names, signs or symbols used in connection with the vending of merchandise which, in itself, may become a thing of great value. Some names or trade-marks are absolutely without point or meaning, and as such are of little value, whereas, other trade-marks are so striking and peculiar and characteristic of the particular goods or trade with which they are connected as to aid the advertiser in exploiting them.

It is important, therefore, in the selection of a trade-mark to review carefully the commercial adaptability of the particular name or mark as a trade-mark. When this is accomplished, it is important that the name or trade-mark be submitted to counsel for review to determine several questions, first as to whether the mark has been used by another in connection with the same class of merchandise. If it has, it may not again be appropriated for that purpose, for there may not be two identical or similar trade-marks for the same class of goods. The first mark is the one that is valid. To ascertain these facts, it is necessary to make examinations of the records of the Patent Office and also to investigate the trade publications to ascertain, if possible, whether the mark has been used before. It is not always possible, even with the examination of all of these records, to finally say that the mark is new, but it is important to take these steps before embarking on an expendiutre of capital. I recall one case where a client of ours selected the words "Red Star Cough Cure." We made an examination of the records of the United States and abroad and reviewed the catalogues of the trade to find anything to interfere with it. The mark was registered and a large sum of money was spent in the establishment of the business when it was discovered that a druggist of a small Western town had used this mark in connection with a cough medicine manufactured by him for twenty years. It became necessary, in order to save the business, to buy the rights and good-will of this druggist, which were secured at the cost of several thousand dollars.

When it is discovered that the mark is commercially good and has not been appropriated before, the remaining question is as to its legal sufficiency; that is to say, whether it is descriptive of the character or quality of the goods, whether it is deceptive, whether it is truthful, whether it is a geographical name, etc., etc., all as indicated in previous remarks. Assuming, however, that it fulfills all of these requirements, it is a mark to be cherished and one on which possibly, by judicious advertisement and business management, a great commercial enterprise may be founded.

You may be interested to know, also, how the monopoly in the use of a trade-mark is maintained. The right to a trade-mark is acquired in this country and in England by what is known as adoption and use; that is to say, the first user is permitted to use it uninterruptedly. But in most of the foreign countries the right is obtained by compliance with registration laws regulating that subject. It is highly important that the owner of a trade-mark should register his mark in all countries in which he does business or expects to do business, as this forms the foundation of the right. Where an infringement occurs, the remedy is by suit in equity. A statement of the case is prepared and filed with the court of equity and testimony is taken to prove the origin and ownership of the mark, and also the registration thereof, if it is registered, and also to prove the infringing acts of the defendant. When these are all before the court, argument is had and the court determines whether the infringing device is an interference with the rights of the complainant in the case. If the court determines that it is an infringement, an injunction order is issued, which is an order directed to the defendant commanding him to discontinue the infringing practices. This order is served on the defendant, and should he violate this order, he will be subject to puuishment for contempt, which, in some cases, means fines or imprisonment.—*Extracts from Address by James Low Stewart.*

CHINESE CHARACTERISTIC TOOLS.

By F. A. Gannon.

John Chinaman is a poor farmer. No enterprising Hardwareman advertises to him the latest ideas in farm tools, or sells him the newest seeds or the hundred and one labor-saving devices that the Yankee farmer enjoys. It is a well-known fact that the Chinese are a hundred years and more behind the times in the use of modern inventions, but it is difficult to conceive by what strange contortions of minds they have managed to produce their peculiar implements for agriculture and other purposes.

For instance, in the collection of the Peabody museum, in Salem, Mass., a Chinese plow has a single handle, and an iron shoe, but it contains wood enough to build a house, and the wood is put together in such an awkward, puzzling manner that one opens his eyes in wonder at it, especially a long curved arm that sticks out ahead of the shoe like an inverted bowsprit.

A rake, with four long iron prongs, and a hoe, look like reasonable implements, as does a harrow, but a water raiser is a device that one would expect to meet only in clumsy, slow moving China. This water raiser looks something like the endless belts used as conveyors in many American factories. But it is built entirely of wood. Its joints are cleverly hinged, however. The belts revolve, as scoops up water, but a small American boy, with a small American pump, would drown that Chinese water raiser in about three minutes.

A buck saw is a characteristic Chinese implement. It's teeth are set backwards, exactly opposite to the American way. It's frame is of hard wood, but it is stiffened up with twisted bamboo, just as an old time New England saw used to be tightened up with twisted hemp. A Chinese plane consists of a block of hard wood, through which a blade has been forced, and is held fixed in its place. Chinese rules and squares look like common sense tools, except that they are marked with the queer Mongolian hierogylphics. A Chinese hatchet has a square head, and, although it is fully 1½ inches thick in its thickest part, yet it is

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ground down to such a keen edge that a lusty Yankee would have little trouble to split the morning kindling with it. And a New York mason would have no trouble in using a Chinese trowel, except that he might not find the Union label beneath the mortar that still sticks to the iron.

One part of the Chinese exhibit in this museum that gives a man a shudder is that containing Chinese barber tools. A Chinese tonsorial artist would skin an American a mile, for fact, not for slang, or at least, it looks as if that would happen if he got the unfortunate "Melican" man into the chair. A typical Chinese razor has a blade about two inches long, and a third of an inch thick at its heel. This blade is jointed to a handle as thick as a fat lead pencil. Possibly its edge was once keen, but the blade was never concaved, and it now looks as if it would do a fair job for a school boy. Other razors are much like it.

However, it must not be presumed that the Chinese are clumsy because their tools look so. They can outcarve any nation. Some beautiful specimens of ivory carving from China—boats, temples, flowers and other articles—are contained in this museum, and, in particular, is an ivory sphere, about six inches in diameter, containing 12 and 20 movable spheres, each one of the twelve and of the twenty being inside the other, and each being carved with delicate tracings. How in the world it was ever done is a Chinese puzzle; also a testimonial to Chinese skill and patience.

The ways of the Chinese are peculiar, according to Bret Harte, but the demand of the Chinese is for modern goods in the Hardware and other trades, according to George E. Anderson, U. S. consul at Hankau, China, and other authorities. China is credited with originating the mariner's compass, printing, gunpowder, poker and many other devices, good and bad, but, despite her early start in civilization her people are to-day sadly lacking many of the necessities of an up-to-date world. Therefore there are markets in China for modern American goods, and, according to various reports, certain American goods have gained a little foothold in coast cities and trading towns, just a tiny grip on China's mass of 400,000,000 people. "There's millions in it," is the vain opinion of the Chinese trade, promulgated by the dreamy Colonel Sellers, but it remained for the hustling Yankee, German and Englishman to realize Seller's vision, in ways most practical and profitable.

Queer Hardware is to be found in China, and some choice specimens of it have been collected in the Peabody museum in Salem, Mass. Chinese agricultural implements and Chinese carpenter and mason tools are peculiar, in the sense that Bret Harte uses the word, and other Chinese things are picturesque.

For instance, a Chinese gentleman of the old school takes his cutlery with him when he goes out to dine, a nice assortment of private chop sticks, a keen thin-bladed knife, six inches long, and a fan, all of which fold up in the peculiar Chinese way, and is carried in the girdle, the pants pocket of the shirted Mongolians. Several fine specimens of these chop stick sets are contained in the museum.

Other picturesque bits of Chinese Hardware are finger nail guards, or curved thimbles elongated three or four inches, so that they will protect the long finger nails that the Chinese admire, and that discourage the manicure industry in the Flowery Kingdom. A fly brush of cocoanut fibres suggests that the man with the modern metal fly catcher might find plenty of trade in model Chinese homes.

Some Chinese guns and weapons are wonderful tools of the warrior's art. One match lock gun is ten feet long and it's butt and stock looks like a piece of timber. It is matched by a spear like sword equally high, and more ferocious, for it has a saw like edge and a spike prong. Two handed swords are six feet long, and several cannon suggest those old Revolutionary guns that are stuck up in New England towns for hitching posts. A whole arsenal of these monstrous weapons would not stand up for ten minutes against a modern repeating rifle, or even a Rough Rider with a couple of favorite Colts.

A dolchin is a curious looking Chinese scale. It's method of use is not apparent. It consists of a hard wood pole six feet long, and it's swivel, and also its platform chain is at the same end. Some small and peculiar looking balances, made largely of wood, are used for weighing gold.

A Chinese rice mill is of stone. A little iron padlock is about the size of a bullet, and a few brass locks and keys have a multiplicity of parts. A Chinese razor—well, it looks like an instrument of torture, and before viewing it thoroughly, it is well to glance at the Sam Sing's Hop Toy set, that is guaranteed to send him into the land of joy in a few moments. The Chinese opium smoker uses a number of knives and needles in preparing his opium. However, the Yankee trader would undoubtedly prefer to supply Hardware more beneficial to the somnolent nation, and these things may be taken up later.

Trade Meetings

NEW MICHIGAN OFFICERS.

At the closing session of the Saginaw Convention of the Michigan Hardware Dealers' Association the following officers were elected for the ensuing year:

President—J. H. Whitney, of Merrill.
Vice-President—E. B. Standart, of Holland.
Secretary—Arthur J. Scott, of Marine City.
Treasurer—Henry C. Weber, of Detroit.

Executive Committee, for two years—J. B. Sperry, of Port Huron; T. Frank Ireland, of Belding; C. M. Alden, of Grand Rapids; J. H. Murray, of Cadillac, and George P. Griffin, of Albion.

It was decided to hold the 1906 convention at Detroit.

HISTORY OF THE MICHIGAN ASSOCIATION.

By Henry C. Weber,

(Read at the Saginaw, Mich., Convention.)

On July 9th, 1895, a small coterie of men, numbering altogether eighteen, representing nineteen different Hardware firms in the State of Michigan, gathered together at the Hotel Cadillac, and there in convention assembled, laid the foundation of the Michigan Retail Hardware Dealers' Association. To appreciate the importance of this step it is necessary that we have in mind the condition of the retail Hardware trade prior to that time. There had been no previous effort at organization; in fact the retail Hardware business was still in a chaotic state; it was just emerging from its undeveloped and pristine state. The rapid growth and the activity of the department stores and mail order houses were retarding its development. Any united effort upon the part of those who made Hardware their exclusive profession was necessary for the individuality and the life of that business. There was no fellow-feeling among those engaged in the same trade. Friendships between rival dealers were practically unknown, and rivalry and competition in business often developed into feud. Obnoxious laws working hardship upon the mercha it were upon the statute books, the repeal of which no individual alone could accomplish. The enactment of just laws on the subjects of Trust, Bankruptcy, Tariff, Interstate Commerce, Etc., in consonance with the progress of the times was necessary, of which an intelligent understanding could only be gained by an interchange of ideas of those in like business; trusts were forming among manufacturers, raising the prices to the consumer and cutting down the profits of the retailer, a condition which a merchant standing by himself alone could not combat. This was the situation when F. F. Carleton of Calumet issued the call for the first convention of our association, and to him, who became its first president, and Mr. H. C. Minnie, of Eaton Rapids, the first secretary, mainly belongs the credit for this inception and the success of that first meeting.

The others who were present and who on that account are worthy of mention here are as follows:

D. B. Martin, of Bay City; Charles F. Bock, of Battle Creek; F. D. McDonnell, of Bay City; D. W. Bloodgood, of Wyandotte; C. Frank Ireland, of Belding; John Popp, of Saginaw; L. R. Brockett, of Battle Creek; D. A. Kanter, of Holland; A. R. Barrett, of Union City; W. J. Boyce, of Port Huron; W. T. Hibbard, of Lansing; J. B. Sperry, of Port Huron; C. A. Harvey, of Morley Bros., Saginaw; John B. Jochim, of Ishpeming; Edward A. Moye, of Marquette; Henry C. Weber, of Detroit.

These eighteen men, fired by the enthusiasm of the two leaders, took on the roll of missionaries and went out to preach the new doctrine, to gather others into the fold. At the adjourned meeting which was held on February 12th, 1896, in Saginaw, the membership had already increased to forty. A constitution and by-laws were then adopted, and the organization completed. None who were present at that memorable session will forget the rejoicing of the members and the open-hearted hospitality extended by our Saginaw brethren.

The second convention was held at the Cadillac Hotel in Detroit on July 8th, 1896. The roll of members had then run up to ninety-five. At this meeting an important innovation was made; papers on subjects of practical interest to Hardwaremen were for the first time read and there members were, by an interchange of ideas and experiences, given the benefit of the latest and best thought along the lines of their own business. These papers

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awakened in the individual Hardware merchant a lively interest in matters to which he had given but little or no attention before, and they have become one of the important features of all our meetings. At this session I had the honor to be chosen as your president, and Mr. H. C. Minnie was continued as secretary.

The third convention took place at Battle Creek on July 14th, 1897. The members then numbered one hundred and thirty-one. The importance of the association was then already apparent, and its influence had impressed itself upon the legislation of the State. At the previous convention, C. A. Harvey, of Saginaw, brought to the attention of the association the imperfect state of the lien law, affording little or no protection to the dealer, and it was resolved then to procure the passage of proper laws remedying the condition. In my address as president at the third annual convention, it was my privilege to call attention to the fact that due to the efforts of this association and of its members, a fair and satisfactory lien law had been passed. At this meeting the late Charles F. Bock was elected as president, and Mr. H. C. Minnie was again re-elected as secretary. Through the affability, untiring industry and energy of its president, the membership of this association was, during the succeeding year, swelled to one hundred and seventy-nine. Mr. Bock was an indefatigable worker, spending his own time and money traveling through many sections of the State to promote the interests and the welfare of this organization, and the success which he achieved will live as a monument to his memory.

The fourth convention was again held at Detroit on July 13th, 1898, and C. G. Jewett, of Howell, was made president, and H. C. Minnie was for the fourth time elected secretary. At the fifth convention, which again took place at Detroit on July 12th, 1899, Mr. Henry W. Weber, of Bay City, was elevated to the chair and F. H. Cozzens, of Detroit, became secretary, Mr. H. C. Minnie having declined a fifth term. During this administration delegates were sent to represent us and to take part in the formation at Chicago, Ill., of a national organization which has since become a power for good in the development of the Hardware trade.

The sixth convention gathered at Detroit on July 11th, 1900, electing George W. Hubbard, of Flint, to the presidency, and re-electing E. H. Cozzens to his former positions. At this time the association had again manifested its usefulness in procuring by its united strength the enactment of laws to meet the constantly changing and progressive condition of trade and commerce. The garnishment laws of this State had for many years contained provisions which made it possible for a man of small or medium salary, drawing it weekly, to beat his creditors out of that portion thereof which should rightfully go to them. An amendment adjusting this condition to conform with justice was vigorously opposed by a certain organized element, and it would have been impossible for the merchant single-handed to combat against it. Concerted effort through the medium of this organization, however, finally succeeded in procuring a change in the law that is more nearly consistent with justice.

The next three annual conventions were all held in the city of Detroit. At the seventh, H. C. Minnie, of Eaton Rapids, was elected president, and Fred H. Cozzens, secretary. At the eighth, Mr. T. F. Ireland, of Belding, was elected president and A. J. Scott secretary, and at the ninth, John Popp, of Saginaw, was elected president and A. J. Scott secretary. At the tenth convention which took place at Grand Rapids on August 10th, 1904, the membership was then two hundred and twenty-four. J. B. Sperry, of Port Huron, was made president, and A. J. Scott, of Marine City, re-elected secretary. During this vigorous and able administration, the most successful in the history of our association, the membership has risen rapidly and in an unusual degree, so that at the present time the total number is 537.

This growth has been so marvelous and could have been attained only by the most tireless energy, that I hope the appreciation of this association of the thoroughness and efficiency of its faithful officers will be happily demonstrated, and I propose right now that we give three cheers and a tiger for President Sperry and Secretary Scott. Their example is one to be emulated by all future officers.

NEW YORK STATE ASSOCIATION.

We have just finished mailing both to members of the association and to other dealers throughout the State a copy of the proceedings of the Buffalo meeting. It was our intention to reach every dealer who is rated with a copy of the work, but in case any were skipped, we would be very glad to mail one while the edition lasts if they will apply to this office.

The Board of Directors met in the Yates Hotel, this city, about two weeks ago. Among other things, fixed the date for the next year's meeting. It will be held in Binghamton on February 20th, 21st and 22d. The president has appointed his committees, or most of them, and the names of the members of several committees will be ready for publication in time for your September issue. We are receiving applications for membership right along, and the association is in good condition financially, and it made a little money out of the Buffalo program.

A committee, of which John G. Ferres, Johnstown, N. Y., is chairman, is working on the revision of the Constitution, which will be submitted at the Binghamton meeting. Members are buying insurance in several of the mutual companies freely, and the general tone of membership is very encouraging.

John B. Foley,
Secretary.

HARDWARE PATENTS.

The following list of Patents, Trade Marks and Designs of interest to the Hardware trade are furnished by Davis & Davis, Solicitors of American and Foreign Patents, Washington, D. C., and St. Paul Building, New York City.

PATENTS EXPIRED AUGUST 7, 1905.

387,215. Locking Device for Stove Pipe Dampers. V. Doane, Jr.
387,226. Hose Coupling. P. Gleich and H. S. Krause, St. Paul, Minn.
387,236. Skimmer. G. K. Knowlton, Hamilton, Mass.
387,259. Combined Step and Arm for Platform Attachments for Ladders. W. D. Robb, Abilene, Kan.
387,274. Cook Stove. G. W. Walker, Malden, Mass.
387,300. Combination Lock. C. Henderson, Boston, Mass.
387,328. Door Check. F. W. Tobey, Waterbury, Conn.
387,337. Saw Filing and Setting Machine. W. H. Beardsley and B. Perry, Eureka, Cal.
387,354. Wash Board. E. Hambujer, Detroit, Mich.
387,400. Combined Latch and Lock. J. C. Craig, Fenelon Falls, Ontario, Canada.
387,401. Combined Latch and Lock. J. C. Craig, Fenelon Falls, Ontario, Canada.
387,409. Screw Driver. G. E. Gay and J. H. Parsons, Augusta, Maine.
387,448. Auger. H. W. Richards, Eden, Fla.
387,456. Wrench. J. M. Silvis, Kittanning, Pa.
387,523. Combined Latch and Lock. J. Loch, New York, N. Y.
387,576. Washing Machine. R. Campbell, South Haven, Mich.

PATENTS ISSUED AUGUST 8, 1905.

794,025. Twine Cutter. J. D. Kennard, Seneca, Kan.
794,044. Wrench. C. A. Paisley, Winfield, Iowa.
794,057. Combination Tool. J. M. Sullivan, Chicago, Ill.
794,064. Fence Wire Pliers. H. L. White, Utica, N. Y.
794,119. Hoe. A. Richardson, Milton, Ore.
796,543. Shears or Scissors. William M. Viser, Harrodsburg, Ky.
796,549. Fruit Jar Cover and Fastener. Joseph P. Young, Marshaltown, Iowa.
796,631. Jar Closure. Ferdinand O. Fischer, San Leandro, Cal.
796,656. Screen for Doors and Windows. Olaus B. Jacobs, Chanute, Kan.
796,662. Mop Holder. William B. Lacy, Oakpark, Va.
796,674. Faucet. Edwin A. Rider, Stockton, Cal.
796,709. Fishing Net. Arthur S. Cornet, New Orleans, La.
796,717. Water Can. Malcolm E. Gray, Rochester, N. Y.
796,908. Clothes Line Fastener. Silas A. Hall, Brooklyn, N. Y.
796,913. Skate. Ernest Hunold, Providence, R. I.
796,948. Fishing Rod. Jonathan B. Tuttle, Claremont, Cal.

PATENTS ISSUED AUGUST 15, 1905.

797,006. Ironing Board. A. E. Langworthy, Atchinson, Kan.
797,019. Shade Attachment. J. K. Putnam, Montpelier, Ind.
797,137. Lock for Door Knobs. A. Marion, Fitchburg, Mass.
797,174. Hammer. W. A. Clason, Studley, Kan.
797,211. Combination Tool. D. L. McKinney and G. W. Henderson, Fairmont, W. Va.
797,261. Sad Iron Heater. B. Bryan, St. Louis, Mo.
797,340. Wrench. R. A. Brooks, Ashtabula, Ohio.
797,368. Folding Ironing Board. H. Pike, Chicago, Ill.
797,376. Vise. J. P. Schneider, Sr., Cincinnati, Ohio.
797,478. Adjustable Coffee Filter. H. W. Welles, Poughkeepsie, N. Y.
797,484. Combination Tool. H. C. Williams, Jersey Shore, Pa.
797,489. Wrench. E. L. Bellman, Fort Atlinson, Wis.
797,538. Wrench. C. F. Spery, Rockford, Ill.

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MONTANA BUSINESS BOOMING

PROSPERITY IN THE NORTHWEST

The great natural resources of Montana are fast being developed—the population is increasing rapidly—the past three years have been very profitable to the cattlemen and farmers. Good prices for cattle, sheep, wool and farm products, a better market for copper and other minerals. These are the reasons for good business out here, and the Hardwareman has felt and is feeling the benefits of better business.

Billings is fast becoming one of the great sheep and wool centres of the world. On the plains and up in the mountains to the north and south and to the east of Billings about 6,000,000 sheep range. This has brought and is bringing a large business which centres in this little city of about 6,000 population.

The Hardwaremen in all these large places carry large stocks and are prepared to make prompt deliveries to customers. One Hardwareman of Billings carries at this season of the year upwards of $50,000 in wagons and implements alone. This is the Donovan McCormick Company. In speaking of genuine business conditions A. H. Roeser, the manager of the Hardware department said: "We are doing all the business we can well handle—our trade could not be much better—prices are well maintained. We have had good weather for the ranchmen and farmers and the outlook is good for Fall trade."

The store of the Billings Hardware Company is very attractive, being large, roomy and light. Two large double windows are used to good advantage in displaying cutlery, sporting goods and Light Hardware, in which lines the concern do a large business. Both retail and wholesale trade is carried on by the Billings Hardware Company. Another firm doing some jobbing business is Gegen Bros., who carry a large and well-assorted stock of Hardware, tools and implements.

The Western Hardware Company, a new corporation, was formed this month to deal in Hardware and kindred lines. Edwin Sande, who has been connected with some of the best concerns in the State, is the general manager. The others members of the concern are F. B. Connley, G. W. Burla, Richard Cedergreen, and Momey Cedergreen. In referring to the new concern and its outlook Mr. Sande said: "F. B. Connley (who was for some time manager of the old A. L. Babcock Hardware Co.) and myself are both practical Hardwaremen. Two of the other members of the concern have for some time been in the tinshop business—we will have a complete Hardware stock and the best equipped tin shop in the State." The many friends of Mr. Sande wish great success for the new concern. The Western Hardware Company being composed of pushing, practical, up-to-date business men, a big business future is in store for it.

Not often does one find as well arranged or lighter or brighter store than that of the A. L. Holter Hardware Co. of Helena, Mont., nor a store where the entire force are more polite or courteous. This store has a reputation throughout the State for its courteous treatment of customers—a Hardware specialty salesman spoke to your correspondent about it, saying: "Well that is one of those concerns with which it is a real pleasure to do business. A salesman is treated with such consideration—and every employee in the place is always inclined to treat a fellow kindly. I tell you if I've any inside prices Holter Hardware Co.'s buyer, F. C. Ashall, gets them." The president of the concern, A. M. Holter, is a gentleman of the old school, and it is his inborn kindness that has permeated the entire establishment. N. B. Holter is vice-president and B. G. Schrader is general manager. In speaking of trade conditions, Mr. Schrader said, "Business through the State was never in a more healthy condition. All crops and produce, minerals and metals are bringing good prices, labor is well employed." When asked if it was time that many people were moving into Canada from the section, Mr. Schrader said: "You see after all that's not so bad. The people who are moving to the North are for the most part ranchmen, and by taking their cattle from Montana are making way for the farmer—the big cattle ranches are being cut up into smaller farms which are being irrigated—and under irrigation will produce great crops, and thus in a way the new conditions and these changes are really a benefit to the State. A few 160 acre farms give more labor and bring more money into circulation than a large ranch of 10,000 acres with thousands of cattle."

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Another Helena concern doing both a wholesale and retail business is the Helena Hardware Co., located at 415 to 419 N. Main Street. This concern carry a large general stock of Hardware and do an extensive business in mining tools and implements. A good retail business is carried on by Dalton & Richardson, whose store is located at 335 N. Main Street, in the heart of the best retail district of Helena.

Never in the history of copper mining in Montana has there been as many men employed in the mines as at the present time. In the mines in Butte alone there are to-day over 6,000 men working—earning from $3 to $5 a day. During the past year, many new prospects have been opened up ,and the higher price of copper and lower cost of smelting, has brought some old mines in again on a paying basis.

BUTTE BUSINESS BRISK.

All these mines being operated is of course making a big demand for all mining supplies. Many new buildings are being erected, and there is a good brisk demand for building materials.

There is an air of enterprise and push about the store of the Montana Hardware Company in Butte that speaks much for its present success and for the future of this concern. F. F. West is the general manager and a man of much ability, which he proved in the handling of this business. A. J. Johnson is President, W. A. Clark, Jr., Vice-President, and A. ... Wethey, Treas. and Secy. The Montana Hardware Company have built up a large business in sporting goods, which department is under the management of Marvin Jenkens, who is recognized as one of the best posted sporting goods and shelf Hardware men in the West. In speaking of trade conditions, Mr. Jenkins said: "Business in this department is constantly growing and it is a line that shows a profit and brings men to the store. We are well satisfied with this branch of the business."

An extensive Hardware business is carried on by the Anaconda Copper Mining Co., the principal store being located here in Butte. A large part of the business is of course in mining tools and machinery, but a very complete stock of Hardware and sporting goods is also carried. S. H. Greenwood is manager and H. U. Doering looks after the Hardware and especially the sporting goods end. The store is being re-arranged, new plate glass cases with up-to-date inside electric lights adding very much to the appearance of the store.

One of the younger but fast growing Hardware firms of Butte is Henderson Bros. & Co. Although competition in the city is strong this concern has succeeded in building up a fine retail Hardware trade. Mr. Parmalee of the company said that their trade was just about 50 per cent more this spring than a year ago. A very complete line of crockery, a large stock of stoves and sporting goods are good paying parts of their business.

Another of Butte's well arranged stores is that of Davis & Weimscary Company, where a very well sorted stock of high grade tools and general Hardware is carried.

Closely identified with the Hardware trade is the business of selling sportng goods, and no review of the Hardware trade of Montana is complete without a mention of the store of Carl Engle, which is one of the best kept stores of the Northwest. Show cases and windows, floors and shelving are bright and clean and stock displayed looks as though it had just come from the factory.

H. G. Coy, who is the leading Hardware merchant of Anaconda, succeeding the old firm of Leck & Coy, said that business was very good and the outlook very satisfactory for fall trade. Mr. Coy carries a large stock of general Hardware, cutlery and housefurnishing goods. A line of merchandise not often found in the Hardware store is sold here by H. G. Coy; i. e., dolls and some lines in holiday goods. Mr. Coy said that the doll business was a good side line and he found that this line helped the sale of House Furnishing goods, bringing as it did women into the store.

A big stock of Hardware is carried by the Missoula Mercantile Co., of Missoula, Mont. This concern do both a retail and jobbing business and have a capital of upwards of a million dollars. The Hardware department is in charge of Mr. N. S. Little who is recognized as one of the best posted Hardwaremen in Montana. The store is splendidly arranged and large windows are used to good advantage in displaying seasonable goods. The firm's head Hardware salesman, Mr. Wilcox, is well and favorably known to the firm's many customers in all parts of western Montana. The Missoula Mercantile Co. do some very clever advertising and issue an up-to-date catalogue.

HAMMERNAIL.

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WIRE ROPE LUBRICATION.

Elevator and other cables used for hoisting purposes, are subject to both internal and external wear; the former is caused by the rubbing of the wires and strands upon one another under pressure in bending over the sheaves, the latter by rubbing and wedging in the grooves of the pulleys.

Unless the cables are kept well lubricated they wear and deteriorate rapidly. As a lubricant for wire rope Dixon's Ticonderoga Flake Graphite has the endorsement of the leading manufacturers as well as the approval of those experienced in its use, because of the well recognized fact that flake graphite prevents the abrasion and wear of all parts coated with it. For this purpose graphite must be combined with suitable greases to make it adhere, but there has always been considerable danger and difficulty in applying grease to moving cables.



Dixon's Handy Graphite Rope Dressing supplies the ideal qualities of Dixon's Flake Graphite as a wire rope lubricant in such a form as to make it thoroughly acceptable to practical men who have used it. The package is of about the size and shape of an ordinary package and contains nearly three pounds of graphite lubricant. It is easily applied by holding the open edge of the package against the cable while in motion.

There is no trouble and no danger to the workman, no waste nor dripping off of lubricant. The economy and efficiency of Dixon's Handy Graphite Rope Dressing, in prolonging the life of wire rope and saving the expense of frequent renewals of worn cables, should commend it to the careful attention of every firm operating hoists or elevators.

For prices and full particulars address the makers, the Joseph Dixon Crucible Co., Jersey City, N. J.

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The entire plant of the Toledo Stamping Company, Toledo, O., has been purchased by R. W. Kirkley and others, who will start the entire plant in all departments at once. The leading line will be Shovels. Mr. Kirkley will run the plant for a short time as trustee for the purchasers, but it is their purpose later on to incorporate a company under the laws of Ohio.

◆

The Western Steel Gate Company, formerly of Two Rivers, Wisconsin, have moved to Green Bay, Wis., where they have largely increased facilities for turning out their regular line of Steel Gates, Post Hole Diggers and also an attractive line of machinery.

◆

The J. H. Williams & Co., Brooklyn, N. Y., manufacturers of Drop Forgings, announce the opening of a Western office at 18 So. Clinton Street, Chicago, with Mr. Charles E. Hathaway as manager.

POPULAR TALKS ON LAW.

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Landlord and Tenant.

No. 5. Is the landlord bound to make the premises tenantable? When is the tenant justified in abandoning the premises or refusing to pay rent?

Where there is nothing in the lease laying an obligation on the landlord to make the premises tenantable, it is implied in the law that the tenant took the premises as they stood; in other words, there is no implied warranty on the part of the landlord that the premises are tenantable. The great exception to this rule is in cases where there is some secret or concealed defect in the premises which renders them dangerous to life or health, and the defect was known to the landlord and unknown to the tenant. For instance, if the tenant should rent property without knowing that it had been occupied just previously by a smallpox patient and this fact was within the knowledge of the landlord, the tenant would be justified in abandoning the premises. Some cases have gone to the extent of saying that this exception covers a case of defective heating or defective plumbing where the defects go to the extent of endangering life or health.

The tenant should see to it that in the lease the landlord agrees to keep the premises in a tenantable condition; nor should the tenant forget that the mere verbal promise of the landlord to keep the premises in tenantable condition, no matter when the promise was given, would not be binding.

After a lease has been executed the verbal promise of the landlord to repair is void, unless there was a consideration given for the promise; nor would a landlord's promise to repair the premises in consideration of the tenant not abandoning the premises before the end of the term be good, because of lack of consideration, the tenant already being under obligation to remain until the end of the term.

Any inducement, whether by writing or by word of mouth, made by the landlord, which leads the tenant to rent and which afterwards proves to be false or fraudulent, will of course justify the tenant in abandoning, but the representation or statement must be something more than a promise. A statement to the effect that premises are tenantable when they are not, such statement being used to induce the tenant to rent, may justify an abandonment of the premises, but an unfulfilled promise of the landlord made before the lease is signed, or at the time, or afterward to the effect that he will make them tenantable will not justify an abandonment; and, if verbal, such promise is void.

This brings us to the general question as to the circumstances under which tenants may abandon premises and refuse to pay rent. We have seen that the mere promise of the landlord to make repairs which he fails to fulfill, will not justify abandoning the premises and refusing to pay rent. It is the usual course pursued by tenants, but the courts as a rule will not permit the tenant thus to take the remedy into his own hands. There are two courses open to the tenant if the landlord has promised to make repairs, or to make improvements, and fails or refused to do so: one is to sue the landlord for damages, and the other is to make the repairs or improvements and sue the landlord for the cost of them. And the tenant may recover in his judgment not only for the cost of repairs but for the damage he has suffered by interruptions to his business or otherwise during the time that the premises were being repaired. But it is never allowable for the tenant to remain in possession and at the same time refuse to pay rent; nor is an unfulfilled promise ground for abandonment.

To this general statement, which seems somewhat unjust on its face, there is the general exception that if the premises are absolutely unfit for the purposes for which they were rented, or become so through the landlord's fault in not keeping his promise, the tenant is released from his contract and may abandon the premises, but this exception has not been upheld in every case. Where it has been upheld is only where there has been a total failure of consideration; that is, where premises have been totally unfit for the purpose intended, or where the landlord has broken an express promise to make them fit.

Another class of cases is where the landlord agrees to make certain repairs or improvements before the tenant takes possession. We have seen that after the tenant has once taken possession a broken promise on the part of the landlord, as a rule, does not justify refusing to pay rent or abandoning, but where the landlord has failed to make the repairs or improvements and the tenant has not yet taken possession, the tenant may refuse to take possession on the ground that he is released from his contract. Here, as in other cases, we caution the tenant that if the lease itself is in writing the landlord's agreement regarding repairs, to be binding, must be inserted in the lease itself. It is a general rule of the law that where the contract is reduced to writing the law presumes that the writing contains all the terms, and one is not permitted to offer testimony that adds to or varies the terms as written. It is admissible, however, to show that after the contract was made it was varied by verbal agreement.

If the landlord is to make repairs before possession is to be given to the tenant and the tenant enters the premises before the repairs are made, he does not thereby waive his right to have them made.

As fraud vitiates a contract so a tenant may abandon the premises and refuse to pay rent when he was induced to take the premises by false statements. The false statements need not be in the lease itself; anything said or done by the landlord, even though innocently, which is materially false, and at the same time induces the tenant to take the premises, will result in annulling the contract. The mere concealment by the landlord of some defect, provided the defect renders the premises dangerous to life or health, will amount to a misstatement, but the concealment of immaterial matters will not so operate.

If the tenant intends to take advantage of false statements to surrender his lease he must do so promptly upon discovering that the statements were false. His failure to do so promptly will lead to the presumption that he has waived his right. He may not only abandon the premises in such cases but he may sue for damages. Furthermore, he may remain in possession if he pleases, waiving his right to abandon the premises, and may sue for damages caused by the fraud.

(To be continued.)

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RECENT TRADE PUBLICATIONS.

Flint & Walling Manufacturing Co., Kendallville, Ind., have issued catalogue No. 46, descriptive and illustrative of the Star windmills, towers, tanks and pumps which they claim are unequaled for efficiency, strength and durability. They warrant Star mills and towers, all kinds and sizes, and all goods they manufacture, to be made of first class material, with best of care and workmanship; when assembled and erected according to their instructions and cared for properly, to resist any winds that do not damage substantial buildings or other windmills in proximity for one year from date of erection. They agree to furnish, free of charge, at factory, all repairs needed within said year caused by faulty material or workmanship. They further guarantee Star Windmills to perform as much work, and more, than any other mill manufactured, and that in lighter winds. Such a broad warrantee certainly deserves a fair trial. One of their catalogues will be mailed to interested parties.

Kelsey Heating Company, Syracuse, N. Y., have recently issued considerable printed matter, from which they have sent us three pamphlets all of which are high grade works. One booklet is devoted to pictures of residences in different cities which are heated by the Kelsey Generators; another gives "A few opinions about House Heating" in which are given one or two letters only out of the many they have received from the users of their generators. Users of "Kelseys" give specific reasons for its superiority over other systems. The third and largest of the three books, which is their No. 5, exploits the Kelsey Warm Air Generators, for Homes, Church and School Heating. A Kelsey Generator, they state, is unlike any other heater and stands in a class by itself because of its capacity for warming great quantities of air and distributing the same evenly. It is a hot water boiler converted into a warm air generator. Their method of warming air in separate currents, they claim is by far the best method. These warm air currents are positively controlled and sent in any direction to rooms exposed or distantly located, or even to rooms on a level with the generator. The heating surfaces and weight of a Kelsey are much greater than that of any other apparatus having same size grate area and fuel capacity. For further information regarding this valuable cold weather necessity, write for booklets.

F. E. Myers & Brother, Ashland, Ohio, are the authors of an attractive envelope size booklet which is designated as Myers Talking Points or Points on Pumps. The book is published with a view to familiarizing you with the important and patented features of "Myers" goods, also their points of advantage, and the reason the dealers should handle them in preference to other makes. Referring to their "Suggestions to Salesmen and Dealers" they state: "Impress on your own mind, and the mind of every customer, the importance of our low and harmonized list prices. One discount applies to all pumps, pump fixtures and repairs resulting in low net prices, which compare favorably with the common and poorer finished goods of our competitors, securing for you conditions that if urged and pushed, will enable you to hold your position, regardless of what your competitors may do or offer." Also the booklet contains 26 pages devoted to "Hints on Hay Tools." Send for copy of their catalogue.

The Eastern Granite Roofing Co., Irving Building, New York, N. Y., have sent us a copy of their latest catalogue, attractively gotten up, finely printed on excellent paper. The book contains very many views showing buildings on which Granite Roofing has been used, together with a few remarks on the merits of the same. Granite Roofing, they state, is the standard roofing of America. It has been in use twenty years throughout the country, and has the unqualified endorsement of the most prominent railroad officials, architects, builders, contractors and superintendents of construction. In order to facilitate the work of laying Perfected Granite Roofing they supply a special mop, which they claim is beyond question the best made and the only suitable low-priced mop on the market. Its size permits its being sent by mail. Granite Roofing is compactly rolled in uniform sheets for shipment. Each roll is guaranteed to contain 110 square feet, and is 41 feet 3 inches long by 32 inches wide. In laying, each roll covers 100 square feet of surface, allowing a uniform lap of three inches for horizontal joints. The average weight per roll is 140 pounds. A copy of their booklet will be sent upon request.

Lawson Manufacturing Co., 40 Dearborn Street, Chicago, Ill., for whom Frederick Pfeifer is New York agent at 101 Reade Street, has sent us a copy of their latest price list No. 28. This book exploits the Matchless Double-Acting Floor Spring Hinge. These hinges are ball-bearing which insures a minimum of friction, operating easily and without noise. To assist buyers in selecting size of hinges some general directions are given, which if followed will prove satisfactory. The Matchless Spring Hinge can be furnished without the side plates by using an invisible shoe or socket. Unless otherwise ordered, all spring hinges will be shipped with the side plates. When desired, they can furnish this hinge with pintle raised for one-half or five-eighths inch threshold. Send for price list No. 28.

Harrington & Richardson Arms Co., Worcester, Mass., have sent to their patrons catalogue No. 8. It is an attractive book in pamphlet form covering 31 pages of illustrative and descriptive matter relative to their revolvers and shotguns which are very strongly guaranteed. They state: "Simplicity of construction, perfect safety, absolute reliability in action, and superior accuracy are the qualities which characterize the Harrington & Richardson Arms Company firearms. With the proper care they will last a lifetime and will always be in working order. Firearms should be kept clean and well oiled in order to give the best and longest service." They repair and furnish parts for firearms of their own manufacture only. Send for catalogue for further information.

Simmons Hardware Co., St. Louis, Mo., have issued recently their catalogue No. 468 which is their regular annual lamp catalogue in which they give a very fine display of the goods referred to, showing the most desirable lines and shapes, goods that seem to be appropriate for a substantial demand for quality at the right prices. The goods are carefully selected from the latest and best products of the best factories, and will undoubtedly meet the needs of the average buyer, while at the same time affording the dealer a good profit on his sales. Considerable percentage of the very large volume of business handled in this line, they state, comes to them by mail from their customers, but it is handled with the same intelligent accuracy, promptness and price just the same as when handled by their salesmen. This catalogue will be found valuable to select from. It is a volume of 142 pages, printed on good paper, some of the illustrations representing three colors. They have also issued catalogue No. 470 covering a line of Sporting Goods handled by them, which, as may be supposed, is a very complete catalogue printed on fair paper, illustrating and describing everything required for Fall sports of every kind, including guns, gun goods, ammunition, hunters' clothing, foot ball goods, gymnasium goods, and skates and sleds. It will be found a valuable catalogue by the recipient from which to order goods required by their patrons with the full assurance that the character, quality, finish and price are right in every instance. They refer to the fact that people are always more liberal in expenditures for their own comfort and pleasure than when purchasing necessities, and as Sporting Goods come under the general head of luxuries, they are therefore in a legitimate class of large profit bearing goods. This is a copyrighted publication, and consequently well worth preserving.

J. D. WARREN MFG. CO.'S NEW PRICE LIST.

The J. D. Warren Manufacturing Co., Chicago, Ill., manufacturers of Hardware Store Fixtures, have just issued a new Price List under date of August 1st, embodying over 350 different patterns of Cabinets, Bases, Counters, Etc. They not only manufacture the above fixtures referred to, but equip a Hardware store complete in all of these requirements of Offices and Cabinets of whatever designs are necessary to suit the form and construction of the building and requirements of the firm. In their circular letter they make mention of the care taken in arriving at the prices as shown in the following extract:

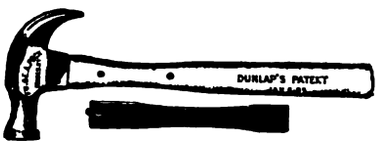
> "In compiling, with expert assistance, our Price List of August 1st, 1905, the most careful sifting has been given to every detail concerning manufacturing to learn the exact cost of every inch of store equipment we make, so that the results ascertained would be accurate, and our selling price would be on a correct basis, and just to both buyer and manufacturer. In affixing same, the price of each cabinet and base is pro rata, as explained in the Price List."

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NEW GOODS AND SPECIALTIES.

INVINCIBLE WEDGE PLATE HAMMER.

F. W. & E. A. Peck of Cohoes, N. Y., are manufacturers of an excellent line of hammers known in the trade by the above mentioned name. The manner of construction is plainly shown

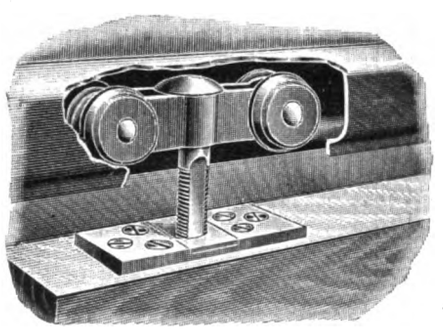


INVINCIBLE WEDGE PLATE HAMMER.

in the accompanying illustration, a glance at which is sufficient to prove to the reader the practically impossibility of losing the head from the handle and further the greatly added strength given to this tool by the insertion of the wedge plate. These goods are made in three styles, Nos. 1½ and 1 in plain faces and No. 11½ in bell face.

A NEW McCABE HANGER.

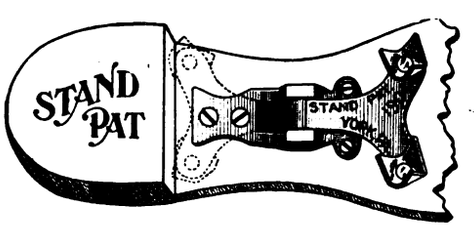
We show in the accompanying cut the improved No. 10 Parlor Door Hanger just placed on the market by the McCabe Hanger Manufacturing Co., 425-27 West 25th Street. This hanger is the result of time and money spent in an experimental department and this firm now offers a device with practically all the superior qualities of the No. 2 Hanger at one-half the cost of the No. 2. The No. 2 Hanger is in use in the Gould, Astor, Carnegie, Rockefeller and Vanderbilt houses, as well as many palatial residences of Europe. The carriage of the No. 2 Hanger is made from drop forging. The carriage of the No. 10 is made from stamped steel. The tracks for both hangers are made of cold drawn steel with parallel slot having flanges on both sides. The inside surfaces on which the wheels travel are self-cleaning and as smooth as it is possible to make them. Adjustments on both the track and carriages can conveniently be made at any time.



PARLOR DOOR HANGER NO. 10.

STAND PAT CREEPER.

The Stand Pat Creeper manufactured by McClennan & Gotwalt Company, Ltd., York, Pa., which we illustrate herewith, is made of brass and therefore is rust proof. The points are made of

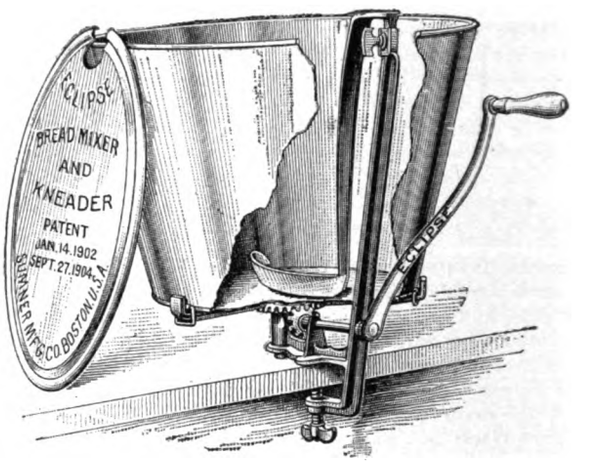


STAND PAT ICE CREEPER.

hardened steel and the springs are carefully tempered. As shown in the illustration the Creeper is attached to the instep of the shoe where it remains as long as desired. On entering the house it is easily folded against the shoe, making it impossible to injure the floors by its use. This article is made to retail at twenty-five cents per pair.

THE ECLIPSE BREAD MIXER AND KNEADER.

The accompanying cut shows a new Bread Kneader, made by the Sumner Manufacturing Co., 229 Franklin Street, Boston. Its novelty consists in the tinned dasher, being held firmly by a set screw to the frame, which is attached by a thumb screw to

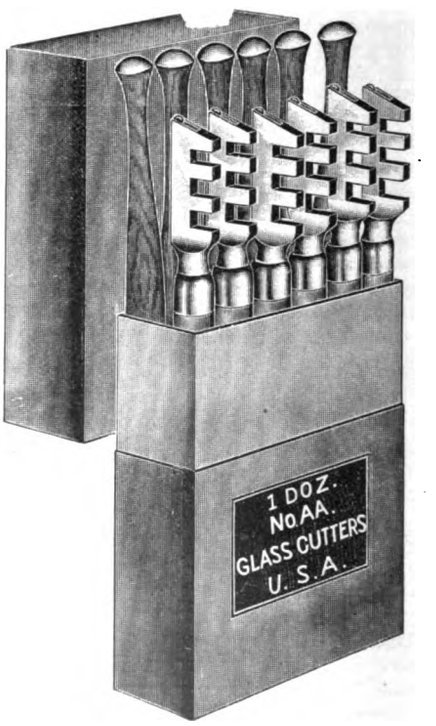


THE ECLIPSE BREAD MIXER AND KNEADER.

the table. The can is held by three wire loops to a spider, which is revolved by a gearing underneath. The manufacturers claim that the dough is thoroughly kneaded, and the quality of bread is most excellent, and always the same; the kneading is done in three minutes, and there is but little strength required to turn the handle; it works equally well with but one quart, as with eight quarts of flour.

FLETCHER-TERRY GLASS CUTTER.

We illustrate herewith the neat and attractive way of displaying the rosewood handle glass cutter manufactured by the Fletcher-Terry Company, Forestville, Conn. The display case is made of



FLETCHER-TERRY GLASS CUTTER.

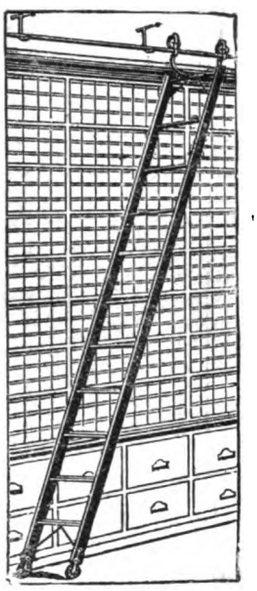
black leatherette paper with gilt label. A large number of different styles of cutters are made by this concern and it is stated

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that these goods will compare favorably with any line in the market in the matter of quality and price. This firm has recently installed machinery for making cutters out of flat steel in addition to their outfit for making the goods from round steel.

THE MILBRADT STEP LADDERS.

The Milbradt Step Ladders have been on the market for the past twenty years and have at all times been recognized as among the best. It is claimed by the Ebbing Manufacturing Co., St. Louis, who are now owners of this business, that they are selling more ladders than all other houses combined. These goods are made to order, each to fit its particular place, the best materials are used throughout and every ladder is carefully tested



MILBRADT STEP LADDER.

before leaving the shop. All the iron work is malleable with aluminum finish. As will be seen from the accompanying illustrations these ladders are made to run on a hanging track fastened to the shelf near the top or with cushioned tire wheels on the floor, or from a steel track fastened to the ceiling with wheels on the floor as well. The catalogue sent out by this concern contains full instructions with specimen drawings for taking measurements in the store and for making out specimens as to the size and style of the ladders required. This book will be sent to any interested dealers.

STANDARD CARRIAGE HEATER.

The Standard Stamping Company of Marysville, Ohio, are manufacturers of the Standard Carriage Heater, which we illustrate herewith. It is placed on the market at a medium price and should be investigated by those dealers who handle this class



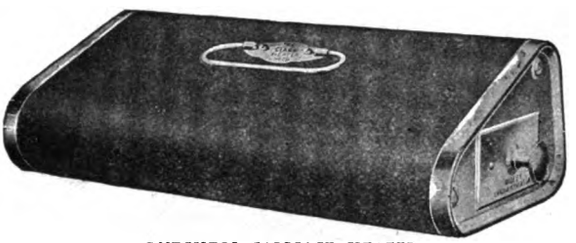
STANDARD CARRIAGE HEATER.

of goods. This heater has a full metal lining, making a hot air chamber entirely around it and forming a perfectly smooth guide for the fuel drawer, and perfect insulation against burning. The metal ends extend over the edge of the carpet, to prevent fraying. It is conveniently carried in one hand; is light, handsome, strong and thoroughly reliable.

NEW CHICAGO HEATERS.

Among the large list of Carriage Heaters manufactured by the Chicago Flexible Shaft Co., Chicago, Ill., are two heaters which seem to take rank among the handsomest goods in this line that have ever been put on the market.

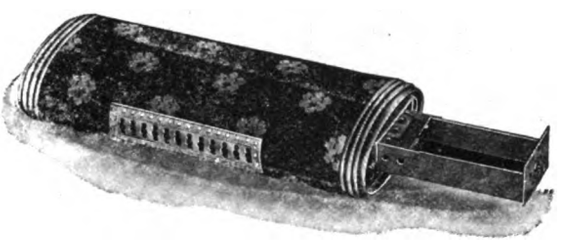
The first of these is called the "Dutchess" and is intended for automobiles or private carriages. The heater is about 24 inches long and is beautifully ornamented, the ends being nickeled. It has side and end ventilators and is covered with a rich maroon velvet plush. It is claimed to be the most handsome carriage



DUTCHESS CARRIAGE HEATER.

heater manufactured and the company report a good trade on same among owners of automobiles.

The other heater which attracts special attention is known as "Clark Heater No. 7X." It is shaped similar to the No. 7D,

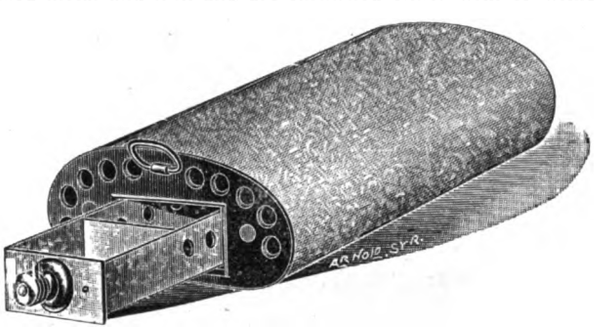


CLARK CARRIAGE HEATER NO. 7X.

which is one of the most popular heaters manufactured by the firm. It is covered with a maroon mohair plush. The ends are of solid steel and are heavily nickle-plated. This heater has both side and end ventilators, is 14 inches long and weighs 9 lbs. It is also a very beautiful heater and finds a large trade among that class of people who are always looking for the best.

OLMSTED CARRIAGE HEATER.

An excellent line of Carriage Heaters is being manufactured by H. R. Olmsted & Son, Syracuse, N. Y. They are made of galvanized metal and iron and are furnished either with or without

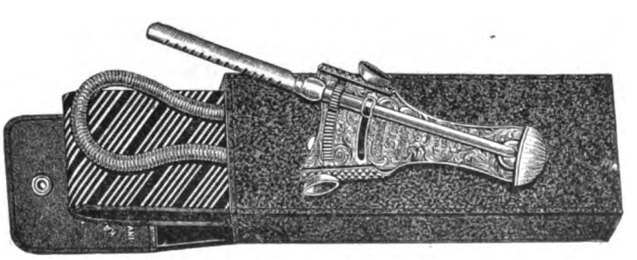


OLMSTED CARRIAGE HEATER.

carpet covering. It is claimed that they will produce a steady and comfortable heat for 8 to 10 hours if a whole charcoal brick is used. The fire is held in a galvanized draw, which will not rust. These heaters are being placed on the market at a price much lower than is usually paid for these goods and Hardware dealers who contemplate handling heaters will consult their best interests by getting prices from this concern.

NEW KAMPFE GOODS.

An article that will be greatly appreciated by users of Star Safety Razors is the case illustrated herewith, recently placed

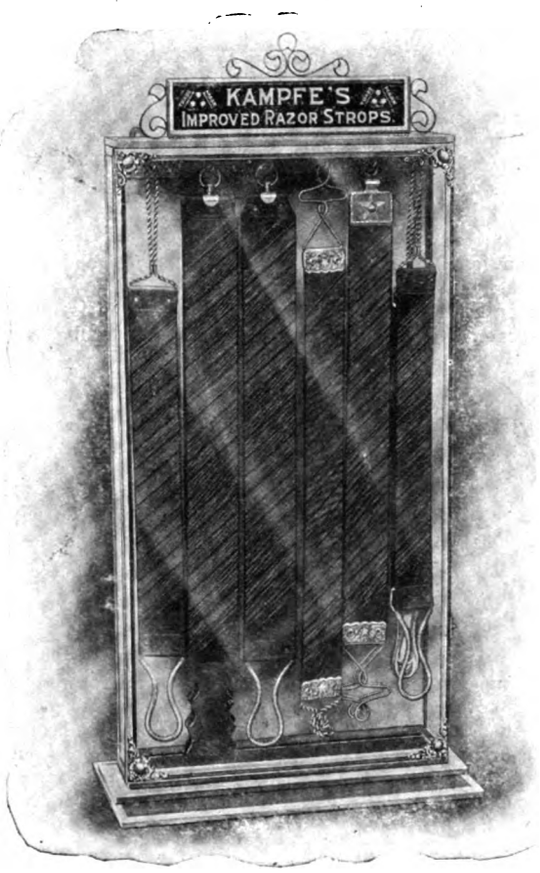


STAR NEW LEATHER STROP AND CASE.

on the market by Kampfe Brothers, New York City. It is made of heavy, flexible, gros-grain leather, and is intended especially

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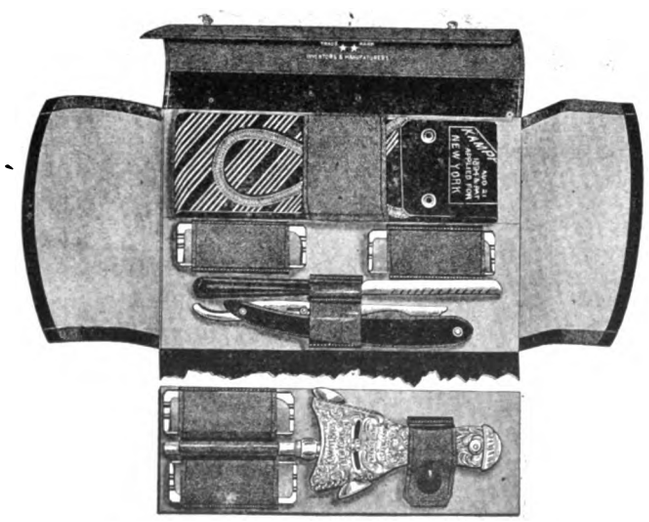
for those who prefer having the automatic Star Stropper and the Star Diagonal Leather Strop in a case by itself. The case is 6¾ inces long, 2¼ inches wide and 1½ high. This firm is supplying dealers in their Razor Strops with Kampfe's Improved



STAR IMPROVED RAZOR STROP ASSORTMENT.

Razor Strop assortment in a display case as illustrated herewith. The case is made of brass, nickle-plated, is 3 inches deep, 27 inches high and 20 inches wide. It can be used to hang on the wall, or to stand on the counter. This assortment is known as "C" and consists of four dozen of eight different numbers of Kampfe's Strop. The case is supplied free with an order for this assortment, and it makes an attractive display, keeps the contents in excellent condition and shows the goods to a good advantage.

The new Star interchangeable razor set, illustrated herewith, has just been placed on the market by this firm. The set in-

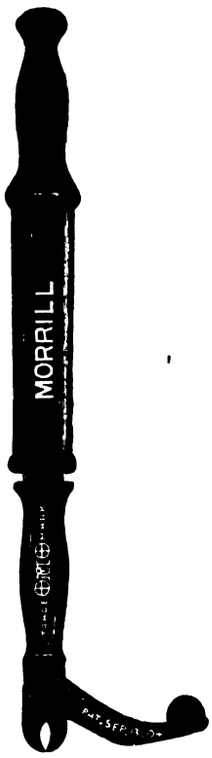


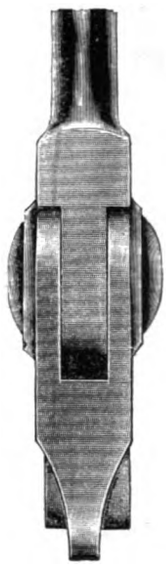
STAR INTERCHANGEABLE RAZOR SET.

cludes one interchangeable razor, a holder and handle, one or more blades, automatic Star stropper and honing handle, and Star diagonal leather stropper. The case is seven and a half inches long, five inches wide and one and a half deep. The interchangeable razor should certainly meet with a very large sale, particularly among those who prefer the old-style razor to a Safety. The interchangeable can be stropped on the Star stropper, which works automatically, no experience being required to produce a perfect edge.

THE MORRILL IMPROVED NAIL PULLER.

Charles Morrill of 277 Broadway, New York, has still further improved his Nail Puller by slightly changing the shape of the jaws by adding a trifle more metal, so that the tool is much stronger and grips with terriffic force. The ram is made of the finest cast iron obtainable and is designed in such a scientific way as to reduce the danger of breakage to a minimum. The shank





THE MORRILL IMPROVED NAIL PULLER IMPROVED FOOT OF PULLER.

and foot are of the finest drop forged steel and represent the highest stage of the art in their construction. The ram is finished with the best Japan and the shank and foot are specially treated to a rust-proof fire-burnt finish. The special features of this tool are many in number. The whole tool weighs a trifle under four pounds apiece, and is so designed as not to turn in hand while pulling nails or will not roll off inclined places. There are no springs to break. The shank and foot are mounted together in a box or mortise joint. This centralizes the pull and keeps the jaws from spreading sidewise, thus giving the tool a very long life. Two features that especially commend it to the user are the scientifically constructed foot that enables a nail to be drawn with one-half the power required in any other puller, and the handle and handguard on the shank which makes it impossible for the user to bruise or injure his hand. These pullers are each separately wrapped in paper and packed one dozen in a stout wooden case. Prices and terms can be obtained upon application to Charles Morrill.

THE BUFFALO CARPET AND RUG CLAMP.

The E. E. Josef Manufacturing Co., Buffalo, N. Y., are placing upon the market the Buffalo Carpet and Rug Clamp, whose utility is so unquestioned, it has for a small specialty, become exceedingly popular. We present an illustration showing its use. This little device is used to securely clamp carpets, rugs, sofa pillows, etc., to a line to give them an airing and to beat



THE BUFFALO CARPET AND RUG CLAMP.

them. The ordinary method of doing this has been to use the old wooden clothes pins while trying to hold a carpet on the line to beat or shake it. The annoyance caused by the wooden pins flying off and possibly hitting one in the eye, has not been looked forward to with any degree of pleasure. This is obviated by the simple use of this little appliance.

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OUR BRITISH LETTER.

(*From Our Special Correspondent.*)

London, August 12.

IRONMONGERY AT THE AGRICULTURAL HALL, LONDON.

It is now six years since the first Ironmongery Exhibition was opened at the Agricultural Hall. This function, which has been held annually, has been well supported by British Hardwaremen. This year, however, there has been a considerable falling off in the number of exhibitors and in the attendance; therefore, the exhibition, which has just closed, cannot be said to have been thoroughly satisfactory. It is felt by some that the needs of the trade will be met by omitting a year, and it is hoped the number of new inventions and improvements in general Hardware brought out within the next two years will give fresh impetus to the trade interest, and enable the management to hold a thoroughly successful show in 1907. Those exhibitors who occupied space made up excellent stands, and, although there were but few novelties on view, a splendid assortment of household and domestic ironmongery and machinery was gathered together. As on previous occasions American manufacturers were fairly well represented. To the Block Light Company of England, whose head headquarters is at Saracen House, Snow Hill, London, belongs the honor of being the first firm to introduce American gas lighting mantles into Great Britain, and they were not slow to emphasize the fact and to show visitors the excellent qualities of their mantles and fittings. In view of the approaching autumn trade incandescent gas lighting appliances were very much in evidence and a number of new burners and fittings, in addition to those well-known to the trade were shown. Among the most striking novelties in this section were the "Black Diamond" mantles shown by the United Kingdom Lighting Trust, Ltd., which firm claim to have produced a mantle giving increased light, remarkably tough and pliable when handled. One of the latest domestic novelties was a new "crummer," which does away with the old style of rubbing bread through a sieve by hand; it is a cleanly and economical domestic accessory handled by Titt & Co., of 3 King's Road, Brighton. British ironmongers are well acquainted with the old-fashioned firm of R. & W. Wilson & Sons, Ltd., of 19 Wardour Street, London, and this firm not only manufacture japanned goods, including baths and trunks, for the home market, but do an extensive business in all parts of the world; their stand was specially interesting and one of the best staged in the exhibition. American heating appliances were ably represented by the American Radiator Co., of 98 Shoe Lane, London, who showed about twenty different types of radiators; their "Verona" radiators are exceedingly ornamental and their sterling quality much appreciated. During the last few years British ironmongers have taken up the sale of watches and jewelry and those who have been most successful in this class of business are R. H. Ingersoll and Bro., of Ely Place, London, whose beautifully arranged stand of American watches was much admired, and the different "helps to business" they supply their customers with tend to promote additional sales. These tastefully designed stands are specially made in order that watches may be shown in shop windows and show cases. It was particularly gratifying to learn that fully 75 per cent. of this firm's business is done through ironmongers, showing that, in this instance, at any rate, British Hardwaremen have not been slow to grasp the possibilities of money-making through the introduction of a popular side line.

THE SPORTING SEASON OF 1905.

Grouse shooting commences to-day (August 12th), and the reports from the Scottish moors are very encouraging. Young birds are strong on wing and the conveys are in a satisfactory condition; there is, therefore, every prospect of the sporting season being one of the best British ironmongers have experienced for some years past. Of course a large portion of the trade done in ammunition does not commence until the end of the present month, when preparation is being made for partridge shooting, which begins on September 1st; the pheasant season being delayed until October 4th, by which time the harvest is supposed to be gathered in, and the ground clear for large drives. Since the introduction of smokeless powder British makers have vied with one another in the production of high-class cartridges, and, undoubtedly, the ammunition now on the market may be thoroughly relied upon, and the guns which are being offered by the leading manufacturers are fitted with the latest improvements and include the highest types of modern gun-making. Since the South African War considerable impetus has been given to rifle clubs, and many young men now take great interest in acquiring proficiency in accurate shooting and target practice. For this purpose ironmongers are selling freely American rifles, side by side with those manufactured in Birmingham. The Harrington & Richardson Arms Co., of Worcester, Mass., have been specially successful in producing firearms suitable to the English markets. Their automatic ejecting single gun, model 1900, being very acceptable.

THE PRESENT POSITION OF THE R. A. S. E.

In my last letter I gave some account of the show of the Royal Agricultural Society of England, held on the new permanent show ground at Park Royal, London. In that account I intimated that, although the exhibition was excellent in every way, it had not received the support from British agriculturists in the more remote districs of England that the "Royal" was wont to draw when its migratory shows were held in the provinces. Unfortunately the loss of the 1905 show is very considerable, and the society has appointed a committee of influential and experienced men to consider the whole question and to advise the society as to the best means of continuing its labors for the good of the agricultural industries. Business men, naturally, are averse to this constant drain upon guarantee funds and feel that some radical change must be made in order to place the future prospects of the society upon a sound financial basis. Manufacturers of agricultural implements and machinery have long felt that as far as the Implement Yard was concerned the annual outlay at the "Royal" was not warranted, and many American, as well as English makers, feel that the money so spent could be better employed in more efficiently advertising their different machines, and getting in personal touch with their agents in the agricultural districts. The tendency appears to be toward an extension of local exhibitions, and, should the "Royal" be suspended for a time, doubtless, manufacturers will throw some energy in supporting local and county shows and backing up their agents in order that they may make larger demonstrations on these occasions.

IRONMONGERS AND THE HOUSE FURNISHING TRADES.

Although British ironmongers are very much averse to the American store system and are loath to give up the individuality of their trade—which fact has always been a strong point with Hardwaremen—they are gradually realizing that in order to retain their hold upon domestic ironmongery they must, in a greater or lesser degree, become complete house furnishers. In order to retain their sale of household ironmongery they must sell household furniture; and this is becoming more and more necessary in country towns, in consequence of the growing encroachments of gracers and others who are not slow to see the possibilities of increased business in their existing trade, in consequence of the enlargement of the borders. Household furniture requires space, and, unfortunately, many ironmongers are cramped for room and find it difficult to show furniture as efficiently as they would wish to do. Some traders who are unable, from this cause, to sell general furniture, have to be content with offering American roll-over desks and library furniture, to which they frequently add hall stands, coal cabinets, and some of the lighter and more ornamental household sundries made of wood. In the production of these goods the United States evidently excels, and the warehouses of many London factors are well stocked with such goods, which, from their appearance, finish and style have evidently been imported from the other side.

HOLIDAY MAKING.

The latter portion of July and the month of August are generally devoted to holiday making, and while ironmongers in the large towns and cities flock to the seaside and the country, rural ironmongers take their holiday in the metropolis and other busy centres. The meetings of ironmongers' associations during the past few weeks have been conspicuous for the small amount of business transacted, and the British Hardware trade journals, instead of business meetings, have to record summer outings and river picnics. Two of the largest ironmongers' associations in this country have spent gay times upon the water, and have taken the advantage of the opportunities which such excursions afford to cement still further the brotherly feeling, which, to a large degree exists between the ironmongers now associated instead of

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JAP-A-LAC

REGISTERED TRADE MARK

"WEARS LIKE IRON"

The time for selling JAP-A-LAC is all the time. There is no season of the year when JAP-A-LAC will not sell nor when it cannot be used to advantage in every home.

Because of the many special uses found for JAP-A-LAC during the Spring and Fall house cleaning seasons, the volume of sales is naturally greater.

The real JAP-A-LAC dealer can sell JAP-A-LAC every day in the year. Realizing this, we have decided to continue our advertising the year round.

Our advertising during the balance of the year will embrace a larger number of magazines than we have been using, and will carry liberal spaces. We shall be telling the women of the country of the uses to which JAP-A-LAC can be put.

We are sure to stimulate the demand for JAP-A-LAC and make it an every-day seller for the dealers. A little attention to this well-advertised commodity will bring *new customers and increased profits* to the dealers—who are handling it.

Don't let your stock get depleted. If you have never sold JAP-A-LAC, give it a trial. You will find it the quickest and easiest selling article of its kind on the market.

The Spring advertising has more than doubled our sales up to date. The Fall advertising will do the same. The reason for this is that we tell the women what JAP-A-LAC is and how to use it.

Let the women of your community know that you keep JAP-A-LAC, and you will secure their patronage.

THE GLIDDEN VARNISH COMPANY,

MAKERS OF HIGH-GRADE VARNISHES FOR ALL PURPOSES

ADDRESS: 641 WILLIAMSON BUILDING,

CLEVELAND, OHIO

the isolation of the past. The Liverpool Ironmongers' Association, joined by a number of Hardwaremen from other towns, had a very pleasurable excursion to the ancient city of Chester, spending a portion of their time on the river Dee, visiting the seat of the Duke of Westminster at Eaton Hall. The London Ironmongers' Association spent their holiday on Old Father Thames, having a most enjoyable excursion, embarking at Reading and finishing their day at Windsor, where they disembarked under the shadow of the walls of the ancient castle where the sovereigns of England have made their homes from the days when William the Norman built the first portion of that historic pile.

CANADIANS IN ENGLAND.

Last month was signalized by the visit of the Canadian Manufacturers' Association to this country. The visit was one continued round of pleasure, and, let us hope, profitable excursions. The Birmingham Chamber of Commerce entertained the visitors on June 27, on which occasion Mr. Chamberlain, in an exhaustive speech, dealt with the advantages which would result from a commercial treaty giving mutual preferential tariffs to both countries. He mentioned the strong belief in preference felt in Canada, which had been brought to a logical conclusion by the free gift, without reciprocity, of preferential tariff to Great Britain. In certain manufactures the trade between the Mother country and Canada has advanced in consequence, but, it will be interesting to your readers to know, in the group containing among other things brass and copper goods, electrical apparatus, paints, colors and varnishes, the benefit from the present scheme seems to have gone over to the United States, for in this section the trade between Canada and the U. S. A. has increased from one and one-half to five million dollars.

The Canadians visited most of the principal centres of commerce in this country. In Sheffield they went over the large works of Hadfield's Steel Foundry Co., Ltd., which have been greatly developed during the past few years. The manufacture of "Era" manganese steel, the invention of Mr. Hadfield, was witnessed. At the cutlery works of Thomas Turner & Co., great interest was displayed in the different processes, especially in the hand forging of tools and the grinding of cutlery, for which Sheffield makers have for so many centuries been famous. Birmingham contained many features of interest to the Canadians, not the least being the extensive works of the Birmingham Small Arms Co., Ltd., where gun stocking and machining were witnessed. In the automatic shop there is a fine range of machinery, where the manufacture of cycle parts is carried on. Indeed, the use of mechanical contrivances, considered so necessary in the United States, is fully appreciated at these works, and the whole scheme of production there is based upon turning out interchangeable parts by automatic machinery, economizing hand labor and making the output as large as possible. The delegates visited the works of Elkington & Co., where electro plating and silversmiths' work, with which the name of Elkington has so long been associated, is carried to a greater extent than in any other place in the world. At Walsall the works of D. Clark & Sons, brush makers, were inspected; and at Wednesbury the gigantic tube works of John Russell & Co., Ltd., were gone over. Altogether, the members of the association and their friends who visited this country had a good time of it and went back well pleased with their trip.

THE MASTER CUTLER-ELECT OF SHEFFIELD.

The Master Cutler-Elect of Sheffield, who will, in due course be appointed to succeed to the office of Master Cutler, is Sydney Jessop Robinson, who, in addition to his connection with the English firm of William Jessop & Sons, of Sheffield, is vice-president of the Jessop Steel Co., of Washington, near Pittsburgh, and has for many years past personally interested himself in bringing the plant at the American works into full operation. Sydney Jessop Robinson is a descendant of the Jessop family, who are deservedly well known all over the world in connection with the manufacture of high-grade steel.

INTELLIGENT COOKS.

The Avery Stamping Company, Cleveland, Ohio, is sending out neat art advertising cards showing beasts of the woods as "Intelligent Cooks," because they use the celebrated "Never-Break" seamless stamped steel cooking utensils. The firm will be glad to mail one of these cards to any Hardware dealer who is not in receipt of same.

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REVIEW OF THE MARKETS.

WIRE NAILS: The usual demand for this period of the year is reported, with business steady and prices firm. The recently announced intention of the manufacturers in regard to upholding prices and adopting the policy of curtailing production instead, working well in strengthening the market. Quotations are as follows, f.o.b. Pittsburgh, plus actual freight to point of delivery, 60 days, or 2 per cent. discount for cash in 10 days:

Carloads to jobbers.....$1.80
Carloads to retailers..... 1.85

New York.—The local trade in Wire Nails has been of a character to inspire confidence being larger than a year ago. Quotations are: For small lots from store $1.95 to $2.00.

CUT NAILS: Regular demand is only moderate, but reports affecting contracts given for the future indicate that concessions made lately have been acceptable. Prices continue irregular, however, at $1.60 to $1.65 base for carload lots, f.o.b. mill, with Iron Cut Nails at the usual advance of 10 cents.

New York.—The local demand keeps about in ratio with Wire Nails. Orders have been given at the low quotations prevailing and the retailers feel well protected against the future. Quotations are as follows: For small lots from store $1.90 to $1.95.

BARB WIRE: Very light demand, usual at this time of the year, but in view of the anticipated large crops in sight, the prospective demand will be a heavy one. Quotations are as follows, f.o.b. Pittsburgh, 60 days, or 2 per cent. discount for cash in ten days:

	Painted.	Galv.
Jobbers, carload lots	$1.95	$2.25
Retailers, carload lots.....	2.00	2.30
Retailers, less than carload lots.....	2.10	2.40

SMOOTH FENCE WIRE: A heavy Fall business in this staple is indicated, consumption being predicted by the large crops. At present, requirements are light and prices firm. Quotations are as follows, f.o.b. Pittsburgh, 60 days, or 2 per cent. discount for cash in 10 days:

Jobbers, carloads.....$1.65
Retailers, carloads..... 1.70

The foregoing prices are for base numbers, 6 to 9. The other numbers of Plain and Galvanized Wire take the usual advances.

BRASS SHEETS, RODS AND WIRE, ETC.: An advance in the price of Sheet and Roll Brass, Brass Rods, Wire and Brazed Tubing amounting to about 4 per cent. has been made by the principal manufacturers of these goods. The whole line of Brass and Copper Material is quite firm and the demand is an excellent one.

SHOT: Under date of August 14 the United Lead Company announced an advance of 5 cents per 25-pound bag of Shot, except on Dust Shot. There is the usual abatement on ton lots of 10 cents per bag of 25 pounds, terms 30 days, or 2 per cent. for cash in 10 days. New prices are as follows:

Drop Shot, sizes smaller than B, per 25-pound bag..$1.70
Drop Shot, B and larger sizes, per 25-pound bag.... 1.95
Buck and Chilled Shot, per 25-pound bag..... 1.95
Dust Shot, per 25-pound bag..... 2.25

SHEET ZINC: Under date of August 10 an advance is announced in the price of Sheet Zinc, which is now quoted at $7.50 per 100 pounds in 600-pound casks, f.o.b. mill, subject to the usual discounts for cash and quantity.

ROPE: The following prices may be said to represent the market:

	Cents per pound.
Pure Manila, 7-16 and larger.....	11½ to 12¼
Pure Sisal, 7-16 and larger.....	10
No. 2 Sisal, 7-16 and larger.....	8 to 8¼

Less ¼ to ½ cent to the large trade.

LINSEED OIL: The following quotations are announced on "City" Raw Oil by the Dean Linseed Oil Co.:

In lots of less than 5 barrels.....54 cents per gallon.
In lots of 5 barrels or more.....53 cents per gallon.

The "American" brand for respective quantities, 1 cent per gallon less.

The five-barrel price applies only to deliveries of that quantity at one time.

Boiled Linseed Oil, 2 cents per gallon higher than Raw.
Calcutta Oil.....60 cents per gallon.

TRADE IN PHILADELPHIA.

August has a bad reputation for weather, and the month so far has been in thorough agreement with its reputation, the rainfall for the first half being nearly five inches in excess of normal, while the temperature has been high and the humidity so great that it has been most oppressive.

It is no wonder that under such conditions vacations should be extended, and salesmen report many dealers as absent from their places of business. Even under such conditions trade is fully up to the average, while rush orders are frequent, and these are very clear indications that stocks are low and Hardware needed for immediate use.

Fall prospects have not changed since the date of our last letter, unless it may be for the better, as the heavy rains, while coming late, have probably been a great help to the country and ensured the safety of coming crops.

Prices show but little variation, the only tendency in some lines is a higher price. Manufacturers claim that margins are close, and while this seems hard to believe while prices are on their present level, still within the last few days we have heard of two or three manufacturers who have gone into the hands of receivers or been reorganized, simply because of insufficient margin on their goods.

It must be borne in mind that while prices are on a higher level, raw materials are also much higher in price, and the margin to the manufacturer correspondingly reduced.

While there does not seem to be in the situation cause for a sharp advance in prices, the facts as stated go far towards maintaining the present range of quotations, so that dealers may order with some confidence, feeling that they will not be called upon to stand a loss caused by a decline in the value of their stocks.

Respectfully yours,

BIDDLE HARDWARE CO.

BUSINESS AROUND ALBANY.

Trade is settling down to a quiet condition after a most active Spring and early Summer season. Orders are still coming in, but are less in number and items. Deliveries of early Fall goods sold last Winter are now being made, and we will soon be entering orders for Winter goods, thus keeping ahead of actual needs, as is the present custom.

The dealers find prices quite uniformly steady on leading lines. Bar Iron is very firm. Black and Galvanized Sheets have been somewhat disturbed by efforts put forth by some mills to get in closer touch with the trade. The result is, a trifle different level has been adopted that should now be fully respected. These latter remarks apply as well to Tin Plate. In midsummer it is apt to be the case that some prices become fickle. The evening up of stocks, the running off of odds and ends in season goods is an advantage both to jobber and dealer, benefiting finally the people who like to get the advantage of purchasing good goods at bargain prices.

Speeding the parting and welcoming the returning members of the working forces of our establishments in this vacation season is a continuous feature from mid-June to mid-September. The browner faces, the cheery manner, the clear eyes, to say nothing of the doubtful fish and other dubious stories, tell how much good is gotten out of a fortnight's outing and how cheerfully one can commence work again after business cares and duties have been dismissed from mind, even for this brief period.

Hard work which business has exacted of us for a long time past is, in our estimation, after getting expressions from various reliable sources, likely to continue along, and we may require all of our added strength which vacation has provided to care for the continuance of good times and good business.

We trust we are not too optimistic.

ALBANY HARDWARE & IRON CO.

OPTIMISM IN PITTSBURGH.

There is a very hopeful feeling of a large Fall business among all classes, and in our opinion it is well founded. The country at large is bound to be prosperous with the large crops now being gathered, and money is abundant for all legitimate needs at fair rates. If we do not have increased business this Fall and Winter there is no use trying to forecast the future by the usual plan, for all the signs point toward it.

The coal industry in the Pittsburgh district has been unprofitable for the past six months by reason of over-supply and competition. This condition is passing as the Fall season approaches.

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and better things are expected. To show the size of this business, one day's shipment by river on July 31st were something over 9,000,000 bushels. This immense body of coal went out in barges holding 15,000 bushels and boats holding 25,000 bushels each, and required thirty-one powerful tow-boat steamers to handle them.

The Merchant & Manufacturers' Association, of Pittsburgh, had a very successful excursion up the Monongahela River on August 10th and 11th. This valley is almost one continuous workshop for sixty miles above the city, and is really a part of greater Pittsburgh. A very good feeling was manifested among the merchants visited, and the trip was much enjoyed by the visitors.

Logan-Gregg Hardware Co.

MINNESOTA TRADE BOOMING.

We feel like inviting everybody to come into this territory and see the bountiful harvest. The States of Iowa, Minnesota, North and South Dakota, Wisconsin, Montana, Oregon and Washington all have raised a crop of large proportion, so we have cattle, sheep, wool, wheat, flax, barley, corn, oats, etc. to sell to the East as well as foreign countries. St. Paul is situated so that all this immense product comes to it or through it. St. Paul also has the stocks of groceries, hardware, shoes, drygoods to sell to the trade who supply the producers of all Fall products. In all the States mentioned there are still thousands of acres of virgin prairie and forest waiting for the man who has the energy and hard work to bring to bear necessary to develop these undeveloped acres. There are fifty-two new towns in North Dakota alone opened up within two months. While all of this so far has nothing directly about the Hardware business, still it has an indirect bearing as Hardware is used and we are supplying it in goodly quantities. Business is good. We are glad to have a steady market and can see nothing to prevent a good Fall and next Spring business.

Hackett, Walther, Gates Hardware Co.

THE SAN FRANCISCO TRADE.

Acting on information received that President Bennett of the State Retail Hardware Association had some trade news to give out this week, the Hardwareman chased for him, finally rounding him up at the headquarters of the California Pioneer Society, a place, by the way, where veterans in the trade throughout the State are wont to call when in the city. President Bennett replied that I had been chasing a canard report; that he had no trade association news of special interest, only the same old good story that Hardware has been exploiting of late, namely, that dealers throughout the State have enjoyed extra good business this year, and from the optimistic viewpoint they universally entertain, are writing fall orders in excess of what they have done for some years. "By the way," continued Mr. Bennett, "I came to Pioneer Hall to-day to see a historical relic that might be of interest to many Hardware readers; see here," and he led the way to a corner of the large room where there was an antique-looking desk, and this is the way he referred to it: "This redwood desk is a recent gift to the Pioneer Society by Colonel A. G. Whipple, the pioneer lumber merchant, who many years ago was in the lumbering business in partnership with a late president of the United States, General U. S. Grant. It was Grant's writing desk when in 1853-4 he was ranking captain in the Fourth U. S. Infantry and stationed as commanding officer at Fort Humboldt in this State. It was on this desk that in 1854 he wrote his resignation of the position he held in the army prior to his departure for the East, whither he went to engage in civil pursuits."

The industrially inclined people across the bay in Oakland are feeling first rate this week over the prospect that the firm of W. Dewees Wood Company of Pennsylvania will soon erect large steel works in that city. At this writing a representative of the Keystone State Company and Edwin Stearns, secretary of the Oakland City Board of Trade are in conference regarding the several suitable sites that can be had for the factory.

The California Asbestos Company has been incorporated, with a capital stock of $250,000, by W. H. Talbot, H. W. Goodall, H. J. Knowles, Robert Minor, A. E. Sharboro, J. G. Sutton and W. E. Balcom.

At the St. Francis Hotel where he is stopping, C. W. French, chairman of the executive Board of the Pacific Steel Company, is showing great chunks of California-found coal and iron ore. He will not say just where he found this coal and iron, but at an interview this week he did say: "This coast has all the coal and iron she needs to start manufacturies, and why they have not been started is owing to the fact that the people have been too busy in getting other people to the coast and so have left unfound magnificent deposits of coal and iron. We are buying all iron mines that we can lay hands on and have already purchased sixty-eight mines in this State and Lower California. Nor is this the extent of our enterprises. We are purchasing fine coal fields in Washington, British America and Alaska. The coal and iron we have found scattered about so freely in California has been experted by qualified men from Pittsburgh and they declare that it is the finest in the world." The company that Mr. French represents has its headquarters in San Diego, and General Harrison Grey Otis, the big newspaper proprietor of Los Angeles, is the president of the company.

Allen Cooley, of the prominent Marysville, Cal., Hardware house, White, Cooley & Cutts, returned this week from a wedding scene in Decatur, Ills., in which he posed as bridegroom, and Miss Mary Amelia Cook, the sweetheart of his boyhood days away back in Massachusetts, posed as bride. It goes without saying that Mr. Cooley did not return alone to California.

Industrial Press Association.

A NEW DEPARTURE IN THE HARDWARE BUSINESS.

We are in receipt of the following communication:

We will open in a few days, an exclusive retail and wholesale tool and cutlery store at 5 Viaduct Place, Atlanta, Ga. This is a new departure in the Hardware business as we will carry only tools used by all classes of tradesmen, such as, carpenter's machinists', plumbers', electricians', cabinetmakers', stonecutters', blacksmiths' and butchers' tools. Our object is to carry a complete line of goods giving the trade the largest possible selection and bring before our customers the highest quality of tools. In the cutlery line, for the present, we will carry large lines of pocket knives, razors, shears and scissors.

As near as we can learn at present, we will be the only exclusive dealers in tools and cutlery in the United States, and if we are wrong in this statement, we wish to be corrected. Our company is incorporated under the laws of the State of Georgia with an authorized capital of $25,000. We will have an up-to-date attractive store fitted with Warren shelving to suit the business. The incorporators are Albert E. Hill, president; C. M. Reynolds, treasurer, and L. S. Rolley, secretary.

We will be pleased to have all manufacturers and jobbers in the above lines furnish us with their catalogues and prices.

The Tool Company,
Albert E. Hill, Pres.

TAINTOR SAW SET ORIGINALITY.

John H. Graham & Company, 113 Chambers Street, New York, as agents for the Taintor Manufacturing Company, are distributing to the Mechanics and Retail Dealers throughout the country a valuable circular on stiff paper giving "Hints on the Care of Saws," and they have epitomized on this single sheet all the possible "Hints" as before mentioned, which would recommend the keeping of the same before the dealer or in the shop in which it would have daily use, the object being the especial advertising of the "Taintor Positive Saw Set," which is done in a manner that cannot help but prove as interesting as it is original.

PIKE'S RAZOR HONE ASSORTMENT.

The Pike Manufacturing Co., Pike, N. H., owing to the success of their Oilstone and Scythestone Selling Cabinets, are now putting on the market Pike's Razor Hone Assortment. They are offered in two sizes; one size costing the retail dealer $18.00, the other $10.00, and are designated as Razor Hone Assortments Nos. 1 and 2, respectively. In each assortment is found a well-selected variety of high-class Hones displayed in a nicely varnished case and protected by a glass cover. The attractiveness of package which so appeals to the merchant, as shown in the Oilstone and Scythestone Cabinets, is enhanced in the Razor Hone Assortments. The Pike Manufacturing Co. are sending out a very attractive booklet on their various selling assortments and every wide awake merchant should possess a copy.

STARRETT'S AT HOME WEEK.

The salesmen employed by the L. S. Starrett Company, Athol, Mass., and the managers of its branches were all gathered at the Home office for the week ending the 29th. July. The object in having them all come in at once, was to post them in regard to how Starrett tools are made, by observation in the factory, and to talk matters over with each other and with Home officers for mutual benefit.

On Tuesday a ball game was played at a local park between the salesmen and a nine made up of office men, resulting in a score of 40 to 4 in favor of the office men. On Wednesday the salesmen, with the officers of the company and a few others,

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FILES

Nicholson
Arcade
American



Great
Western
McClellan

"These Brands are Sold by all Live Hardware Merchants"

RASPS

Kearney
& Foot
Eagle



J. B. Smith
"X-F"
Gold Medal

MANUFACTURED — BY — **NICHOLSON FILE CO., - Providence, R. I.**

started on a trip to Block Island and enjoyed the sail down Providence River and back, the next day. On Friday they partook of a shore dinner at Fields' Point, near Providence, and returned to Athol that evening. The week was one of a good deal of enjoyment, as well as practical value to all concerned.

♣

A. W. Connor, Sales Manager of the Savage Arms Company, Utica, N. Y., has just returned from a two months' European trip through Holland, Belgium, Germany, Denmark, Norway, Sweden, Finland, France and England. While in England he attended the Rifle Meet at Brisley. At this meeting The Savage Arms Company awarded several prizes for best marksmanship with Savage Rifles. Savage Rifles have become so popular in England and on the continent and so has the export business of the Savage Arms Company grown within the past few years that. that company has established offices and supply depots at Hamburg, Germany, and London, England.

WESTERN CLOCK MANUFACTURING CO.'S NEW LINE.

The Western Clock Manufacturing Co., La Salle, Ill., with New York offices at 51 Maiden Lane and Chicago office at 131 Wabash.



COMO DESIGN.

Avenue, are putting on the market for the Fall trade the "Italian Series" of clocks, consisting of six designs, designated as Reggio, Parma, Como, Sienna, Pavia and Remo, of which we present three illustrations. These clocks are about 6½ inches in height, and are plated in ormulu gold and hand-burnished. The movements run from thirty-two to thirty-six hours, with one winding, and are quite handsomely mounted with a bevel plate glass, ivorine dial and gold-plated reflector. The line is made to be sold at



SIENNA DESIGN.

98c. each, and at this figure will allow the retailer a liberal profit. Low-priced clocks especially, are readily added to the assortment of goods that may be sold in an up-to-date Hardware store.



REMO DESIGN.

STANLEY RULE & LEVEL CO.

NEW BRITAIN, CONN., U. S. A.

Improved Carpenters' Tools.

SOLD BY ALL HARDWARE DEALERS.

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THE LEAD PENCIL.

Every American man, woman and child uses two pencils annually at the lowest calculation. Our per capita consumption is double that of Europe, because there is more illiteracy across the ocean, or perhaps because we are more extravagant and waste quite as many pencils as we use. There are six lead pencil factories in the United States; two in New York, two in New Jersey, one in Illinois and one in Massachusetts. Together they employ more than 2,000 people, pay nearly $700,000 in wages annually and their yearly output at the rate of 12,000 gross daily, is worth more than $2,000,000. We are now making as many pencils as all of Europe combined; we supply nine-tenths o. our home demand and ship a considerable quantity abroad. And yet, despite the growing importance of the industry and the fact that millions of people could not get through a working day without the use of a pencil, how few are there who can tell how this indispensable little article is made.

Structurally speaking, the lead pencil consists of an outer shield or covering, and of an inner piece of round, solid graphite. The wood, which is of prime importance, must be durable and compact; straight grained and soft, so that it may be alike easy to polish and whittle; if it is fragrant so much greater its value. Now, of all the trees in the world our Virginia or red cedar, which grows so luxuriously in the South, particularly in Alabama and Florida, is the only one whose wood meets all these requirements. Our pencil manufacturers own their own cedar mills, but the European makers, much to their dislike, are obliged to purchase their pencil covering from us. In order to place themselves on an equal footing, an attempt was made to transplant the Virginia cedar. Germany devoted a hundred acres to that purpose some forty years ago, but the climate proved unfavorable and a few stunted trees with wood as hard as oak, proclaimed the experiment a rank failure.

On the other hand, we go to foreign markets for our graphite, the best qualities of which come from Eastern Siberia, Mexico, Bohemia and Ceylon. Our largest factory, taking advantage of the cheaper labor market abroad, has all o. its graphite prepared in Germany and sent here ready for use. Nor is cheap labor the only consideration, for the German graphite makers, like the wood carvers of Switzerland and the toy makers of Nuremberg, follow the trade from father to son; take to it quite naturally and leave the rest of the world behind in expertness.

Pencil leads consist of a mixture of clay and graphite, both undergoing a careful and separate treatment before they are united. The raw graphite, after being reduced to a fine powder in a mortar, sifted and freed from impurities by mineral acids, is washed and fired to a bright red heat. The next step is to add water to the preparation and pour it into a vat, where the heavier particles sink. From this vat the water carries the lighter particles into another at a lower level, and then on into one or two more, where the heavier particles drop to the bottom and the finer particles are carried over. The graphite drawn from the last vat in the series is in a state of extremely fine division, and its value reserves it for use in the best of pencils only.

The clay, purged of sand and iron, goes through somewhat the same process, and then it is mixed with the graphite, the proportion varying all the way from equal parts to two of clay for one of graphite—the amount of clay depending strictly on the degree of hardness or softness wanted for the pencil leads.

When the particles of clay and graphite are thoroughly incorporated and ground together they are placed in bags and squeezed to the consistency of dough by a hydraulic press. The formless substance, ready to be shaped into pencil rods, is forced by a piston in continuous threads through the many apertures of a strong upright brass cylinder, each of the apertures being of exactly the same size as the leads that are to be fitted in the pencils. The long threads of graphite are received and arranged on straight grooves of a wide board and left to harden until they become as stiff as rods. Afterward they are cut into requisite pencil lengths—seven inches as a rule—packed with charcoal in a covered crucible and submitted to a high furnace heat.—*Pearson's Magazine.*

INVENTOR OF BALL COVER.

Few "fans" who have tossed a ball at some time in their lives could tell who invented the cover. Old "fan" inhabitants will remember the days when the leather that incased the balls in use was cut in four pieces and roughly stitched.

The present form was an idea of Ellis Drake's, and it was adopted by the late Harry Wright and his brother, George. The inventor of the two-piece cover was recently discovered in Providence, and as a result that patriarch who played a greater part in baseball development than any one ever knew, has told the interesting story of his invention. He says:

"I resided in Stoughton and was attending school at the time I invented the baseball cover in use to-day. My father was manufacturing boots at the time, and I had access to all the leather. I used to cover the balls we schoolboys used in playing the old 'round ball game, consisted in 'tucking out' by throwing the ball at or toward the batter while in transit from base to base, and he needed to be an athlete, contortionist and general invisabilist to dodge those balls that were thrown straight from the shoulder.

"In covering the balls according to the old form I found that the corners would give out first, and quick at that, and when we threw a ball at an opponent we could not inflict a black and blue mark on him to emphasize the victory, for the wind would get into the ragged flaps of the broken corners and retard its flight.

"So one day in school, when the teacher was not looking, and those were rare intervals, for he had several pairs of sharp eyes located in unexpected spots about his head, I took a piece of brown paper and inside of five minutes I devised the present form of cover of baseballs.

"Had I known its value a fortune was mine, but still I had the rich reflection that it has afforded a pleasure to the world, for the game would be a tame affair without that desirable geometric form of cover."

PEWTER'S CHIEF END.

It Now Goes to Supply Caps for Beer Mugs.

Pewterers no longer flourish, says the *Washington* (D. C.) *Post.* Vessels of pewter, in fact, are now mainly prized as antiques, and are little used because of the fear that food placed in them may take on a poisonous character. Yet there are still a few pewterers.

They are mainly native Germans. If they make platters and the like it must be in response to a demand for counterfeit antiques, and they are otherwise chiefly employed in casting tops for drinking vessels.

Most persons think of the warming pan as a forgotten utensil superseded by the rubber bag, but some old-fashioned folk still use the warming pan, and it is made of pewter. You may have a German pewterer make you a warming pan to hold a quart of hot water for $5, and it will outlast a dozen rubber bags. The pewter warming pan is the smoothest, neatest thing imaginable, with a double stopper, also of pewter, and thickness enough to insure its durability.

The main business of the modern pewterer is to make tops for beer mugs, pitchers, molasses jugs, and the like. His utensils are many curious molds of hard wood, smoothing tools of various forms, a bucket furnace, and a suitable cupel for holding the molten metal.

As to the metal itself, it comes in sheets of moderate thickness, which the pewterer chops up into scraps when he is ready to melt and mold his metal. Pewter melts at a relatively high temperature and cools rapidly, so that the pewterer's work is done with great expedition.

He will make you a plain top for your beer mug for 30 or 40 cents, and an ornamental top for 75 cents or $1. The molds are of many shapes and sizes, and when you have a mug to be capped you may pick and choose among them until you get a design to your taste. If you wish your name cut in the lid the pewterer will do it for you for a small additional charge.

Wise Germans, who keep their own mugs at their favorite saloons, go to the pewterer for lids, for every now and then some fellow-drinker who notes that his table mate has an uncovered mug comes the old student trick of capping it with the bottom of his own mug, which entitles the whole company to have their mugs filled at the expense of him whose mug is without a lid. If you will drink beer with your cronies it is well to make terms with the pewterer and contribute something to the maintenance of a dying trade.

PROVERBS UP TO DATE.

Better swallow your good jest than lose your good friend.

Sweet are the uses of adversity, bitter are the uses of prosperity.

The rising generation owes much to the inventor of the alarm clock.

When the last trump sounds, some woman will ask Gabriel to wait a minute.

A good field of corn is one thing a farmer doesn't care to have crowed over.

The dead march is not necessarily the one that the musicians have murdered.

The oil of insincerity is more to be dreaded than the vinegar of vituperation.

A walk may improve your appetite, but a tramp will eat you out of house and home.

The man who cannot be beaten is he who holds his head up when he has been beaten.

To remain a woman's ideal, a man must die a bachelor.

Love that needs proving is counterfeit.

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ZINN

Automatic Razor



"Zinn Did It"

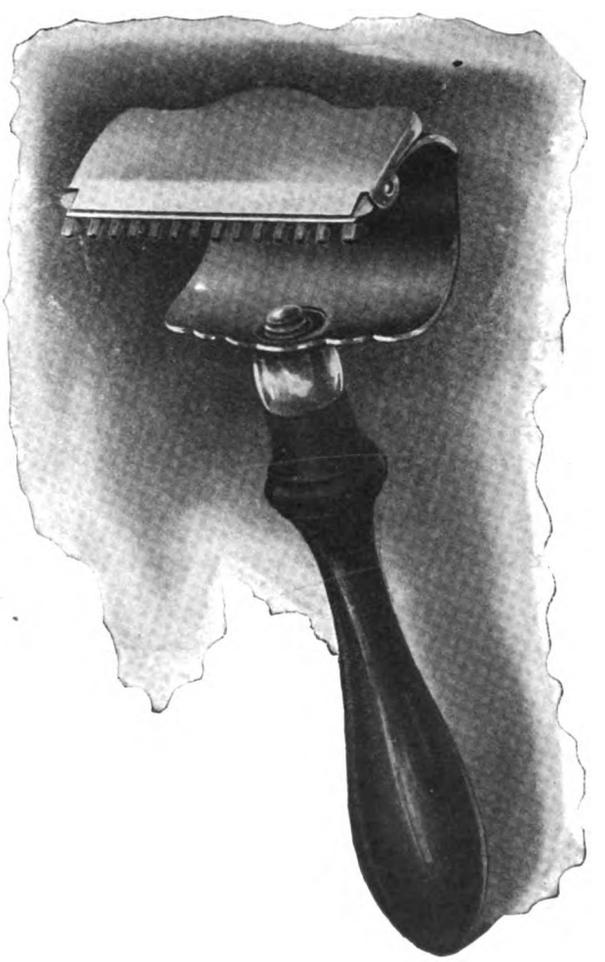
The Triumph is Complete

Even five years ago we thought our *Gem Safety Razor*, in its every detail, to approach well nigh perfection. Though we've been at it for thirty years, yet we had reached the limit of improvement with the Gem.

We couldn't improve The Gem—so we made

The Zinn Automatic—

The Razor With the Always Keen Blades



It took years of experimentation to do it.

We made costly machinery for it—only to send it to the junk shop.

Various new and expensive processes in steel making and tempering were tried—only to be abandoned as useless.

At last we "hit the nail on the head" and made the Zinn Automatic. Its blades require no honing or stropping. They don't have to be sent to the repair shop to be fixed up

The Zinn

is the safety razor for all classes and conditions of men and beards.

No matter how tough the beard or how tender the face—the Zinn "does the trick"

We are justly proud of our success and so will every dealer and user be because

The Zinn is Simplicity Itself

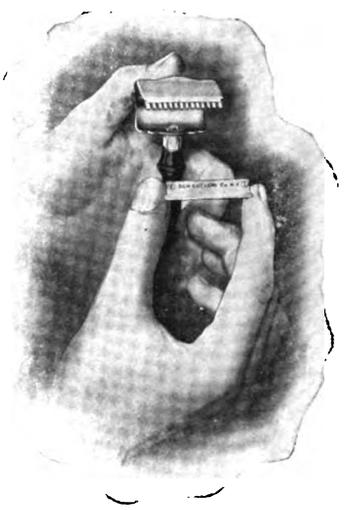
Only two parts to it—holder and blade. Holder of German Silver with Ebony handle. 24 blades go with it, all put up in a rich morocco covered case, doe skin lined.

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The Zinn

Is Incomparable

Just press your thumb, insert the blade and the Zinn, being self-adjusting, will do the rest: Give a quick, clean shave, without scraping or pulling.



NO HONING OR STROPPING IS NEEDED FOR ZINN BLADES . . .

Each blade will shave at least twelve times. Some tough-bearded customers tell us that a single Zinn blade lasts them a month.



24 BLADES WITH EACH ZINN . .

Every Zinn blade is packed in a separate envelope that absolutely protects it from dampness.

Extra blades are sold at 5c. each, mailed postpaid in packages of 24.

Zinn Steel the Secret of Zinn Perfection

Its tiny blades are tempered by electricity. That's the secret--if there is any.

They are so thin that 200 of them are only an inch thick!



They are so hard that they will cut glass and they are ground and honed to a cutting edge so fine, so smooth and so perfect that the Zinn shaves the toughest whiskers with ease.

Why waste time, money and patience, thrice-weekly or oftener, until "you're next" at the barber's, when you can save all that and more by letting us "put you next" to the

Zinn?

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Zinn Profit Sharing

WE don't want all the profits—we want every Hardware dealer to have his share. All we want you to do is to display the Zinn and—Talk Zinn—in season and out of season, to your customers.

For your profit and ours, we'll Talk Zinn in page advertisements in all the popular magazines, the number of whose readers is legion.

Can You Ask For More?

In addition we'll furnish you with plenty of Zinn literature and give you a chance to display it.

Zinn Razor Sets



No. 1
Contains one Razor and 24 Blades,
$5.00



No. 2
Contains one Razor, 24 Blades, Telescope Badger Hair Shaving Brush and Williams' Shaving Stick,
$6.50

Your Fall Trade

and the Holidays in Safety Razors will hum the moment you push the Zinn Automatic.

We protect you against cut prices.

Investigate the Zinn now.

Write at once to H. F. Hoffmann, Manager, Gem Cutlery Co., and let him give you full particulars and quote

Zinn Prices



"Zinn Did It."

GEM CUTLERY COMPANY

34 Reade St., New York, U. S. A.

Home of the Celebrated Gem Safety Razor

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HARDWARE DEALERS' RECORD.

Hardware dealers, the country over, are requested to contribute to this page. News of new stores, changes, improvements, etc., will be gladly received, and promptly published.

New Stores, Incorporations, Etc.

Brayton, Iowa.—J. P. Pendixon has engaged in the Hardware and furniture business.

Burleson, Tex.—The Wilson Brothers Company has been incorporated; capital stock, $20,000. Purpose, purchase and sale of Hardware at retail. Incorporators, E. M. Wilson, J. J. Wilson, W. K. Middleton and J. L. Dunn.

Coal Hill, Ark.—The Winburne-Hunt Hardware Co. is being organized to take over the business of C. B. Winburne and Co. Capital stock $10,000. They will handle a general line of Hardware, farming implements, buggies and wagons.

Edgar, Wis.—The Marquardt Hardware Company has been incorporated; capital, $10,000.

Fort Scott, Kan.—S. O. Spencer has engaged in the Hardware business.

Ft. Wayne, Ind.—The Freiburger Hardware Company has been incorporated to buy and sell Builders' Hardware, etc. Capital stock, $10,000. J. J. Freiburger, M. A. Freiburger, M. A. Koester, Incorporators.

Gallatin, Mo.—Chapman & Co. have engaged in the Hardware business.

Guelph, Ont.—Bond Hardware Company has been incorporated. Capital $100 000.

Lansing, Mich.—The Wyandotte Hardware Company has been incorporated. Capital stock $10,000. It succeeds the Hardware and crockery business carried on by the old firm of Martin & Craig.

Lansing, Mich.—The Ypsilanti Hardware Co. has been incorporated. Capital stock, $10,000.

Lawrence, Kan.—Ernest & Kennedy will engage in the Hardware business.

Lexington, N. C.—The Springs Hardware Company has been incorporated with $10,000 capital stock. The incorporators are: H. H. Springs, R. C. Springs and F. E. Springs.

Lincoln, Neb. — The Patterson-Crosby Hardware Co. has been incorporated with a capital stock of $50,000.

Little Rock, Ark.—The Benton County Hardware Company has been incorporated. The capital stock of the company is $40,000, all of which has been subscribed and paid up. The officers are: F. G. Lindsey, president; Connellly Harrington, vice-president; W. J. Doke, secretary and treasurer. These officers, together with B. S. Terry and L. P. Kempner, constitute the board of directors.

Los Angeles, Cal.—Browning Hardware Company has been incorporated. Directors, Nat C. Browning, E. F. Browning, De Witt Browning, G. W. Campbell and Donald Barker. Capital stock, $10,000.

New York, N. Y.—Colonial Hardware Co. has been incorporated; general Hardware; capital, $30.000. Incorporators, Clifton E. Harris, No. 107 Chambers Street, New York; Josiah Quincy, No. 84 State Street, Boston, Mass.; James J. Nolan, No. 100 Broadway, New York.

Perry, Kan.—Rouse & Copely will engage in the Hardware business.

Rock Island, Ill.—The old established Hardware firm of S. M. Reynolds and Co. has incorporated. The firm hereafter will be known as the Reynolds Hardware Company. Capital stock, $15,000. The officers are as follows: President, S. M. Reynolds; vice-president and treasurer, Edward Balch; secretary, James H. Kough.

Savannah, Ga.—The Osborne-Marlow Co. is the title of a new Hardware establishment now fitting its shelves with a new stock at 129 Congress West. Mr. Marlow has been connected with the Hardware business here for twenty-two years. He was for eight years with J. D. Weed & Company.

Sedalia, Mo.—Harry W. Knight, for many years connected with the Biddle Hardware Company, of Philadelphia, has purchased the interest of D. H. Smith, in the Smith-Marshall-Howe Hardware Company, and will be president of the newly organized firm, the Knight-Marshall-Howe Hardware Company.

Tulsa, I. T.—Hale & Reynolds have incorporated as the Hale & Reynolds Co.

Visalia, Cal.—The Auto Hardware and Implement Co. has been incorporated. Capital stock $200,000.

West Palm Beach, Fla.—The Southern Furniture & Hardware Company has been incorporated. Capital stock, $5,000.

Changes.

Albia, Neb.—W. H. Davis has purchased the Hardware business of E. J. Batte & Son.

Allentown, Pa.—Reuben P. Steckel, senior member of the Hardware firm of M. S. Young & Co., has sold his interest in the business to his partners, Edward M. Young and Wilson P. Ludwig, and will retire from all business pursuits.

Almena, Kan.—C. W. Campbell & Co. has been succeeded in the Hardware business by Wm. Cropp & Co.

Athol, Kan.—C. E. Moore has succeeded to the Hardware business of Hudson & Moore.

Atlanta, Neb.—Hedlund & Reed have purchased the Hardware business of O. A. Fulk.

Baileyville, Kan.—D. T. Timberlake has sold his Hardware business to J. G. Eigenman.

Belmont, Iowa.—M. J. Carr has sold out his Hardware business.

Berkeley, Cal.—G. M. Parkinson of Parkinson Bros., proprietors of the Dwight way Hardware Company, has sold out his interests to W. A. Middlehoff of 2400 Grove Street. H. C. Parkinson, the founder and senior partner in this prosperous concern, will retain his interest and will continue in the active management as before.

Blythedale, Mo.—W. D. Baker has purchased the Hardware business of R. E. Elliott.

Bowling Green, Ohio.—J. H. Folk, of Hopper & Folk, has sold his interest in the business to J. J. Hopper, who, with his son, will continue under the style of the Hopper Hardware Co.

Burlington, Iowa.—Wm. Brand has sold his business to the Popular Hardware Co.

Cameron, Mo.—Craig & Hendrix have been succeeded in the Hardware business by Hendrix & Burris.

Centropolis, Kan.—W. D. Wartz has purchased the Hardware business of W. D. Bonhart.

Cowie, Iowa.—Johnson & Klippel have succeeded to the business of the Johnson Hardware Company.

Danville, Va.—Rutledge Carter has purchased a one-half interest in the Danville Hardware Company, on Union Street, from Mr. R. W. Carter, the former owner of the business, the business to be operated jointly by the two gentlemen at the same stand. The firm name will not be changed.

Deweese, Neb.—L. H. Price has purchased the Hardware business of J. F. Souchek.

Enterprise, Ore.—J. H. Hartshorn has added Hardware to his lumber business.

Fort Worth, Tex.—Alston Gowdy has purchased the business of the Ray Hardware Co.

Gainsville, Ga.—Henry Owen and J. D. Heard, who have been connected with the Davidson-Pruitt Hardware Co., of this city, for several years, have purchased the Farmers' Hardware Company, of Elberton, and have taken charge of same.

Huntsville, Tex.—Keeland & Moore have purchased the Hardware business of W. W. Randolph.

Jamestown, Mo.—Fullrich & Centysch have been succeeded in the Hardware business by Fullrich & Weisser.

Kalamazoo, Mich.—A. B. Post of this city, who has for the past two years been traveling for the Simmons Hardware Company of St. Louis, has purchased the stock and fixtures of the Sperry Hardware Company, one of the oldest houses in this line in Kalamazoo, and has taken possession. He will deal in a complete line of Hardware, house furnishing ware, paints, oils and glass, and a number of new lines will be introduced. Mr. Post has had sixteen years experience in the Hardware business, both in stores and upon the road, and is familiar with all of its branches.

Keswick, Iowa.—R. B. Hull has sold out his Hardware business.

Kiota, Iowa.—Bower Bros. have sold their stock of Hardware to Stoutner & Dunshee, who will take possession September 1.

Lincoln, Neb.—A. E. Crosby has sold his business to the Trester Hardware Co.

Loville, Iowa.—D. H. Rouse has purchased the Hardware business of Castner Cole & Company.

Memphis, Tex.—Gray & Hudgins have succeeded to the Hardware business of Berry & Hudgins.

New Castle, Ind.—The Hardware firm of Carpenter & Souder has been dissolved, Mr. Souder retiring. The firm is now known as the Carpenter Hardware Co.

New Westminster, B. C.—R. F. Anderson & Co. have been succeeded in the Hardware business by Anderson & Lusby.

Palmer, Kan.—Henry Dittmer has sold his Hardware business to C. E. Meyer & Company.

Pender, Neb.—Crollin Bros. have purchased the Hardware business of Henry Bayer.

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ASK FOR "AGENCY"



The Comfort Swing Chair

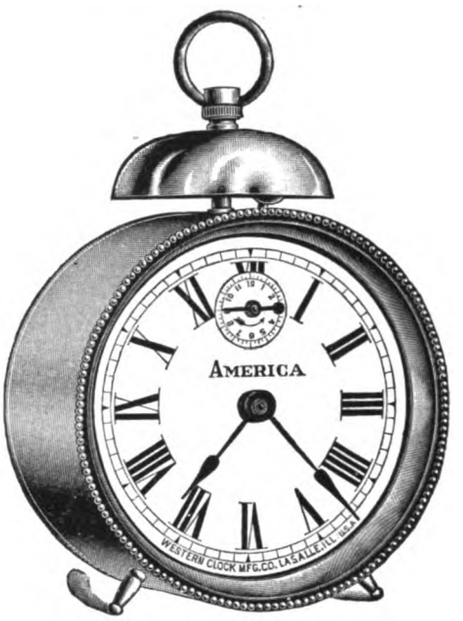
The Comfort Swing Chair combines the comfortable features of ordinary porch chairs, hammocks and swings. Occupies but little space and can be moved about at will. The frame work is made of steel. The back and seat of fancy colored canvas. Retail selling price **$3.50** f. o. b. Chicago.

Our advertisements in popular magazines this year during May, June and July will occupy large space commanding the attention of nearly 7,000,000 readers monthly. This advertising creates the demand. We sell through the trade exclusively so far as possible. Write for "agency proposition."

HAGGARD & MARCUSSON COMPANY
Manufacturers
425 South Canal St., Chicago

COMFORT SWING CHAIR

The America Alarm



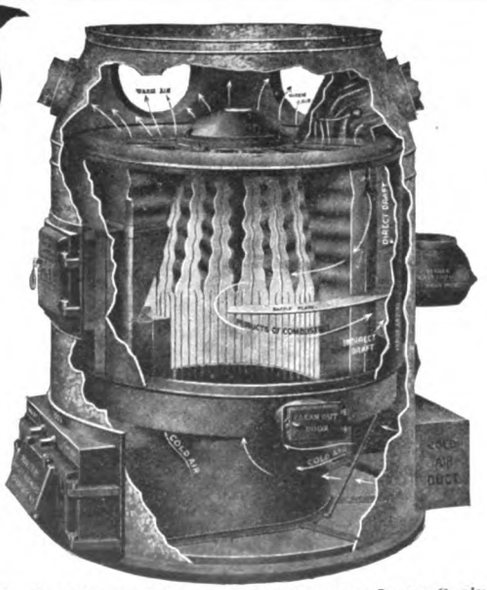
Gives you an opportunity to offer a clock, accurate, efficient, guaranteed, at a remarkably low price and is sold at a figure that leaves you plenty of room for profits. Your jobber has the "America."

The Western Clock Mfg. Co.
La Salle, Ill.

NEW YORK 51 Maiden Lane
CHICAGO 131 Wabash Ave.

THE NEW IMPROVED

KELSEY WARM AIR GENERATOR



Sectional View Showing New Style Cast Inner Casing

In most towns the Heating Business can be likened to "Two Bites to a Cherry."

The business, perhaps, is limited, and the competition is so keen that the Dealer who secures the most contracts must fight the hardest, offer the most inducements, make the lowest prices—with little or no profit.

The **Kelsey** Agent isn't in that class.

The **Kelsey** Agent with the **Kelsey** Warm Air Generator, has a construction that's made on different principles from any Hot Air Furnace.

As there are a lot of sound principles in the **Kelsey**, so there are a lot of good, sound, convincing "Talking Points."

It's easy to convince an intending purchaser that the **Kelsey** IS much better than any Hot Air Furnace—and after the sale is made and the furnace installed, the purchaser immediately becomes a standing advertisement of the best kind for the **Kelsey**.

May We Send You Our Agency Proposition?

"Theres Only ONE Warm Air Generator"

KELSEY HEATING COMPANY,
SYRACUSE, N. Y.

NEW YORK CITY
156 Fifth Avenue

WESTERN SALES AGENT
Cook & Van Evera Co., 38 E. Lake St., Chicago

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HARDWARE MANUFACTURERS' RECORD.

Hardware manufacturers, the country over, are requested to contribute to this page. News of new factories or companies, changes, improvements, etc., will be gladly received, and promptly published.

New Incorporations, Etc.

Akron, O.—The Star Mop Wringer Co. has been incorporated by Orlando Wilcox, D. E. Weir, M. F. Roose, J. H. Adams, H. Deuber—$10,000 capital.

Belle Center, Ohio.—The Belle Center Stove Company has been incorporated with $10,000 capital, by F. S. Preston, S. D. Preston, C. L. Hamilton, J. H. Preston and Jennie M. Preston.

Columbus, O.—The Syracuse Chilled Plow Co., a New York corporation, was admitted to Ohio, to locate in Columbus. C. C. Holloway, of 81-2 West Goodale street being the agent. The company has $300,000 capital stock.

Detroit, Mich.—Crosby &. Co., manufacturers of stove enamel, stove blacking and various kinds of polish, have incorporated with a capital stock of $100,000, taking over the business conducted by Charles F. Crosby and Andrew Cunningham at 48 Jefferson Avenue and 138 Woodbridge Street.

Dixon Mo.—The Clipper Lawn Mower Co. has been incorporated. Capital, $50,000. Manufacturing tools and implements. Incorporators: R. K. Ortt, James Knox and J. E. Bast.

Franklin, La.—The Planters' Hardware Co., Limited, lately organized here, opened for business August 1.

Hamilton, Can.—The Consolidated Hardware Company, with F. E. Robson of Toronto at its head, and several Hamilton business men interested, is starting up on Park Street South, this city. The company will manufacture Hardware, such as wire goods, tacks, etc., and will employ between twenty and thirty hands.

Hartford, Conn.—The Nettleton Manufacturing Company has been incorporated. The new company intends to locate in this city and handle Hardware, woodenware, cutlery, firearms, etc. The incorporators are: John T. Nettleton, Joseph N. Nettleton and Frederick S. Bacon.

Jamestown, N. Y.—The Derby Tool Grinder Co. has been incorporated. It is proposed to make and sell tool grinders, tool holders and tool sharpeners; also machinery, machinery supplies and engineers' appliances and devices. The capital stock is $15,000. The directors for the first year are as follows: Silas L. Derby of Frewsburg, Edwin H. French of Falconer, and Arthur W. Kettle, James Gaira and Edward Appleyard of Jamestown.

Jamestown, N. Y.—Wm. Hjorth & Co. are building a large factory on Taylor Street for the manufacture of wrenches, pliers and Hardware specialties.

Jersey City, N. J.— The Perfection Wire Goods Co. has been incorporated. Capital stock $50,000. Incorporators, C. C. Diboil, W. J. Hendrick and Clarence Linn.

Middletown, Conn.—The Universal Machine Screw Co. has been incorporated by Christopher M. Spencer, of Windsor, Reinhold Hakewessel and F. A. Betts of Hartford, Charles Phelps and George E. Sykes of Rockville. The capital is $1,000,000. The company will begin with a paid-in capital of $50,000.

Milwaukee, Wis.—The Greenland Stove Co. has been incorporated, capital stock, $25,000, by Harrison S. Green, Edward A. Conway and Lawrence J. Conway.

New York, N. Y.—James L. Robertson & Sons, has been incorporated to manufacture tools. Capital $75,000 and directors: J. L. Robertson, Bayonne City, N. J.; J. L. Robertson, Jr., Ramsey, N. J.; Frank Robertson, New York.

New York, N. Y.—Roth Jack and Tool Company has been incorporated; capital, $250,000; directors, C. E. Roth, O. B. Bergstrum, C. R. Cook and W. R. Elliot, of New York, and Henry A. Taylor, of Milford, Conn.

New York, N. Y.—The Ideal Window Screen Co. has been incorporated. Capital $20,000. Directors: Henry Paulson, C. H. Sageman, Brooklyn; T. J. Van Horen, New York.

New York, N. Y.—The Keyless Can Opener Co. has been incorporated. Capital, $100,000, and directors, F. C. B. Page, F. H. Quinby, Gustave Ulbricht, Brooklyn.

New York, N. Y.—The Louis Furnace & Range Co. has been incorporated. Capital stock, $20,000. Directors: Samuel Turansky, M. S. Feiler and Morris Halperin, New York.

Oshkosh, Wis.—The Wilkin-Challoner Company, recently organized in this city, for the purpose of manufacturing saw mill machinery and other tools, has secured a site for its plant and the contract for erecting the main building has been let.

Peoria, Ill.—The Carroll Barbed Wire Fence Co. of Peoria has been incorporated with a capital stock of $100,000. The names given as those of the incorporators are: F. C. Carroll, W. A. Wittick and L. V. Metzger. He said that at present the wire is being manufactured at the plant of the Hart Grain Weigher Co., where four machines are in operation. Upon the future success of the company depends the erection of a factory. The stockholders of the concern are: F. C. Carroll, Fred L. Block, W. G. Putnam, L. V. Metzger, C. F. Reichardt, Wm. Nolden, J. P. Purcell, Gerald B. Franks, F. Fischer, D. S. Brown, A. V. Herbert, Henry Simoneau, W. A. Wittick, J. N. Ward, Edward Leisy, D. W. Jones and E. A. Kilmer. Mr. Kilmer comes from Cleveland, and is the inventor of the machines which make the wire.

Ridgway, Pa.—The Ridgway Machine Tool Co. has completed its plant at Ridgway and has begun the manufacture of machines. Many of the stockholders are residents of Philadelphia.

Rockford, Ill.—The Smith Improved Lock Nut Co. has been incorporated. The capital stock of the company is $15,000 and the incorporators are H. D. Ticknor, C. Berger and C. H. Smith. The plant will be in the West End.

Scottdale, Pa.—The Continental Silver Co. has been incorporated for the manufacture of Hardware and metallic castings. Directors, H. F. Overholt, F. R. Bailey, H. C. Rich, A. C. Overholt, Clyde Overholt, Scottdale; Albert H. Kelley, Allegheny.

Toledo, O.—The Holding Heater Co., of Toledo, $50,000 capital, was incorporated to-day by Clem V. Wagner, C. B. Holding, Wm. H. Tucker, A. H. Smith, James L. Stark, Rollo G. Manning and Robert H. Finch. The company, which will manufacture a gas heating stove patented by C. B. Hodling, expects to operate a large size plant in Toledo, which will turn out stoves and furnaces that will consume all kinds of fuel.

Wallingford, Conn.—A new manufacturing concern for Wallingford has been incorporated with a capital stock of $5,000. They will engage in the manufacture of Hardware specialties. The company was incorporated by the following: Zera F. Beach, Lorenzo R. Beach and A. T. Kingsley.

Changes.

Ashland, O.—F. E. Myers & Bro., are erecting an addition to be used for foundry purposes and a new machine shop, both of brick and stone, one story in height.

Bridgeport , Conn.—John, A. Hurley, president of the Hurwood company, announced that his company had sold its Hurwood tool business to the Stamford Rule & Level Co. of New Britain. The price paid is reported to be in the neighborhood of $50,000. While the Hurwood company has disposed of its tool business, it will continue to make lanterns and food choppers.

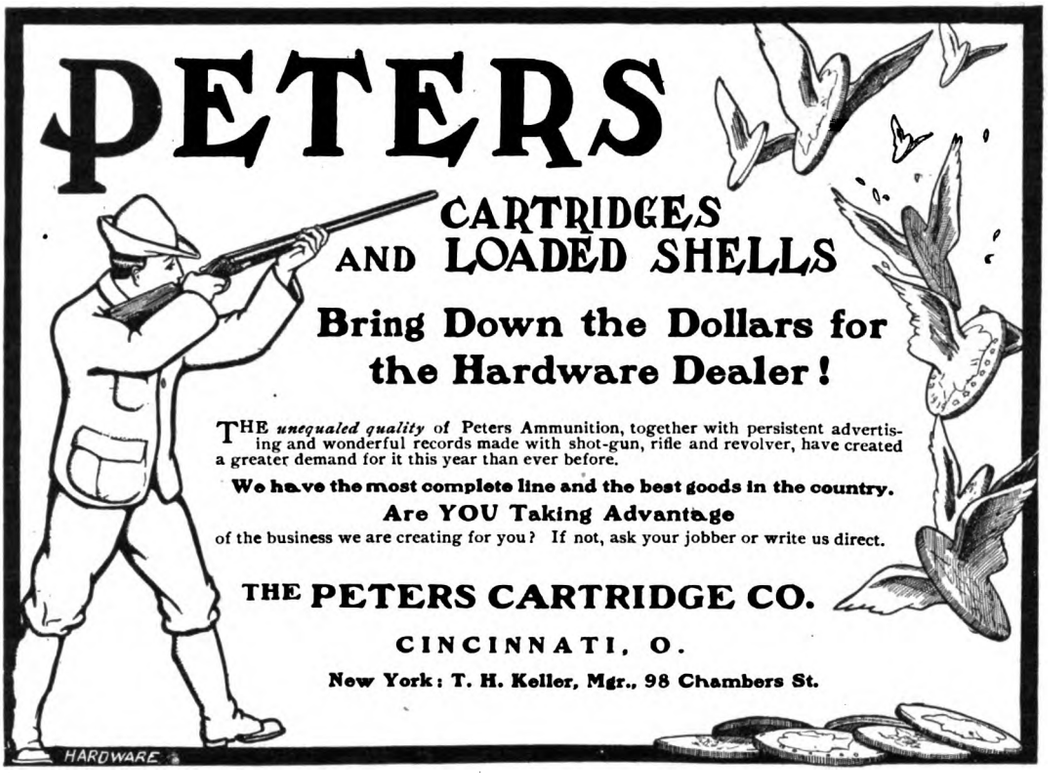
Dundee, Ill.—The Angleweight Scale Co of Chicago has leased from Cutter & Crossette, the old Dundee shirt factory. Eventually the Chicago company will purchase the property. Sixty skilled workmen will be employed at first and this number will be gradually increased to 100.

New Orleans, La.—E. C. Atkins & Co. of Indianapolis, Ind., saw and tool manufacturers, a corporation with a capital and surplus of $1,500,000, has decided to open a branch house in this city, and has leased the Laxard property, corner Canal and North Peters streets, for five years. The primary purpose of the move is to put the company in closer touch with the trade of this section, where its product is well known and finds ready sale. In addition to keeping a large stock in New Orleans, the company will establish here a fully-equipped repair shop for repairing all kinds of saws, and will furnish employment to a number of skilled mechanics, besides the neccessary complement of stockkeepers and salesmen. Harvey Avery, well known in this city, will be general sales agent for the New Orleans branch.

PATENTS
procured promptly and with care in all countries. Also trade marks and copyrights.
DAVIS & DAVIS
ATTORNEYS-AT-LAW.
WASHINGTON, D.C.
St. Paul Building, NEW YORK.

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PETERS



CARTRIDGES AND LOADED SHELLS

Bring Down the Dollars for the Hardware Dealer!

THE *unequaled quality* of Peters Ammunition, together with persistent advertising and wonderful records made with shot-gun, rifle and revolver, have created a greater demand for it this year than ever before.

We have the most complete line and the best goods in the country.

Are YOU Taking Advantage

of the business we are creating for you? If not, ask your jobber or write us direct.

THE PETERS CARTRIDGE CO.

CINCINNATI, O.

New York: T. H. Keller, Mgr., 98 Chambers St.



GET BUSY

That is the one secret of success in the Hardware trade. The rapid sales and quick turning over of capital that

A Line of Arcade Goods

will produce is a revelation to Hardware dealers, and there is a reason for it. Consumers know the excellent quality that the name Arcade signifies. They know that it stands for the highest satisfaction and greatest efficiency that their money can buy. It is this knowledge that makes them demand Arcade Goods when they are in need of any of the 300 articles we manufacture.

To prove their unquestionable merit to any doubting dealer we will send a sample of any article desired.

We show on this page four articles that are money-makers for the dealer.



The Crystal Coffee Mill

THE CRYSTAL COFFEE MILL with glass hopper and tumbler. This is the most perfect mill made and with it the most discriminating customers may be interested. Its superior advantages are appreciated on sight.

THE JEWEL COFFEE MILL with glass canister holding one pound of coffee. This is a companion of the Crystal, but sells at a lower price. A liberal dose of these two mills will prove a tonic to your coffee mill trade.



The Jewel Coffee Mill

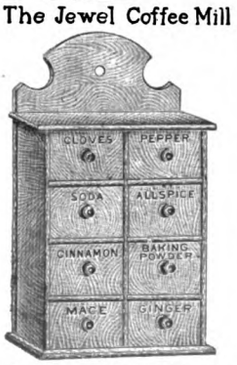
You can satisfy every requirement of your trade with one of the sixty different styles of wood, glass and metal mills which we manufacture



The Gem Mop Head.

THE FAMOUS GEM is known to housekeepers everywhere as the one dependable mop head. It is made of the best steel and equipped with the latest improved spring adjustment. It is a most durable, saleable and profitable article.

THE EIGHT SPACE SPICE CABINET is made of hard wood in natural finish. It is strongly built to withstand the roughest usage. Each compartment is labeled and fitted with iron pulls. The general effect is one that appeals to the careful housewife.



Eight Space Spice Cabinet

Write for Our Latest Catalog

ARCADE MANUFACTURING CO.

Freeport, Ill.

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BICYCLE AND SPORTING GOODS RECORD.

Bicycle manufacturers and dealers, the country over, are requested to contribute to this page. News of new stores, changes, improvements, etc., will be gladly received, and promptly published.

New Stores, Incorporations, Etc.

Akron, Ohio.—The rubber department of the Whitman & Barnes Co.'s Akron plant will be dismantled, the machinery will be loaded on cars and taken to Cincinnati, and what has been an important Akron industry for several years will become a part of the Cincinnati Rubber Manufacturing Co. The latter concern had negotiated for the purchase of this plant for some time, and the deal was completed a month ago. The Cincinnati Rubber Manufacturing Co., which purchased the plant is a large and important rubber making concern. The rubber plant of the Whitman & Barnes Co. is estimated to be worth about $100,000.

Bridgeport, Conn.—The Jennings Bros.' Manufacturing Co. has purchased the plant and building formerly used by the Bridgeport Gun Implement Company with a frontage of several hundred feet on Elm Street, and of about 70 feet on Harrison Street. The price for the property is said to have been between $40,000 and $45,000. Jennings Brothers do not intend to use the plant for their own business as they have recently bought land adjacent to their own plant on Union Square and are building big additions to their plant of the best mill construction.

Defiance, Ohio.—The Waverly Arms Co., is a new corporation which has been organized in this city for the manufacture of shotguns, with a capital stock of $40,000. The company is composed entirely of Defiance citizens, and the plant will employ quite a large number of men.

Newark, N. J.—The Reliable Smokeless Powder Co., No. 164 Market Street, has been incorporated to manufacture powder, guns, pistols, revolvers, cartridges, etc.; capital, $75,000. Incorporators: Albert B. Hagre, No. 99 Mulberry Street: Alfred M. Brink, William J. Young and Harry R. Brink, No. 48 Burnett Street, all of Newark, N. J.

New York, N. Y.—Harry S. Lyons, the well-known athlete of the N. Y. A. C., has opened an agency for the Wagner Motor Cycle of St. Paul, Minn., in this city.

Old Town, Me.—Moosehead Snow Shoe Co. has been organized for the purpose of manufacturing and selling snow shoes, moccassins, canoes, boats, sporting goods, etc., with $10,000 capital stock. The officers are: President, A. J. Bradbury of Old Town; treasurer, E. A. Merrill of Old Town.

Changes.

Chicago, Ill.—The Steel Ball Company will resume the manufacture of steel balls on a large scale. Several years ago this company was the largest producer of steel balls in this country.

Danbury, Conn.—William C. Hiem is moving his piano and bicycle business from Elm Street to 270 Main Street.

Hagarstown, Md.—The Pope Manufacturing Co. is making preparations to operate its automobile and bicycle factory in Hagarstown on an extensive scale. Plans are laid to make between 30,000 and 40,000 bicycles next season, and at least 2,000 automobiles.

Rockford, Ill.—The America Co. is taking steps to increase its capital stock from $50,000 to $100,000. The company manufactures patented specialties, such as fishing reels, small sewing machines, wrenches and gasolene flat irons.

St. Louis, Mo.—The Olive Automobile Co., a $15,000 paid-up corporation, has taken over the business of Morgan & Harding. Although the new company will handle automobiles, it will continue to handle Pierce bicycles exclusively, in which line the Morgan & Harding firm had built up a good trade. W. Lingenbrink is president of the new company, P. A. Ferbos, secretary, and E. L. Morgan has been retained as manager.

Torrington, Conn.—A change has been made in the name of the Standard Spoke & Nipple Company, which is to be known hereafter as The Standard Company; it will continue the manufacture of the Standard two-speed and automatic coaster brake, Diamond E spokes, Star and Bridgeport pedals and Star and Sager toe clips.

Explosion.

Bridgeport, Conn.—By an explosion of powder the dry house of the Union Metallic Cartridge Company was destroyed. No one was near the building and no one was injured. Jerome Orcott, general manager for the company, said spontaneous combustion was probably the cause of the explosion. The damage is estimated at $10,000.

Fires.

Meriden, Conn.—The loss by the fire at the Meriden Fire Arms Co. factory on July 28th will not, it is now estimated, exceed $10,000. The fire was confined to the engine room, where it started. The steam boilers and engine are ruined, as part of the big plant is run by electricity only, that portion which depended on steam power was compelled to remain idle. About one hundred hands were thrown out of work, temporarily. The single barrel piston and gun department was somewhat damaged by water. Work of rebuilding will begin at once.

HARDWARE DEALERS' RECORD.

(Continued.)

Petersboro, Ont.—Vincent Eastwood has acquired a controlling interest in the Petersboro Hardware Co.

Portsmouth, Iowa.—C. M. Walker has sold his Hardware business to Cooper Brothers.

Reinbeck, Iowa.—Watson & Shimer have sold their Hardware business to A. E. Glines of Belle Plains.

Richfield, Utah.—Muter Bros. have sold their Hardware business to Young & Jensen.

Riverton, Iowa.—McKissick & Wynn have sold their harness business, but will continue in the Hardware line.

Savannah, Mo.—McLean & Whiteford have been succeeded in the Hardware business by Whiteford & Townsend.

Staplehurst, Neb.—Jorgenson & Bausch have sold their Hardware business to Philipsen & Dahl.

Sweetwater, Tenn.—King Jones, John Bradley and T. B. Gutherie have bought out McCaslin & Jones' Hardware store, and will take charge at once.

Texarkana, Tex.—The Hardware firm of Cotton & Bernard has been dissolved. Mr. Bernard will continue the business alone.

Vancouver, Wash.—The Crawford-Marshall Co. have sold out their implement, but will continue in the Hardware business.

Victor, Colo.—W. J. Donnelly has been succeeded in business by the Victor Hardware & Supply Co.

Weatherford, Texas.—The Lowe-Carter Hardware Co. has increased its capital stock to $120,000.

Webb City, Mo.—The firm of Franz-Howell Hardware Company has changed its name to Franz-McCain Hardware Co., and has increased its capital stock from $18,000 to $50,000.

Weiser, Idaho.—Opp & Davis have sold their business to the Taylor Hardware Co.

Wheaton, Kan.—M. J. Gallagher has purchased the Hardware and furniture business of Louis Bothl.

Wisner, Neb.—A. A. Beeher has succeeded to the Hardware business of Degner & Beeher.

Wynoka, Okla.—Murrow & Murrow have sold their Hardware and implement business to Franley & McGurn.

HARDWARE MFRS'. RECORD.

(Continued.)

Newark, N. J.—Work has been started on an extension to the plant of J. Wiss & Sons, at 31 Littleton avenue. The plans call for a three story brick building. The building will cost $6,000.

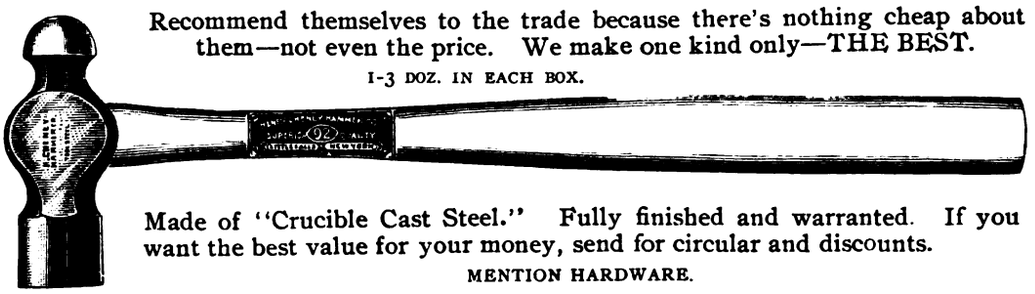
Norway, Me.—The Novelty Turning Co. of Fitchburg, Mass. have announced that they have discontinued manufacturing at Fitchburg, to re-open manufacturing at Norway. This company composed of B. F. Brown and W. C. Brown of that city, are to occupy the Steep Falls mill, with a manufactory of turned wood novelties, comprising knife handles, pail handles and similar work, employing some 25 or 30 hands.

Toledo, Ohio.—The Toledo Machine and Tool Company will erect a new office building. The structure will be 50 by 100 feet and one story high and will be built to accommodate the offices and salesrooms of the company. The walls of the building will be of heavy construction so that three additional stories may be added in the future.

Youngstown, Ohio.—Plans for the Morris Hardware Warehouse to be erected in East Commerce Street have been completed. The building will be the largest in the city. It will extend along the Erie tracks and Commerce Street, a distance of 310 feet 6 inches and will be 45 feet 10 inches on Walnut Street. The building will be three stories high and will be built of brick and stone. There will be two elevators in the structure which will be one of the most complete warehouses in the State.

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Cheney Machinists' Ball Pein Hammers



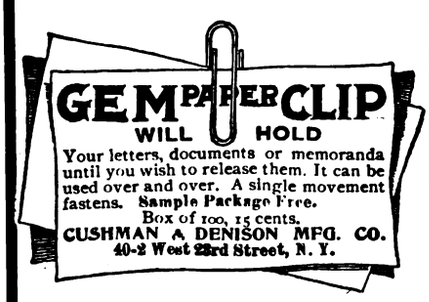
Recommend themselves to the trade because there's nothing cheap about them—not even the price. We make one kind only—THE BEST.

1-3 DOZ. IN EACH BOX.

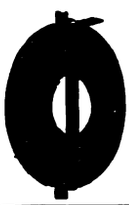
Made of "Crucible Cast Steel." Fully finished and warranted. If you want the best value for your money, send for circular and discounts.

MENTION HARDWARE.

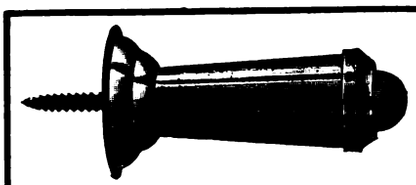
THE HENRY CHENEY HAMMER CO., Little Falls, N. Y., U. S. A.



Your letters, documents or memoranda until you wish to release them. It can be used over and over. A single movement fastens. Sample Package Free.
Box of 100, 15 cents.
CUSHMAN & DENISON MFG. CO.
40-2 West 22rd Street, N. Y.



BOX STRAPPING OF ALL KINDS
BOX CORNER FASTENERS, SEALS, ETC.
WRITE FOR SAMPLES, CATALOG AND DISCOUNTS.
STANDARD METAL STRAP CO., 336-342 E. 38 St., New York



The Champion Metallic Base Knobs NEVER BREAK
(TRADE MARK)
Can be screwed into hardwood without injury. Ingeniously constructed rubber button easily replaced. Made in either Steel, Brass or Bronze and all Finishes to match other hardware. Manufactured only by
THE CHAMPION SAFETY LOCK CO., Geneva, O.

Flawless Edge Tools

We make all kinds of Edge Tools.

Although we have been in the business since 1837, we have been growing younger every year—using the youngest machinery, the newest methods and doing everything in a down-to-date way.

Standards of Excellence

That is the recognition given them in the markets of the world. The Highest Award was given them at the Paris and Pan-American Expositions.

May be that is the reason why more of our goods are sold than of other manufacturers in our line.

Our goods and prices interest most Hardwaremen. Are you interested? Write us at once.

Mention HARDWARE.

L. & I. J. WHITE CO.
Buffalo, N. Y., U. S. A.



The 20th Century White Flame
HEAT & LIGHT IN ONE

Wholesalers are Placing their Orders Now to Insure Suppy for the Fall and Winter Demand.

GAS BURNERS GIVING HEAT AND LIGHT

At cost of LIGHT *ONLY.*

Fits Any Gas Fixture--
Heats and Lights Any Room.

Retails at $1.25
Good Margin for Jobber and Retailer—Big Seller.

For full particulars address,

20th Century Mfg. Co.
19 Warren St., New York.
Mfrs. of the Famous 20th Century Bicycle and Automobile Headlights.

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BUFFALO
WIRE WORKS CO.
FORMERLY SCHEELER'S SONS
WIRE CLOTH
WIRE GOODS
Artistic Metal Works.
SEND FOR CATALOGUE.
BUFFALO, N.Y.
U.S.A.

Robert Murray.
24 Duane St.,
New York City.
General Hardware
Agent for Atlantic Screw Works.
Wood Screws of Every Description.
Agent for Maynard's Socket Shovels.

Hardwaremen's Exchange

Notices of **HELP WANTED** *or* **SITUATIONS WANTED** *will be inserted in this column, for subscribers, free of charge. Should not exceed four lines. Notices of* **SIDE LINE OFFERED, SIDE LINE WANTED** *and* **ALL OTHER NOTICES.** *two cents per word. No ad. received less than three lines.*

Hardware Salesmen Wanted.

SPECIALTY SALESMEN to sell splendid specialty—a cherry seeder; best and also the cheapest on the market; model can be carried in vest pocket; easy to sell; liberal commission; good money for the right parties; write to-day for particulars. E. L. Arnott, Greenfield, Ohio.

YOUNG MAN wanted as Salesman in Retail Hardware store. Apply in writing, giving reference and experience, to Geo. Howard, Mt. Vernon, N. Y.

For Sale.

FOR SALE. Our Hardware, Tin and Plumbing business opened May 1st. Town 7 months old, 1200 people, growing rapidly. Climate of the best. $3,000 cash includes building 24 by 60. Good opening for any one. Address Box 127, Twin Falls, Idaho.

SALESMAN to carry a good side line that will pay traveling expenses. Sells to house furnishing, general, and hardware stores. Pocket model free. Season now on. Novelty Mfg. Co., Ottawa, Ill.

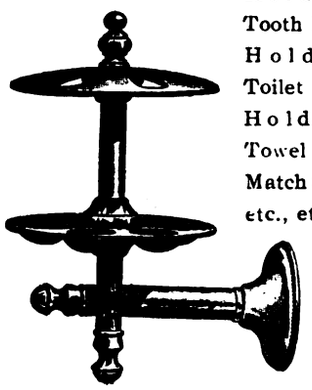
Bath Room Trimmings


Robe Hook
No. K 4

We make over 70 patterns of Bath-room Trimmings of solid brass finely polished and nickeled.

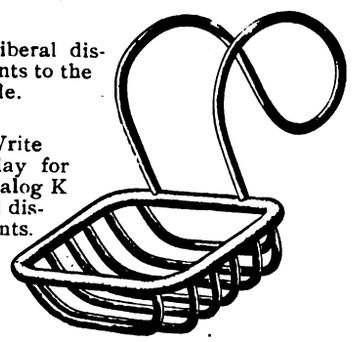

Towel Bars
All Lengths
No. K. 34

Robe Hooks, Soap Dishes, Glass Holders, Tooth Brush Holders, Toilet Paper Holders, Towel Bars, Match Safes, etc., etc.


Tooth Brush Holder No. K 47

Liberal discounts to the trade.

Write to-day for Catalog K and discounts.


Tub Soap Dish, No. K 50

NOVELTY MFG. CO.
Waterbury, Conn.

The Bullard
Automatic Wrench

The best combination Pipe, Monkey and Ratchet Wrench. Has no flaws, or faults. Strongest where other wrenches are weakest. Does quicker and better work than similar wrenches. Sells quicker, too.



Handiest for all
Un-Get-At-Able Places
Get our "Wrench Book." It tells a convincing tale.

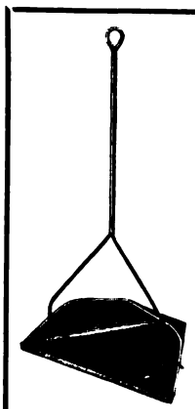
Bullard Automatic Wrench Co.
257 W. Exchange St., Providence, R. I.

Tool Chests

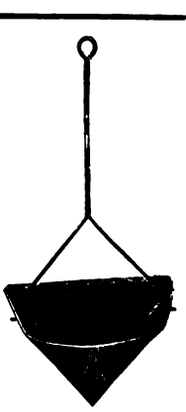
All sizes, complete with tools, for boys, youths, gentlemen, farmers, railroads and carpenters' use; also Tool Cabinets.
Machinists' and pipe fitters' empty Tool Chests.
Agents for Steel Tool Chests.
Send for Catalogue.
AMERICAN TOOL CHEST CO.
200 West Houston St., New York, U. S. A.



GOOD AGENTS WANTED TO SELL



WHO WOULD STOOP SO LOW
as to use an ordinary Dust Pan, when they can get a
"20th Century Dust Pan"
for 25c. which requires no stooping, takes up the dust cleaner, and being made of **Steel,** will last longer than ten ordinary Dust Pans. The people want it, and it pays to supply them with what they want. *Write now for prices to*
SCHOFIELD & CO., Freeport, Ill.



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LET us make you a proposition. Send us correct inside dimensions of your boxes —depth of lid and small piece to show stock you now use State about how many you use per year, all sizes included.

National Metal Edge Box Co.

8th and Willow Streets, Philadelphia, Pa.



Fulper Improved Natural Stone Germ Proof Water Filters

are the best to keep Malaria and Typhoid fever germs out of water.

Guaranteed Absolutely Germ - Proof

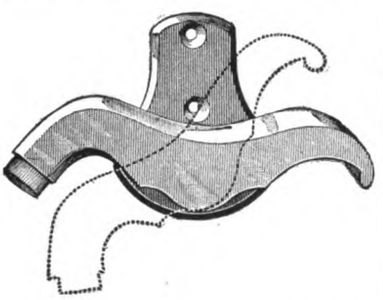
Good sellers because they are perfect in every detail.

A handsome display card and advertising literature are furnished to help you sell them.

Get our filter catalogue to-day.

Fulper Pottery Co.,
Flemington, N. J.

EMPIRE DOOR HOLDER IMPROVED



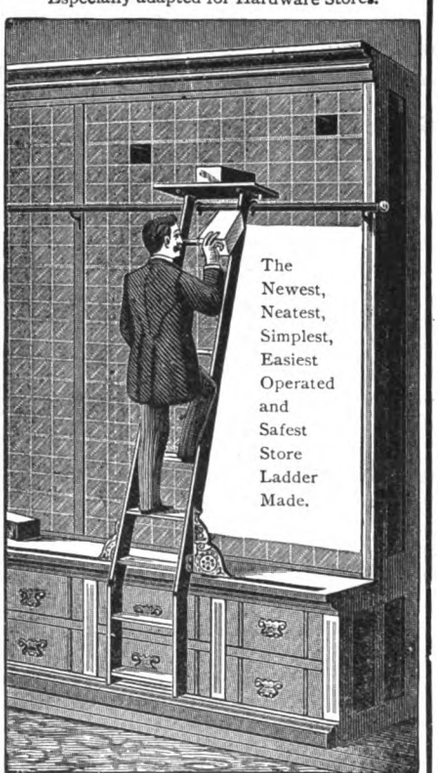
50% greater pressure on the floor than any other make.

Will hold heavy doors on smooth floors. Operated by the toe, no bending over.

Write for prices.

CALDWELL MFG. CO.
10 Jones St., Rochester, N. Y.

The **BICYCLE STEP LADDER.**
Especially adapted for Hardware Stores.



The Newest, Neatest, Simplest, Easiest Operated and Safest Store Ladder Made.

Ask about the new **noiseless** track.
Highest award World's Fair.

WRITE US.

THE BICYCLE STEP LADDER CO.,
65 Randolph St., CHICAGO .ILL.



Tackle Blocks

for every purpose. 65 years' experience.

Boston & Lockport Block Co.
Boston, Mass.

THE SCHWERDTLE STAMP CO.,
STENCILS-BURNING BRANDS-
STEEL STAMPS & DIES
SEALS-MACH. PLATES-CHECKS-
BRIDGEPORT, CONN.

WIRE and WIRE NAILS

¶ You ought to have our prices on Special and Common Nails, Iron and Steel Wire, and Wire Plant Supports.

¶ The profits on our goods will make you our steady customer.

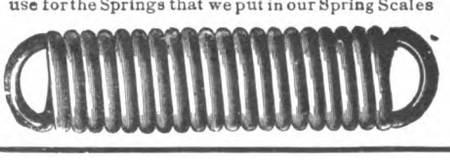
¶ Write us to-day.

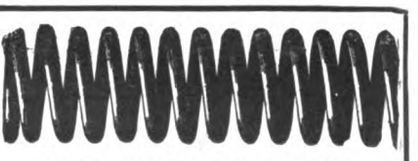
Mention HARDWARE.

IGOE BROTHERS
226 North 9th St., Brooklyn, N. Y.

We make a specialty of making to order only, a superior quality of **Cast Steel Wire Springs,** either for extension or compression.

These Springs are all **oil tempered** and are made of an extra quality of wire drawn specially for our own use, of the same grade of stock as we use for the Springs that we put in our Spring Scales





JOHN CHATILLON & SONS,
85 to 93 Cliff St. & No. 13 Jacob St.,
Established 1835, NEW YORK CITY.

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GALVANIZED NAILS

Keystone Brand

The only properly galvanized Nails on the market

We guarantee our nails to be galvanized by the Hot Process with pure Spelter (zinc) and cooled by a patented method without submerging in water, therefore the nails are not made brittle and the strength is not affected.

Absolutely Smooth
Every Nail Perfect

We have the largest plant in the United States producing galvanized nails, our capacity being 300 kegs per day.

Prompt Shipments
Lowest Prices

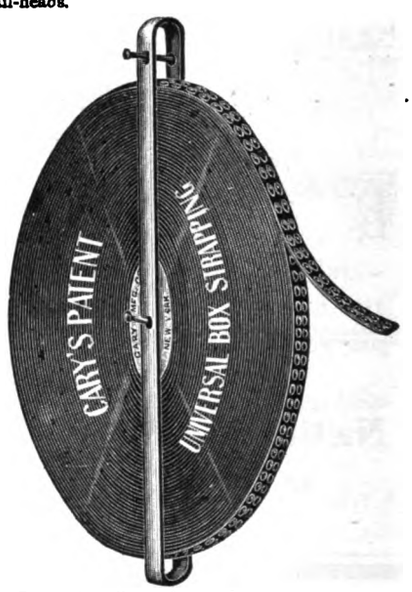
Write for samples and prices

Made only by

Keystone Nail Co., Inc.
Philadelphia, Pa.

CARY'S UNIVERSAL BOX STRAP

A continuous Metal Strap with a series of raised bosses along edges to strengthen it and to protect nail-heads.



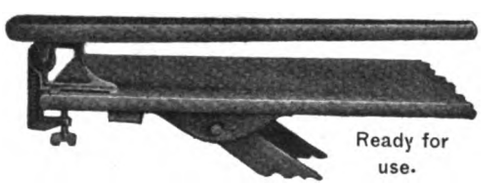
Put up in coils 300 feet each.
Patent Metal Reel Frame with each coil.
Straps made in four widths: ½, ⅝, ¾ and 1 inch.
Patented in all countries.

CARY MFG. CO,
19 & 21 Roosevelt Street, New York.
Cable Address: CARLEIO

AUXILIARY IRONING BOARD



Turned back out of way.



Ready for use.

A Money Maker

USED THE YEAR 'ROUND - USED THE WORLD 'ROUND

A most substantial and satisfactory auxiliary to table or regular ironing board for ironing sleeves, shirt waists, etc. The turn-back feature is its great convenience. None other has it. Always in place. Never in the way.
It is not a cheaply-constructed article, but one built for every-day use and for universal satisfaction.

We have further information we will be glad to give you.
Better write for it.

W. H. GLENNY AND COMPANY, SPECIALTY MFG. DEPT.

ROCHESTER, N. Y., U. S. A.

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PRICES CURRENT

The prices in this Prices Current are intended for the Hardware trade only, and for such quantities as are usually purchased by retail dealers. They are carefully revised and represent quotations at which purchases can be made. Very small quantities, and broken packages, frequently make higher prices necessary.

Subscribers are requested to notify us of any discrepancies, as we desire to make this department of our paper worthy of their constant attention.

The list prices, from which discounts are given, will always be furnished the dealer upon request, by the manufacturer quoted.

Ammunition

CAPS—PERCUSSION—

Eley's E. B.....60c
G. D.....per M 34@35c
F. I.....per M 40@45c
G. E.....per M 50@52c
Musket.....per M 62@63c

PRIMERS—

Berdan Primers $2.00 per M.....20&5%
B.L. Caps (Sturtevant Shells) $2.00 per M.....20%
All other Primers per M. $1.52 to $1.60.

CARTRIDGES—

Blank Cartridges:
32 C. F., $5.50.....10&5%
38 C. F., $7.00.....10&5%
22 cal., Rim, $1.50.....10&5%
32 cal., Rim, $2.75.....10&5%
B. B. Caps. Can. Ball, swgd.....$1.90
B. B. Caps, Round Ball.....$1.40
Cent. Fire.....25%
Target and Sporting Rifle.....15&5%
Primed Shells and Bullets.....15&10%
Rim Fire Sporting.....50%
Rim Fire Military.....15&5%

SHELLS, EMPTY—

Brass Shells:
First quality, all gauges.....60&5%
Climax, Club, Rival, 10 and 12 gge..65&5%
Paper Shells:
Acme, Ideal, Leader, New Rapid, Magic, 10, 12, 16 and 20 gauge.....25&5%
Blue Rival, New Climax, Challenge, Monarch, Defiance, New Victor, Repeater, Yellow Rival, 10, 12, 13 and 20 gauge.....20%
Climax, Union, League, New Rival, 10 and 12 gauge.....25%
Climax, Union, League, New Rival, 14, 16 and 20 gauge ($7.50 list).....$20.
Expert, Metal lined, and Pigeon, 10, 12, 16 and 20 gauge.....33⅓&5%

SHELLS, LOADED—

Black Powder.....40%
Smokeless Powder, medium grade....40&5%
Smokeless Powder, high grade....40&10&10

SHOT—

Drop, up to B 25 lb bag.....$1.65
Drop, B and larger, per 25 lb bag..... 1.90
Buck, 25 lb bag..... 1.90
Chilled, 25 lb bag..... 1.90
Dust Shot, 22 lb bag..... 2.25

GUN WADS—℔ 1000—

B E., 11 up.....$ 60
B. E., 9 and 10..... 70
B. E., 8..... 80
B. E., 7..... 1.00
P. E., 11 up..... 1.00 } 15%
P. E., 9 and 10..... 1.25
P. E., 8..... 1.50
P. E., 7..... 1.50
Ely's B. E., 11 and larger.....$1.70@$175
Ely's P. E., 12 to 20.....$.00@$3.25

Animal Pokes

	℔ doz.
Iowa Farming Tools.	
Hawkeye	$3.25
Western	4.00

Anti-Rattlers

Fernald, Quick Shift, ℔ doz. pair, net..$2.00
Burton's, ℔ doz. pair, Nos. 2 and 5..... 50c
Per doz. pair, No. 1..... 75c
Per doz. pair, No. 4..... 1.00

Kohler's:	℔ Gro.
Daisy, No. 4	Net. $5.00
Perfect, No. 2	Net. 7.20
Bolt Holder, No. 1	Net. 9.00

Anvils

American "Horse-Shoe".....9¼c
Arm and Hammer.....8½@8¾c
Eagle Anvils, ℔ lb, net.....7¼@8c
Peter Wright's.....10½c
Trenton.....9 to9½c
Columbian, all steel, ℔ lb, net.....9c

ANVIL AND VISE COMBINED—

Millers Falls (with drill).....$18.00, 15&10%

Augers and Auger Bits

Boring Machine Snells.....70%
Com. Auger Bits.....75@75&10%
Forstner Pat. Bits.....25%
Ford Auger Bit Co:
Auger Bits, Car Bits, Machine Bits.....40@40&5%
C. E. Jennings & Co.:
D'ble Spur pattern car, No. 30..40&7½&10%
Nobles Double Spur, No. 32.....55&10%
No. 10, Extension Lip.....25&10%
Car Bits, No. 10.....25&10%
Car Bits, No. 30.....40&7½&10%
Ring Augers.....66⅔&10%
Jennings' Pattern.....60&10&10%
Snell's Auger and Car Bits.....60%
Extra.....60&10%
No. 1.....60&10%
Russell Jennings' Augers and Bits.....25&10&2½%

HOLLOW AUGERS—

Ames.....25&10%
Bonney's Adjustable.....$9.00&10.00
Hibbard's Adjustable.....Net prices
Ives.....25&10
Millers Falls, Goodell.....15&7½&10
Universal, each $4.50.....25

EXPANSIVE BITS—

C. E. Jennings & Co.....33⅓&10%
Clark's small, $18.....55&10%
Clark's large, $26.....55&10%
Ives' Model, ℔ doz. $60.....50%

DOUBLE CUT GIMLET BITS—

Common, net.....$3.00@$3.25
German Pattern, net.....$4.50@4.75
Mayhew's Diamond ℔ doz. $1.25.....40%
C. E. Jennings & Co.....45&10%
Ladds.....60&10%
Mayhew's.....40&10%
Snell's Bell Hangers.....60%&5%

TWIST DRILLS—

Bit Stock.....60&10@60, 10&10
Taper and Straight Shank...60&10@60, 10&5

SHIP AUGERS AND BITS—

Ford Auger Bit Co.....40%
L'Hommedieu's.....15&10%
Snell's.....40%
Watrous'.....35&5&10%

Awl and Auger Handles

See Handles

Awls

	Per Gro.
Handled Brad	$2.75@3.00
Handled Scratched	$3.50@4.00
Patent Peg	$31@34c
Sewing, Com	88c@$1.00
Shouldered Peg	65c@70c
Shouldered Brad	50%
Socket Scratch ℔ doz	$1.00
Stanley Rule and Level Handled Brad	45%

Awl and Tool Sets

Aiken's Awls and Tools:
No. 10, ℔ doz. $7.50; No. 20, ℔ Doz. $10.....60%
Brad Sets:
No. 42, $10.50: No. 43, $12.50.....70%
Fray's Adj. Tool Hdls, Nos. 1, $12; 2, $18; 3, $12; 4, $9; 5, $7.....50%
Ice Awls.....55%
Miller's Falls Adj. Tool Holders:
Nos. 1, $12; 2, $12; 4, $12; 5, $18.....15&10%
C. E. Jennings & Co's. Adj. Tool Hdls..33⅓%
Rollis Hdw. Co., Adj. Tool Holders, No. 1, $18.....30%

Axes

First quality, best brands.....$6.50to9.75
Ice, Bradley's.....30%
Bradley's wide bit, net.....$10.50
Long Island, net.....$9.25

HATCHETS—

Hunt's, Underhill's, Blood's or Plumb's:
Shingling, etc.....33⅓&5
Broad and Bbl.....33⅓%
Boy's Axes.....33⅓&5
D Simmons & Co.:
Broad, Shingling and claw, Lath, Hunters', etc, Picks and Mattocks.....50&5%
Peck Edge Tool Co.:
Hatchets, shingling, etc.....33⅓&5
Broad and Bb'l.....33⅓
Boy's Axes and Hatchets.....33⅓&5

Axle Grease

Dixon's "Everlasting" Graphite:

1	lb cans (36 in case)	15 ea.
2	" " "	25 "
10	" firkins (6 in case)	$1.20 "
25	" "	2.75 "
50	" kegs	5.00 "
100	" "	9.00 "
200	" half bbls	8½lb
375-400	lb "	8½lb

Balances, Spring

Chatillon's:
Light, class A.....40&10%
Circular Balances, class C.....50%
Ice Balances, class B.....50%
Straight Balances, Class A1 and A2...40%
Class D. E. F.....30%
Class G.....20%

Balances, Sash

Caldwell's.....50%
Pullman's.....50&10to60

Beef Shavers

Enterprise:
Japanned, each, $8.00.....25@30%
Tinned, each, $10.50.....25@30%

Bells

HAND—

Hand Bells, polished brass.....60@60&10%
Pure bell metal.....60%
Silver chime.....33⅓@35%
White metal.....60%

DOOR—

Trip, Gem.....50&10%
Gong, Abbe's.....45%
Gong, Yankee.....55%
New Departure:
Rotary.....50@10%
Push.....50%

"SEEING IS BELIEVING."

ADVERTISE JUDICIOUSLY

But before you advertise at all see that your stock of goods is "*right.*"

The man to whom you sell cheap stuff may be satisfied for the moment, but later when he is disappointed in the service, the short life of the article, and its poor appearance—all the advertising on earth will not coax him into your store again. You may have given him what he *wanted*, or thought he did, but should have given him what he *needed.*

Quality goods are good advertising, they not only hold your old trade but bring in new customers as well.

Our line of quality goods, spring hinges, jamb, floor, cabinet, show case, lavatory, etc., door springs and pulls, and kindred articles, we guarantee to be no higher in price than inferior grades.

Invest a penny—drop us a postal asking for our Builders' Hardware Catalog No. 12 and price list and we'll introduce to you our "business getters."

Columbian Hardware Co.

Manufacturers

Cleveland, Ohio.

Anvils and Vises,
Builders' Hardware.
Joist and Wall Hangers.

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COW—
Common wrought ..... 75%@75&10%
Kentucky ..... 70@70&10%
Kentucky, Sargent's list 70%
Texas Star 50%
Western, Sargent's list ..... 70@70&10%

Bellows
Blacksmiths' ..... 65&10@70%
Hand ..... 25&10%
Moulders' ..... 25&10%

Belting Rubber
Boston Belting Co:
"Boston" 50%
"Imperial," seamless stitched 45%
Niagara 60%
New Jersey Car Spring & Rubber Co:
Extra Para ..... 40&10%
Reliable ..... 50&10%
Staple ..... 60&10%

Bench Stops
Morrill's No. 1, $10.00 per doz.; No. 2, $12.50 ..... 50%
Seymour Smith & Sons ..... 25&10%
Miller's Falls ..... 15&10%
Weston's 40

Binder Twine
	Per Pound
Sisal	10c
Standard	10c
Standard Manila	11c
Manila	12c
Pure Manila	13c

Bit Holders.
Angular 45%
Extension:
Barber's, ₱ doz. $15.00 ..... 45@50%
Ives' ₱ doz. $30.00 ..... 60&10%

Blind Adjusters
Columbian 33⅓%
Domestic, ₱ doz. $3.00 ..... 33⅓%
Excelsior, ₱ doz. $10.00 ..... 50&10&2%
North's 10%
Zimmerman's 50%

Blind Fastenings and Tenons
Security Gravity, ₱ gr $9.00
Zimmerman's 50%

Blocks, Tackle
Eddy's ..... 50&10@60%
Hartz' Steel ..... 40&10¶50&5%
Iron Strapped, Japanned Sheaves ..... 70&10%
Iron Strapped, Lig Vitae Sheaves 60%
Rope Strapped, Japanned Sheaves ..... 65&10%
L. V. Sheaves 40%
Lanes:
Junior, Self Sustaining 30%
Pat. Automatic 30%
Perfect Safety 30%
Stowell, Novelty Block ..... 50&10%

Bolts
DOOR AND SHUTTER—
Cast Iron Barrel, Square, &c ..... 60&10%
Cast Iron Chain ..... 60&10%
Cast Iron Shutter Bolts ..... 60&10%
Ives' Patent Door Bolts 60%
Wrought Barrel ..... 60@60&10%
Wrought Barrel Bolts, Griffin's ..... 75&10%
Wrought Square ..... 70@70&10%
Wrt Shutter, St'nrd list ..... 50&10%@50&10&5%
Wrought Spring, Sargent's ..... 70&10@75%

CARRIAGE, MACHINE, &C.—
Common carriage (cut thread), ⅝x8 and smaller ..... 75&2½%
Larger and longer 70%
Phila. Eagle, $3.00 list May 24, '99 ..... 80&10%
Bolt ends, list Feb. 14, '98 ..... 70&5%
Bolt ends, with C and T nuts ..... 65&10%
Machine, ⅝x4 and smaller ..... 75&5%
Machine, larger and longer ..... 70&5%

TIRE—
American Screw Co:
Bay State, plain, list Dec. 28, '99 ..... 72½%
Bay State, fluted 72½%
Eagle Phila 62½%
Norway, Phila 80%
Common ..... 72½%@72½&10%
Norway, Phila 80%
Portchester, Norway 80%
Phila 80%

STOVE AND PLOW—
Plow ..... 70&10@70&10&5%
Stove ..... 80%@80&10%

MISCELLANEOUS—
Sink 80%

Bone Mills
Enterprise ..... 25@30%
Stearns 40%

Borers, Tap
Enterprise ..... 20@25%
	Each	Nos. 1	Nos. 2	Nos. 3
	$1.25,	$1.65,	$2.50	
C. E. Jennings & Co.:				
No. 6 ..... 30&10%				
No. 10 ..... 25&10%				
Common ring ..... 20&10%				
Ives ..... 25&10%				

Boring Machines
WITHOUT AUGERS—
	Upright.	Angular.
Jennings' ..... 35&5&10%		
Miller's Falls	$7.50,	15&19%
Snell's, Rice's Pat	$2.50,	$2.75
Ajax 40%		
Phillips	$4.00 net	

Bow Pins
Hotchkiss ..... 60&10%

Boxes, Mail
Heller's ..... 40&5%

Box Hooks
Humason & Beckley's ..... 60&10&10%

Box Openers
Humason's ..... ₱ doz. net $5.00
Bemis & Call's 65%

Box Scrapers
Bradley's 20%

Box Strapping
Cary Mfg. Co's., in case lots:
"Universal" ..... 20&10&10&10
Standard Metal Strap Co's.:
Eclipse ..... 20&10&10&5%

Braces
Barbers' ..... 50&10&10@60&10%
Barbers' Ratchet ..... 60@60&10%
Common Ball American ..... 60@60&10%
Ives':
Barbers' ..... 60&5%
Barbers' Ratchet ..... 60@60&10%
New Haven Novelty 70%
New Haven Ratchet ..... 60&10%
Spofford ..... 60&5%
C. E. Jennings & Co.:
No. 108@114½% ..... 50&5&10%
No. 208½@214½% ..... 50&5&10%
Lancaster Mach. & Knife Works 50%
Gen. Spofford's 60%

Brackets
Griffin's Folding ..... 70&10%
Griffin's Pressed Steel 80%
Bradley's Patent, full cases ..... 80&10&10%
Bradley's, in broken cases ..... 80&10%

Bracket Saw Frames
Miller's Falls Co ..... 25&10%

Bracket Sets
Miller's Falls Co ..... 33⅓&10%

Bright Wire Goods
Standard list, June 24, 1903 ..... 90&10&10@90&10&10..&5%

Bull Rings
Humason, Beckley & Co's 80%
Rea's 2¼ in. net, ₱ doz $1.50
Sargent's 80%
Seymour Smith & Sons 60%

Bull Punches
Humason & Beckley's, ₱ doz. net $3.05

Butchers' Cleavers
Bradley's 40%
Foster Bros., flat heads 30%
Foster Bros., round heads 30%
Lancaster Mach. & Knife Works 33⅓40%
L. & I. J. White 30%
Plumb's 33⅓%

Butcher Knives
See Knives.

Butchers' Saw Blades
Miller's Falls Co., Star ..... 15@15&10%
C. E. Jennings & Co ..... 30&10%

Butter and Cheese Triers
Ordinary Black Handle 25%
Humason & Beckley's 40%

Butt and Rabbet Gauges
Stanley's ..... 25&10%

Butts
BRASS—
Wrought Brass, list September, 1896 .... 30%

CAST IRON—
Fast Joint, broad ..... 40&10@50%
Fast Joint, narrow ..... 40&10@50%
Loose Joint ..... 70&5@75%
Loose Joint, Japanned ..... 70&5@75%
Loose Joint, Jap. with Acorns ..... 70&5@75%
Loose Pin ..... 70&5@75%
Mayer's Hinges ..... 70&5@75%
Parliament Butts ..... 70&5@75%

WROUGHT STEEL—
Table and back flaps 75%
Narrow and broad 75%
Inside Blind 75%
Loose Pin 75%
Loose Pin, Ball and Steeple Tip 85%
Japanned, Ball Tip Butts ..... 79&10%
Bronzed Wrt. Nar. and Inside Blind Butts ..... 55&10% } Ex 10%@10&10%

Calipers
Bemis & Call:
Wing 60%
Double 65%
Inside and outside 55%
Straight leg 65%
Call's Pattern, inside 55%

Can Openers
American ..... ₱ gross, $1.75@$2.00
Goodell's Acme ..... ₱ gross, 6.00
Hopper's ..... ₱ gross, 15.00
No. 5, iron handle ..... ₱ gross, $2.00@2.25
Phœnix 40%
Sardine Scissors ..... 75&10%
Sardine Scissors, forged steel .. ₱ doz., $4.50
Sprague, Nos. 1, $3.00; 2, 2.25; 3, 2.50 .. 75&10%
Universal, ₱ doz 50%

Cartridges
See Ammunition.

Casters
Bed ..... 70@70&10%
French or Philadelphia Iron wheel 75%
Plate ..... 60@60&10%
Payson's Furniture ..... 70&1&10%
Payson's Truck ..... 70&10%
Standard, Ball Bearing 45%

Cattle Leaders
Humason, Beckley & Co's 70%
Sargent's ..... 70&10%
Welton's ..... 70&10%

Chain
American Coil, Straight Link:
Inch	₱ 100 Lbs.
3-16	$7.50
¼	5.35
5-16	4.40
⅜	3.70
7-16	3.55
½	3.45
9-16	3.40
⅝	3.35
¾	3.30
⅞	3.25
1 to 1¼	3.25

Covert Manufacturing Co., Breast chain, Halter chain, Heel chain, Rein chain, Stallion chain ..... 35&5%

Galvanized Pump chain, ₱ lb ..... 5@5½c
Ger. coil, list July 24, '97 ..... 60&10%@60&10&10%
Ger. Halter chain, list July 24, '97 .60&10&10%
Jack chain, Iron ..... 60&10@60&10&5%
Jack chain, Brass ..... 60&10@60&10&10%
Oneida Wire Dog chains ..... 45@50&5%
Trace Wagon and Fancy Chains:
New list ..... 60@60&10%
Bridgeport Trace chains 65%
Stake chains 65%
Heel chains 30%

COW TIES—
American ..... 45@50%
Niagara ..... 45&5@50&10&5%
Covert Mfg. Co.:
Cotton 45%
Hemp 45%
Jute 50%
Sisal ..... 30&10%

Chain Guards
Aluminum S. & N. Co 50%

Carpet Stretchers
Montross' "Excelsior," ₱ doz., $6.00 .... 20%
Bullard's 33⅓%
Cast Iron, Steel points, ₱ doz 30%
Sockets, ₱ doz ..... $1.75@$2.00

Carpet Sweepers
Bissell's Cyco Bearing:	₱ Doz.
"Parlor Queen"	$30.00
"Elite"	29.00
"Boudoir"	27.00
"American Queen"	27.00
"Ideal"	25.00
"Gold Medal"	24.00
"Premier"	24.00
"Superior"	24.00
"Prize"	24.00
"Welcome"	24.00
"Grand Rapids," nickel	24.00
"Grand Rapids," Japan	22.00
"Standard," nickel	22.00
"Standard," Japan	20.00
"Crown Jewel," nickel	21.00
"Crown Jewel," Japan	19.00
"Crystal"	36.00
"Grand," length of case, 17 inches	36.00
"Club," length of case, 24 inches	54.00
"Hall," length of case, 28 inches	60.00
"Junior," nickel, length of case 12⅝ inches	22.00
"Junior," Japan, length of case 12⅝ inches	20.00
"Misses"	9.00

Sterling Carpet Sweepers:	₱ Doz.
Model A, Nickel trimmings	25.00
" B, Japd. "	21.00
" " Nickel "	23.00
" C, " "	21.50
" D, Japd. "	19.50

Carpet and Rug Beaters
	₱ Doz.	₱ Gro.
No. 12, Wire, Tinned	$0.85	$ 9.50
" 11, Wire, Coppered	1.10	12.00
" 11, Wire, Tinned	1.20	13.50
" 10, Wire, Glavanized	1.50	18.00

Cherry Stoners
Enterprise ..... 25@30
Goodell's Family, net ₱ doz $5.00
Rollman's, net, ₱ doz 6.00

Chisels
SOCKET FRAMING & FIRMER—
Standard Makes ..... 70&10@75%
L. & I. J. White ..... 30@30&5%
C. E. Jennings & Co., No. 70 ..... 25&10%
Jennings & Griffin Mfg. Co ..... 65&2&10%

TANGED & MISCELLANEOUS—
W. & S. Butchers' ..... $4.75@$5.00to£
C. E. Jennings & Co ..... 25&10%
Jennings & Griffin Mfg. Co.:
Tanged Chisels ..... 25&10%
Tanged Gouges ..... 25&10%
Tanged Firmers ..... 40%&10%
Tanged Gouges 40%
L. & I. J. White ..... 25&5%

COLD CHISELS—
Good quality, ₱ lb ..... 13&16c
Snell's best C. S ..... 50&10%
Cronk's 50%

Cleaners, Sidewalk
	₱ Doz.
Challenge Shank	$3.25
Star Shank	3.25
Star Socket	4.00

Clippers
HORSE—
Chicago Flexible Shaft Co's.:
	Each.
Lightning eBit Clipping Mach.	$15.00 15%
New '98, Chicago	8.75 15%
1902 Chicago	10.75 15%
Twentieth Century	5.00 20%

Cocks, Brass
Hardware List:
Compression, Plain bibbs, Globe, Kerosene, Racking, &c., Cocks .... 70&10@75%

Coffee Mills
Box and Side ..... 50&10@60%
Enterprise Mfg. Co ..... 25@30%
Lane Bros. Co 30%

Compasses, Dividers, &c
Athol Calipers and Dividers 40%
Bemis & Call Co's.:
Compasses 50%
Dividers 65%
Compasses, Calipers, Dividers .. 75@75&10%
Stevens' "Ideal" ..... 25&10%
Stevens' "Leader" ..... 25&10%

Coopers' Tools
Bradley's:
Hoop Drivers 25%
Rivet Sets 20%
Cold Chisels ..... 20&5%
Punches 15%
Vises 15%
Inshaves 20%
Barton's ..... 20@20&5%
L. & I. J. White ..... 20@20&5
Sandusky Tool Co ..... 25&10@60&10%

Corkscrews
Detroit Cork Screw Co 33⅓%
Humason & Beckley Mfg. Co ..... 50&10%
Samson, ₱ doz $10.00

Corn Hooks
	₱ Doz.
Kretzinger Cut-Easy ..... net	$6.00

Corn Knives and Cutters
Bradley's ..... net
Wadsworth's ..... net $1.50

Countersinks
Mayhew's Diamond ..... 40@45%
Smith's 25%
Snell's 40%
Wheeler's Patent 50%

Cow Ties
See Chain.

Crayons
Sargent's List 20%
Dixon's:	₱ Gro.
Eclipse ..... 7 in., $3.75; 9 in.,	$4.25
Emerald	5.00
Oriole	5.00
Rainbow	3.12
Solid	7.50
Tallors, black, $5.25; red and blue	9.50

Curry Combs
Kohler's 40%
The Metal Stamping Co 40%
Southington Cutlery Co's ..... 35&10%

Cutlery
Foster's Pocket 30%

Diggers
See Post Hole, etc.

Dividers
See Compasses, Dividers, etc.

Dog Collars
Walter B. Stevens & Son:
Brass 40%
Embossed Gilt ..... 30&10%
Leather 40%
Union Hd'wre Co., new list ..... 50@50&10%

Door Checks
Bardsley's 40%
Columbia ..... 50&10%
Eclipse ..... 60&10%
Home ..... 50&10%
Pullman's Screen, ₱ doz. net $4.50

Door Holders
Empire 50%

Door Springs
Columbian Steel 20%
Faultless 50%
Gem (Coil), list Oct. '95 ..... 30%
Pullman, Perfect 20%
Pullman Coil 20%
Star (Coil), list Oct. '95 ..... 30%
Torrey's Rod, 39 in., ₱ doz. net $1.25
" " 48 in., " " " 1.50
Victor, Coil ..... 50&10&10%
Chicago Coil Springs ..... 40&10%
Reliance Coil Springs ..... 40&10%

Drain Cleaners
Iwan's Adjustable 35%
Iwan's Stationary 45%

Drawer Pulls
Drawer Pulls, Griffin Mfg. Co., list .. 75&10%
Sargent's list 60

Drawing Knives
Standard Makes ..... 70&10@75%
Adjustable Handle ..... 25@25&10%
Bradley's ..... 40@45%
Jennings & Griffin ..... 65&2&10%
Watrous ..... 15%&10%
L. & I. J. White ..... 20&5@25%

Drills and Drill Stocks
Automatic Boring Tools, Goodell's ..... 40&5@40&10%
Blacksmiths' 60%
Breast, Goodell's ..... 25@30%
Breast, Miller's Falls, each $3.00 .... 15&10%
Stearns' bench 30%
Hand, Goodell's ..... 30&10%
Whitney's Hand Drill, No. 1, $10.00, Adjustable, No. 10, $12.00 ..... 33⅓%

TWIST DRILLS—
See Augers and Bits.

Egg Beaters
Holt-Lyon Co.:	₱ Doz.	₱ Gro.
No. 5 Japanned, Dasher flared	$0.85	$9.50
No. A, Japanned, 6 doz, $6.80	1.15	13.00
No. 1, Tinned	1.40	16.20
No. B, Japanned, hotel size	1.85	22.00
No. 6, Japanned, Dasher flared	1.65	19.20
No. 2, Tinned, hotel size	2.00	24.00
Taplin Mfg. Co.:		₱ Gro.
No. 60 Improved Dover		$ 6.00
No. 75 Improved Dover		6.50
No. 100 Improved Dover		7.00
No. 102 Improved Dover, Tinned		8.50
No. 150 Improved Dover, Hotel		15.00
No. 152 Improved Dover, Hotel T'd.		17.00
No. 200 Improved Dover, Tumbler		8.00
No. 202 Imp'd Dover, Tumbler T'd.		9.50
No. 300 Imp'd Dover Mammoth ₱ doz		2.00

Escutcheons
Wood 25%

Farriers' Knives
	₱ Doz.
"Challenge"	$3.00
Popes	3.00
Wilkinson's, net	3.00
Westenholm's	3.25

Faucets
Iron Petroleum ..... 70@70&10%
John Sommer's "Peerless," Tin Key 40%
"Boss," Tin Key 50%
"Victor," Metal Key ..... 50&10
"Duplex," Metal Key 60%
"I. X. L.," Corked Lined 50%
"Reliable," Cork Lined ..... 50&10%
"O. K.," Cork Lined 50%
"Chicago," Cork Lined 60%
"Perfection," Cedar 40%
"No Brand," Cedar 50%

SELF MEASURING—
Enterprise ₱ doz. $36.00 ..... 40&10%
Lane's ..... $40.10&2%

Files
DOMESTIC—
New list, Nov. 1, 1899:
American ..... 75&10@75&10&10%
Arcade ..... 75&10@75&10&10%
J. Barton Smith ..... 75&10@75&10&10%
Disston's 75%
Disston's Superfine 50%

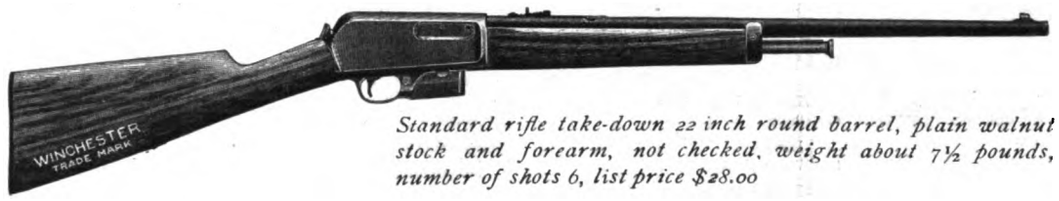
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NOW READY, THE

WINCHESTER

MODEL 1905

.32 and .35 Caliber Self-Loading Rifle



Standard rifle take-down 22 inch round barrel, plain walnut stock and forearm, not checked, weight about 7½ pounds, number of shots 6, list price $28.00

WE are now ready to fill orders through the regular trade channels for this rifle. It is the first rifle of the self-loading type made for center fire ammunition, and, as the cartridges it handles are desirable either for hunting or target practice, it is bound to be a ready seller. For this reason, and also because the big game hunting season is almost here, we urge the trade to place their orders at once for this rifle and the cartridges it handles. The cartridges this rifle handles are of the modern smokeless type, using metal patched bullets, and are furnished either full metal patched or soft point metal patched.



Soft point or full metal patched, list price per 1000 $27.50



Soft point or full metal patched, list price per 1000 $27.00

WINCHESTER REPEATING ARMS CO., New Haven, Conn.

Eagle ..... 75&10@75&10&10%
Great Western ..... 75&10@75&10&10%
Kearney & Foot ..... 75&10@75&10&10%
McClellan ..... 75&10@75&10&10%
Nicholson ..... 70&10@75&5%
Nicholson's X. F. Files ..... 40@40&10%
Royal ..... 80@80&10%

IMPORTED—
Stub's ..... Stub's list, 30@33⅓

Filters

Acorn 50%
Fulper's Natural Stone ..... $3.50@$13.50
Subject to trade discount.

Fish Hooks

Am. Fish Hook Co. list ..... 60@60&10%
Kirby & Limerick, low list (50c. base) ... 10%

Fishing Tackle

Bishop's.	₱ Doz.
Level Winding Jeweled Reel	$78.00
Level Winding Steel Pivot Reel	66.00
Auto Even Spooler	80.00
Gun Cleaner	4.20
Lightening Fish Scaler	3.00
Fish Hook Shield	3.00

Fish Scalers

Covert's Saddlery Works:
Great American ..... 60&20%

Fruit, Wine & Jelly Presses

Enterprise ..... 20@25%

Fry Pans

Standard list ..... 70&10%

No.	0	1	2	3	4
₱ doz.	$3.00	$3.75	$4.25	$4.75	$5.25
No.		5	6	7	8
₱ doz.		$6.00	$7.00	$8.00	$9.00

Gauges

Remis & Call's Steel 50%
Clapboard ..... 25&10%
Disston's Mortise 70%
Marking Mortise, etc 60%
Stanley's 35%
Starrett's Surface, Center and Scratch. 25&10%
Wire, Morses 25%
Wire, P. S. & W., low list ..... 30@30&10%

Gimlets

"Diamond" Gimlets, ₱ gro ..... $4.00@$4.25
Double Cut ..... 40&10&50%
Metal Head ..... 50&10%
Wood Head 50%

Gimlet Bits

See Augers and Bits.

Globe and Racking Cocks

See Faucets.

Glue

Le Pages Liquid ..... 25&25&10%
Mystic 40%
Martins ..... 40&10%

Glue Pots

See Hollow Ware.

Graters

Enterprise ..... 25@30%

Graphite, Lubricating

Dixon's Pure Flake:
632— 1 lb. cans ..... 20c. ea
633— 5 lb. screw top tin cans ..... 85c. ea
634— 10 lb. screw top tin cans ..... $1.60 ea
644— 25 lb. boxes ..... 15c. lb
645— 50 lb. boxes ..... 14½c. lb
646—100 lb. kegs ..... 14c. lb
647—350 lb. barrels ..... 12c. lb

Grindstone Fixtures

Cronk's 50%
Forest City ..... 30@30&10%
Sargent's Patent ..... 60&10&10%
Stowells Extra Heavy ..... 50&10&10%
Stowells Light ..... 60&10%

Gunpowder

See Ammunition.

Gun Wads

See Ammunition.

Hafts

Brittons, ₱ doz $6.50

Halters

Covert Mfg. Co.:
Jute Rope Halters 50%
Sisal Rope ..... 30&10%
Web Halters ..... 35&5%

Hammers

HANDLED HAMMERS—
Cheney's:
Adze Eye and Plain ..... 40&10&10%
Blacksmiths and Riveting ..... 50&10%
Machinists and Engineers ..... 60&5%
Magnetic tack, Nos. 1 $1.25 2 $1.50 3 $1.75
40&10@40&10&10%
Maydole's ..... 33⅓&5@40&10%
Sargent's new list 40%
Fayette R. Plumb:
Plumb, A. E. Nail ..... 33⅓&7½%
Engineers and B. S. Hand ..... 50&12½%
Quaker City Hammers ..... 40&5%
Riveting and Tinners' ..... 40&2½%

HEAVY HAMMERS & SLEDGES—
Under 3 lb 50c lb ..... 80&10@85%
3 to 5 lb 40c lb ..... 80&10@85%
Over 5 lb 30c lb 85%
Wilkinson's Smiths ..... 9½c@10c ₱ lb

Hammock Ropes

Covert Mfg. Co.:
Jute ..... 40&5%
Sisal 20%

Hand Cultivators

Ulrich Mfg. Co.:
Osborne's, ₱ doz $15.00

Handles

WOOD—
Auger, assorted, ₱ gro ..... $2.75@3.00
Auger, large, ₱ gro 3.25 3.50
Auger, Ives' Pat., No. 1 ..... 60&10%
No. 2 to 8 ..... 40%
Axe, Pick, etc ..... 50&10@60%
Bliss Mfg. Co.:
Chisel, Brad Awl, File, Auger, Soldering Iron ..... 25@33⅓
Brad Awl, ₱ gro $1.75 $2.00
Chisel, Worcester, leather capped, ₱ doz. net $1.50
File, assorted, ₱ gro ..... $1.40@$1.50
Firmer, Chisel, Apple, assorted, ₱ gro. $2.25@$2.75
Hammer, Hatchet 50%
Hoe, Rake and Fork ..... 45@50
Rollis Hdw. Co. Hafts, $9.00 ..... 40&10%
"Simplicity" File Hdls, ₱ gro ..... $ .90&1.50
Saw and Plane ..... 40&10@50%
Shovel and Spade, Wood D Handle 40%
Shovel and Spade, Long Handles .. 40&5@50%

CROSS-CUT SAW HANDLES—
Atkins ..... 40&5%
Champion ..... 45@45&10%
Disston's 50%

Hangers, Barn Door

Old Pattern ..... 60&10%
New England ..... 66⅔@70
Chicago Spring Butt Co.:
Fraction 25%
Oscillating 25%
Big Twin 25%
Lane's:
Covered ..... 60&2%
Hinge Pattern, net ..... $6.08 ₱ doz.
Standard ..... 60&5%
Special, No. 25 ..... $3.50
" " 30 ..... 3.90
" " 40 ..... 5.00
" " 20 ..... 6.25
Track for same, ₱ 100 ft. net 3.75
Cronk's:
Nos. 1, 1½, 2 and 3 ..... 60&10%
Nos. 11, 12 ..... 70%
Nos. 22, 21½, 22 ..... 60%
Nos. 32, 50 ..... 60&20%
No. 44 ..... 60%
McKinney's, "None Better", No. 2, $18; No. 1 Special, $15, ₱ doz. pr. 60&10%
Myers' Stay-on ..... 60&5%
Wilcox's New Century ..... 50&10&10%

Hangers, Garment

Pullman's ..... ₱ gro. net $9.00

Hangers, Parlor Door, Etc

Lane's:
Standard ..... net $3.20
Ball Bearing ..... " 4.15
No. 105 ..... " 3.85
New Model ..... " 2.25
New Champion ..... " 2.85

Hardware Shelving

OAK CABINETS—
J. D. Warren Mfg. Co.:
No. B 438, 40 drawers, no partitions, run. ft., $3.50; net each $30.00
No. 1656, 58 drawers, no partitions, run. ft., $4.38; net each 76.47
No. 1658, 84 drawers, no partitions, run. ft., $6.52; net each 54.28

OAK BASES—
No. 1700, open base with center shelf, run. ft., $1.35; net each 15.40
No. 1702, open base with center shelf, run. ft., $2.25; net each 18.75
No. 1708, with two adjustable center shelves, run. ft., $2.75; net each 22.92

NAIL BIN BASES—
No. 1782, 12 spaces, 150 lbs. each, run. ft., $2.71; net each 22.57
No. 1770, 8 nail spaces and 4 open shelf spaces above, run. ft., $3.10; net each 25.84
No. 1772, 8 nail spaces and 6 assorted oak drawers above nail bins, run. ft., $3.68; net each 30.68

Hasps and Staples

Cronk's 50%
McKinney's "Perfect", $1.10 ₱ doz 50%
Wrought ..... 90&10@10%
Wrought, Stanley 80%
Wrought, Griffin 80%

Hatchets

See Axes.

Hay Tools

F. E. Myers & Bro.:
Myers Unloader, double steel track .. $7.00
Myers Unloader, wood track 7.00
Comb. Car, Double steel T 7.00
Comb. Car, wood track 7.00
Rev. Car, Double steel track 7.00
Rev. Car, wood track 7.00
Myers Unloader, cable 7.00
Myers Unloader, single rail 7.00
Sure Grip Sling Car, steel or wood track 12.02
Dbl. Rail steel track, complete, ₱ ft. .20
Single Rail steel track, complete, ₱ ft .20
D. H. Fork steel, regular, each 1.50
Nellis Fork, each 3.00
Double Grapple Fork, each 7.00
Sprouts, Shear Fork, each 1.50
Walker Fork, each 2.50
Conmon 6 in. wood sheave pulley, Fig. 433, ₱ doz 3.20
Faultless steel frame K. P. pulley, Fig. 435, ₱ doz 4.00
Faultless Steel Frame, 6 in. plain pulley, Fig. 485, ₱ doz 3.50
Malleable Frame K. P. pulleys, Fig. 676, ₱ doz 4.60
Reed Wood Frame pulley with hook, Fig. 434, ₱ doz 4.00
Steel Frame pulley with iron sheave, Fig. 565, ₱ doz 3.50
Floor pulley, wood sheave, Fig. 486, ₱ doz 4.50
Hanging Hooks for double steel track, ₱ doz 1.40
Hanging Hooks for single steel track, ₱ doz 1.40
Hanging Hooks for wood track, 10 in., ₱ doz 1.00
16 in., ₱ doz 1.20
Floor Hooks, ¾ in., ₱ doz 1.40
Malleable Rafter brackets, ₱ doz ..... .70
Wrought Rafter brackets, ₱ doz ..... .70
Rope Hitch, ₱ doz 3.20
Discount on above 50%

Hay and Straw Knives

Auburn Hay, com. and spear point .. 40&10%
Iwan's Hay, sickle edge, ₱ doz., net ... $9.50
Iwa 's Hay, imp. serrated, ₱ doz., net. 10.00
Kouble's Hay, sickle edge, ₱ doz., net. 10.00
Auburn Straw ..... 40&10%
Wy month, pat ..... 65&5%
Wadsworth's ..... 40&5%

Hedge Trimmers

Wadsworth's:
No. 1, ₱ doz., net $8.00
No. 2, ₱ doz., net 6.00

Hinges

WROUGHT IRON HINGES—
Screw Hook and Strap { 6 to 12 in., ₱ lb .... 3½c; 14 to 20 in., ₱ lb .... 3c; 22 to 36 in., ₱ lb 2½c

STRAP AND T HINGES—
New list, Dec. 20, 1904:
Light Strap Hinges 70%
Heavy Strap Hinges ..... 75&5%
Light T Hinges 65%
Heavy T Hinges 60%
Extra Heavy T Hinges ..... 70&10%
Hinge Hasps 50%
Corrugated Heavy Strap ..... 70&5%
Corrugated Ex. Heavy T ..... 70&10%
Extra 10%

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SPRING HINGES—

Bommer Brothers:
- Bommer Spring Hinges 40%
- Bommer B. B. Floor Hinges 40%

Bardsley's Patent Checking 15%

Chicago Spring Butt Co.:
- Chicago Spring Butts 25%
- Triple End Spring Butts 50%
- Chicago Ball Bearing Floor Hinge 50%
- Garden City Fire Engine House Hinge 25%
- Chicago Saloon Door Hinge 25%

Columbian:
- Steel Hinges 60%
- Floor Hinges 60%
- American 30&5%
- Gem 30%
- Oxford 30&5%
- Acme, Steel 35%
- " Brass 25%

Niles Mfg. Co 30%

GATE HINGES—

Clark's, Nos. 1, 2, 3 50&10@60&10%
N. E., ₱ doz., $7.80 60%
N. E., Reversible, ₱ doz., $5.80 60%
N. Y. State, ₱ doz., $4.90 60%
Western, ₱ doz., $4.20 60%

BLIND HINGES—

Parker 70&10@70&10&10%
Sargent's, Nos. 1, 3, 5, 11, 13 75%
W. H. Co's., No. 2 Mortise Gravity 60%
Stanley's Steel Gravity Blind Hinges with Screws, $1.30 ₱ doz. sets 30&10%

Hitching Cords

Covert Mfg. Co 45&2%
Covert Mfg. Co —
Hitchers Stall 35%

Hollow Ware

ENAMELED—

Lalance & Grosjean Mfg. Co. list Nov. 1, '01:
- Agate Nickel Steel Ware 50&20%
- Pearl Agate Ware 50&20%
- Blue and White Ware 60&15%
- All White Ware 50&20%
- Regal Steel Ware 60&10%
- Peerless Ware 70&10%

Granite Ware, list Jan. 1, 1894, revised Jan. 2, 1895 40&10%

Iron Clad:
- Peppered Ware, high list 70%
- Mottled Ware, high list 75%

STOVE HOLLOW WARE—

Blacklock:
- Ground 55@60&10%
- Plain or Unground 60@65&10%
- Country Ware ₱ 100 lbs. net $2.75@$3.00
- Enameled Ware 50@55&10%

WHITE ENAMELED WARE—

Maslin Kettles 70%
Tinned Boilers and Saucepans 40@45%
Enameled 50@55%

GLUE POTS—

Tinned 35%
Enameled 40%

SILVER-PLATED HOLLOW WARE—

4 mo. or 5% cash in 30 days.

Hartford Silver Plate Co 40&5%
Holmes & Edwards Silver Co 40&15&5%
Meriden Brittania Co 40&10%
Rogers & Brother 40&5%
William Rogers Mfg. Co 40&10%

Hooks

BUSH—

Jennings & Griffin's 33⅓&5%
Wadsworths 60%

CAST IRON—

Ceiling, Sargent's list 50&10@60%
Chandelier 60@60&10%
Clothes Line, Sargent's list 50&10&10%
Coat and Hat, Sargent's list 50&10@60%
Coat and Hat, Stowell's 70%
Harness, Sargent's list 50@50&10%
Lamp 60@60&10%
Picture 50&10%
Screw Hat 60&10@70%
Wardrobe 69&10@60&10&10%

WROUGHT IRON AND STEEL—

Cotton, ₱ doz. $1.25
Wrought Staples, Hooks, &c. See Wrought Goods.

MEAT—

Enterprise 40%
Humason & Beckley, new list 35&10%

WIRE—

Atlas, new list, single cases 75%
Ten case lots 75&10%
Wire Coat and Hat, Acme 60@60&10%
Wire Coat and Hat, Gem 60&10%
Wire Ceiling, Gem 60&10%

MISCELLANEOUS—

Belt 80&10%
Covert Mfg. Co.:
Safety Gate and Scuttle Hooks 35&5%
Grass, Wadsworth's 60%
Gronk's, Grass, ₱ doz. $3.00
Hooks and Eyes, Brass 60&10&10%
Hooks and Eyes, Mal. Iron 70&10%
Cotton, box and hay 60@10&10%

Horse Clippers

See Clippers.

Horse Nails

Nos.	6	7	8	9	1	
A. C	25c	23c	22c	21c	21c	40&5%
American, all sizes, net						9⅓c
Nos.	6	7	8	9	10	
Anchor and New Haven	23c	21c	20c	19c	18c	40% @40&5
Nos.	6	7	8	9	10	
Ausable	28c	26c	25c	24c	23c	50&10%
C. B. K	25c	23c	22c	21c	21c	40%
Capewell	19c	18c	17c	16c	16c	10&5%
Champlain	28c	26c	25c	24c	23c	40&10@50%
Clinton Fin	19c	17c	16c	15c	14c	30&10%
Essex	28c	26c	25c	24c	23c	40&10@50%
Lyra, all sizes, net						9⅓c
Maud S	25c	23c	22c	21c	21c	50%
Neponset, Nos. 5 to 10, ₱ lb						12c
Northwestern	25c	23c	22c	21c	20c	25&25&5%
Putnam	23c	21c	20c	19c	18c	33⅓%
New Hutnam	19c	18c	17c	16c	16c	10&10%
Vulcan	23c	21c	20c	19c	18c	25&10%
Western, net						8⅓c

Horse Shoes

F. O. B. Pittsburgh:
Horse and mule, Iron, ₱ keg $4.00
Steel, ₱ keg 3.75

Horse Ties

Covert Mfg. Co.:
- Cotton 45%
- Hemp 45%
- Sisal 50%
- Jute 30&10%

Hose, Rubber

Boston Belting Co.:
- "Boston" 50%
- Niagara 60%

N. J. Car Spring & Rubber Co.:
- Extra Para 40&10%
- Reliable 50&10%
- Staple 60&10%

Standard 70&10%

Hose Bands

Star Hydrant 80&20%
Steam 70%

Ice Awls, Chippers &c

Copeland Ice Pick, ₱ gross $9.00 net
Crown net
Gem Ice Shave net
Sargent's Ice Awls 55%
Snell's 50%
Star net

Ice Cream Freezers

See Freezers, Ice Cream.

Ice Shredders

Enterprise, No. 33, ₱ doz. $6.00 25@30%
No. 34, ₱ doz. 15.00 25@30%

Jack Chain

See Chain.

Jacks

See Wagon Jacks.

Jack Screws

See Screws.

Kettles

Spun brass, plain 20@25%

Knives

Kimball's:
- Bread Knives, ₱ doz. $1.50 20%
- Butcher Knives 25%
- Shoe Knives 25%

Cronk's Chopping 33⅓%
Dunlap Kitchen and bread Knives 25%
Foster Bros., butcher, &c 30%
Cable and Pocket, see Cutlery.
Wilson's Butcher Knives net

Knives, Hay and Straw

Wadsworth 40&10%

Knife Sharpeners

Pike's:
- Nat. Grit Carving Knife Hones ₱ doz. $3.00
- Solid Stone Carving Knife Hones ₱ doz. $2.50
- Quick Edge Pocket Knife Hones ₱ doz. $3.00
- Mounted Kitchen Sandstone ₱ doz. $1.50

40%

Knobs

Bardsley's wood, door, shutter and base 10@15%
Base, rubber tip, 2¼ in bead, ₱ gro. $1.15@$1.25
Dor Mineral 65@70c
Door Por. Jap'd 70@75
Door Por. Nickel $2.10@$2.20

Lanterns

C. T. Ham, Class A, B, C and D 40&10%

Latches

	₱ Doz.
Cronk's barn door, net	$2.00
Lane's Barn Door	40&10%

Lawn Mowers

Champion 75&10%
Clipper Improved 50&10&10&5%
Enterprise 40&10%
Genuine Philadelphia Mowers:
- Styles M, S, C, K, T 70&10%
- Style A (all steel) 60&10%
- Style E, low wheel 60&10%
- Style E, high wheel 70&10&5%
- Drexel, low list 40&10%
- Gold Coins, low list 40&10%

New Departure, high wheel 70&10%
New Departure, low wheel 75%
Pennsylvania 60&10

Lawn Sprinklers

Enterprise 25@30%
Philadelphia Lawn Mower Co.:
Philadelphia Lawn Sprinkler:

Nos.	1	2	3	
Per Dozen	$12.00	$15.00	$24.00	30%

Kohler's:
- Daisy, net, ₱ doz. $7.50
- Mystic 6.00
- Rainmaker 4.80
- Dew Drop 1.20

Lawn Swings Easy

Ulrich Mfg. Co., ₱ doz. $75.00

Leads

Covert Mfg. Co.:
- Cotton 45%
- Hemp 45%
- Jute 50%
- Sisal 30&10%

Lead Pipe, Etc

	₱ Lb.
Bar Lead	5¾@6c
Block Tin Pipe	35@37½%
Lead Pipe, full lenghts	5 to 5¾
Lead Pipe, tin lined	12½c
Sheet Lead, full rolls	6¼c

Lemon Squeezers

Berger Bros., ₱ doz. 8 in., $1.00; 10 in., $1.40 20%
Hotchkiss, Straight Flush, ₱ doz. $9.60
Little Giant 50@50&5%
Porc. lined, Iron, ₱ doz. $1.75
Porc. lined, Wood, ₱ doz. $1.25
Wood, common, ₱ gro. No. 0, $5.25 @$5.50; No. 1, $5.25@$6.50

Levels

C. E. Jennings & Co's.:
- Hexagon 25&10%
- Iron Bench, new design 25&10%

Hollis Hardware Co.:
- Adj. Steel 7 in., $24.00 40%
- 12 in., $27.00 40%

Lifters

See Transom Lifters.

Lines

Cotton and Linen Fish 40%
Cotton Chalk, 20 feet 40&10%
Cotton Trot 20%
Samson Cot., Nos. 4, $2.20; 4½, $2.75 20%
Silver Lake braided, ₱ gro., Nos. 0, $6.00; 1, $6.50; 2, $7.00; 3, $7.50 20%

Wire Clothes:

	18	19	20
1000 feet	$2.20	$2.00	$1.85
75 feet	1.80	1.70	1.80

Loaded Shells

See Ammunition.

Locks

DOOR LOCKS, LATCHES, &C—

Lockwood Mfg. Co 40%
R. & E. Mfg. Co 40%
Reading Hardware Co 45&20%
Sargent & Co 40&10%

CABINET—

Eagle Lock Co 33⅓%
Corbin 33⅓%
Yale 33⅓%

PADLOCKS—

Acme bicycle and satchel, ₱ doz., $9.00 40%
Ames Sword Co 40%
Brown's brass 25%
Brown's chain 25%
Champion 40%
Eagle 40%
Slaymaker's:
- General line 35&10%
- Scandinavian 90%
- " steel keys 50%

Smith & Egge bicycle 50%
Wrought Iron 75&10@80%
Yale Lock Co 60%

TRUNK—

Corbin's 25&10%
Eagle 40%

Machine Bolts

See Bolts.

Mail Boxes

See Boxes, Mail.

Mallets

Hickory 45@5&50%
Lignumvitæ 45@5&50%
Bliss:
Carpenters, Tinners, Box, Carvers 33⅓%

Maslin Kettles

See Hollow Ware.

Mattocks

Cronk's Garden 33⅓%
Regular Goods 70&10%@75%

Meat Cutters

American						30%
Nos.	1	2	3	4	B	5
Each	$5	$7	$10	$25	$50	$80
Dixon's, ₱ doz.						30&10@40%
Nos.	1	2	3	4		
Each	$14	$17	$19	$30		
Enterprise						25@25&7½%
Nos.	5	10	12	20	22	32
Each	$2	$3	$2.75	$6	$4.50	$6
Little Giant						33⅓@40%
Nos.	306	310	312	330	332	
Each	$35	$48	$44	$72	$68	
Woodruff's, ₱ doz.						30&1@40%
Nos.	100	150				
Each	$15	$18				
Beef Shavers (Enterprise)						25@30%

Meat Jiuce Extractors

Enterprise 25&30%

Metals, Anti-Friction

	₱ Lb
Magnolia Metal Co.:	
Defender	18c
Cosmic	10c
Magnolia, Anti-Friction	25c
Mystic	15c

f. o. b. New York or Chicago.

Melting Ladles

Monroe's Patent, ₱ doz., $4.00 40%
Sargent's 60@60&10%

Mitre Boxes

C. E. Jennings & Co 30&10%
Seavey's, ₱ doz., $30 40%
Stanley Rule and Level Co.:
Nos. 340 to 460 30%
Nos. 50 and 60 35%

Motors

COFFEE MILL—

Specialty Novelty Co., each $5.00

Nails

WIRE AND CUT NAILS—

See Review of the Markets for Quotations.
Wire nails and brads, Papered Assn list, July, 1899 90, 90&10%

PICTURE—

Niles' Patent 40%
Porcelain head, combination list 60&10%
Porcelain head, Sargent's list 60%

Nail Nippers

"Gem," ¼ gross lots, ₱ gross $21.00
" less quantity, ₱ dozen 2.00

Nail Pullers

Ajax, 5 lbs., ₱ dozen, net $7.50
Black Hawk, ₱ dozen 9.00
Cyclops 50&10%@50%
Cronk's, ₱ dozen, net $12.00
Eureka, No. 74, ₱ doz., net $8.50
Eureka, No. 75, ₱ doz., net $6.00
Giant, No. 1, ₱ doz., $18.00; No. 1¼, $16.50; No. 2, $15.00 30&5%
Lightning, ₱ doz., $18.00 20%
Morris No. 1, list $20.00 50%
National, ₱ doz., $24.00 10%
Pelican, ₱ doz., $ 9.00 40@40&10%
Rollis Hardware Co., No. 1, $18.00 50&10%

Nail Sets

	₱ Gro
Hunters, Cup Point, knurled	$10.00
Hunters, Cup Point, plain	9.00
Octagon	4.00@4.75
Round, assorted	3.00@3.25
Square	4.00@4.25
Snell's:	
Octagon, ₱ gro	$5.25
Corrugated	6.75
Knurled	6.75@7.50

Nippers

- Acme 50%
- Smith's cutting 50%
- Todd's cutting 50%

Nut Crackers

	₱ Gro
Acme, Japanned, $30.00	40%
Acme, Nickel Plated, $3.00	20%

Nuts

Cold Punched:

Mfrs. or U. S. Standard.	Off List
Square, plain	$4.20
Hexagon, plain	5.40
Square, C. T. & R	5.10
Hexagon, C. T. & R	5.80

Hot Pressed:

Mfrs. U. S. or Nar. Guage Standard	
Square, blank	5.40
Hexagon, blank	5.80
Square, tapped	5.40
Hexagon, tapped	5.80

Oils

- Linseed, city, raw, in barrels, ₱ gal. 49c
- Linseed, city, boiled, in barrels, ₱ gal. 51c
- Out of town on spot, ₱ gal 48c
- Calcutta, raw, in barrels, ₱ gal 60c
- Lard, prime city, ₱ gal 56@56c
- Lard, Extra, No. 1 49@49c
- Lard, No. 2 36@36c

Oilers

- Brass and copper 50&10
- Tin or steel 65&10

Cushman & Denison's: ₱ Doz
- Gem $ .50
- Leader .80
- Perfect oilers 1.50
- Star pocket oilers .75
- "Paragon," brass 45@50%
- "Paragon," zinc 60&10%

Wilmot & Hobbe Mfg. Co's. Steel anti-rust 70@70&10%
Zinc and tin 65@65&10%
American Tube & Stamping Co.:
Spring bottom cans 70@70&10%
Railroad oilers, etc 60@60&10%

Oil Stones, Etc

AXE STONES—

Pikes':

Hindostan, large axe	8c	₱ lb	40%
" small "	10c	" "	
Queer Creek Axe	20c	" "	

OIL STONES—

Pikes':

Lily White Washita	60c	₱ lb	40%
Rosy Red "	60c	" "	
Extra "	50c	" "	
No. 1 "	40c	" "	
No. 2 "	30c	" "	
Lily White " round edge slips	90c	" "	
No. 1 Washita, round edge slips	70c	" "	
Washita Pen Knife pieces	70c	" "	
No. 1 Hard Arkansas stone 3 to 5¼ in. long	$2.80	" "	33⅓
No. 1 Hard Arkansas stone 5¼ to 8 in. long	$3.50	" "	
No. 1 Soft Arkansas stone 3 to 5¼ in. long	$1.50	" "	
No. 1 Soft Arkansas stone 5¼ to 8 in. long	$1.70	" "	
Soft Arkansas, round edge slips	$2.50	" "	
Hard Arkansas, round edge slips	$4.00	" "	
Hard Arkansas Pocket Knife pieces	$4.00	" "	

Pikes':
Washita and Arkansas stones, mounted in pol. hardwood cases, all sizes 40%
India Oilstones, all grades and sizes 33⅓%

Queer Creek Oilstones	20c	₱ lb	40%
Chocolate Oilstones	50c	" "	
Regular Hindostan	8c	" "	
Small Hindostan	10c	" "	

Packing, Steam

RUBBER—

Boston Belting Co.:
- Phoenix, net ₱ lb. 50c
- Pimbago 50%

Pure Packing, "Excelsior" 50%
Extra 60%

MISCELLANEOUS— ₱ Lb

- American Packing 8c@10c
- Cotton Packing 16c@25c
- Italian Packing 9½c@12c
- Jute 4½c@5c
- Russian Packing 8½c@11c

Padlocks

See Locks.

Parers

APPLE—

Advance	₱ doz	$ 4.80
Baldwin	"	4.80
Bonanza Improved	each	6.50
Daisy	₱ doz	4.80
Dandy	each	7.50
Eureka Improved	"	30.00
Family Bay State	₱ doz	15.00
Improved Bay State	" "	36.00
Little Star	" "	5.00
New Lightning	" "	7.00
Reading, 72	" "	3.25
Reading, 78	" "	6.25
Rocking Table	" "	6.20
Turntable, '98	" "	6.00
White Mountain	" "	5.00

POTATO— ₱ Doz

- Saratoga $7.00
- White Mountain 6.00

Pencils

	₱ Gro
Dixon's:	
Carpenter's	$2.17@2.50
Carpenter's, blue or red lead	4.00@7.50
Office	1.87@2.50
Lumber	6.87
Colored lumber	9.00
Black artists	9.37
Colored	4.38@7.50
Assortment boxes	1.87@2.50

Percussion Caps

See Ammunition.

Picks and Mattocks

List Feb. 23, 1899 70&10&5%

Pipe Hangers, Conductor

Iwan's, Perfection wire 30%

Planes and Plane Irons

WOOD PLANES—

- Bailey (Stanley R. & L. Co.) 40%
- Bench, first quality 40&10%
- Bench, second quality 50&10%
- C. E. Jennings & Co 50&10
- Molding 33⅓&5

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IRON PLANES—
C. E. Jennings & Co., iron....50&10%
Sargent's....60@60&10%
Standard Tool Co....50@60&5%
Stanley Rule & Level Co.:
Bailey's....40%
Miscellaneous....35%

PLANE IRONS—
Buck Bros....30%
Butcher's....$5.00@5.25 to £
C. E. Jennings & Co....16⅔&10%
Stanley R. & L. Co....35%
L. & I. J. White....20&5@29%

Pliers and Nippers
Button....79&10@75%
Cronk & Carrier:
Pliers.
No. 1....60&10%
" 20, net....$9.00
" 40....75%
" 50....80%
" 65....40%
" 70....50%
" 80....40%
" 85....40%
Wm. Johnson's Gas Pliers....66⅔%
Smith's Side Cutting....25%

Plow Bolts
See Bolts.

Plumb Bobs
Keuffel & Esser Co....33⅓%

Plumbs and Levels
Cook's....40&10&10%
Davis':
Inclinometers....20%
Iron Levels....25&10%
Disston's....70%
Machinists'....25%

Pocket Levels
Stanley's....45%
Duplex....35%

Poachers
See Egg Poachers.

Police Goods
Tower & Lyons....25%

Polish Metal
Presoline Liquid, new list....40%
Prestoline Paste....40@40&10%
U. S. Metal Polish Paste, 3 oz boxes,
₱ doz....$ .50
₱ gross....4.00
¼ pound boxes, ₱ dozen....1.25
1 pound boxes, ₱ dozen....2.95
U. S. Liquid, 8 oz cans, ₱ dozen....1.25
₱ gross....12.00
Barkeeper's Friend Metal Polish
₱ dozen....1.75
₱ gross....18.00

Polish, Stove
Black Eagle benzine paste, 5 lb cans, ₱ lb....10c
Black Eagle, liquid, 10 oz. cans, ₱ doz....75c
Black Jack paste, ¼ lb cans, ₱ gross....9.00
Black Kid paste, 5 lb can, each....65c
Ladd's Black Beauty, ₱ gross, $10.00....50%
Joseph Dixon's, ₱ gross, $5.75....10%
Dixon's Plumbago, ₱ lb....8c
Fireside, ₱ gross....2.50
Gem, ₱ gross., $4.50....10%
Japanese, ₱ gross....3.50
Jet black, per gross....3.50
Peerless Iron enamel, 10 oz. cans ₱ doz....1.50
Wynn's:
Black silk, 5 lb. pail, each....70c
Black silk, ½ lb. box, ₱ doz....1.00
Black silk, 5 oz box, ₱ doz....75c
Black silk, ½ pint liquid, ₱ doz....1.00

Poppers, Corn
Square.	₱ Doz	₱ Gro
1 qt		$ 9.00
1½ qt		11.00
2 qt		13.50

Post Hole Diggers
Disston's Samson Digger, ₱ doz. $34....25%
Kohler's:
Little Giant....₱ doz., net $12.00
Hercules...." " 9.50
Invincible...." " 9.00
Pioneer...." " 7.20
Universal...." " 13.00
New Champion...." " 5.50
Rival...." " 7.50
Ryan's....₱ doz., $30.00....25%
Iwan's:
Split handle....₱ Doz net $7.00
Perfection...." 8.00
Rockford Tack & Nail Co.:
Rockford brand....₱ doz., " 6.50
Atlas pattern...." " " 7.50

Post Hole Augers
Iwan's Patent improved....40&5%
Perfection....₱ doz., net $8.25
Split handle...." " 7.50
Vaughan's, 4 to 9 in....6.00

Potato Hooks, Etc
Hoe Down Hooks....75&10&2%
Hop Hooks....60&10&2½%
Potato Hooks....70

Powder
See Ammunition.

Presses
See Fruit and Jelly Presses.

Primers
See Ammunition.

Pruning Hooks and Shears
Cronk's Pruning Shears, all styles....33⅓%
Disston's Combined Pruning Hook and Saw, ₱ doz., $18.00....25@25&10%
Disston's Pruning Hook, ₱ doz., $12.00....25@25&10%
Smith's:
Pruning Shears....60&10%
Rockdale Pruners....33⅓%
Standard Tree Pruners....75%
E. S. Lee & Co's. Pruning Tools....40%
P. S. & W. Co's. Shears....40%
Waters' Tree Pruners....75&10%

Pulleys
Awning....60@60&10%
Axle....50&10@60%
Brass screw....45&10%
Ceiling....50@10&60%
Clothes line, Japanned....60%
Common Sense....60%
Dumb Waiter....60@60&10%
Empire Sash Pulley....60%
Fox all steel....50%
"Grand Rapids," all steel....50%
Hay Fork, swivel eve., ₱ doz., 4 in., $3.75; 6 in., $5.00....55%
Hay Fork, Hartz, 4½ in., ₱ doz., $6.00....50&10%
Hay Fork, 5 in., solid, $5.70....50%
Hot House....50&10@50&10&10%
Stowell's Anti-Friction, 5 in. wheel, ₱ doz., $12.00....40%
Side, Anti-Friction....60%
Shade rack....45%
Upright....50&10@50&10&10%

Pumps
Cistern, best grades....60@60&10%
Pitcher Spout, best grades....75&80%
Power Pumps, Myers'....50%
Spray Pumps, Myers....50&10%
Spray Pumps, Kohler's:
Daisy, net ₱ doz....$ 7.50
Mechanical, net ₱ doz....7.50
F. E. Myers & Bro., low list:
No. 1, Fig. 338, 3 in. Shallow Well Pump....18.00
No. 3, Fig. 338, 3½ in. Shallow Well Pump....15.00
No. 5, Fig. 307, 3 in. Deep Well Pump....15.00
No. 6¾, Fig. 307, 3¼ in. Deep Well Pump....17.00
No. 14, Fig. 521, 3 in. Deep or Shallow Well Pump....15.00
No. 32, Fig. 522, 3 in. Deep Well Pump....17.00
No. 56, Fig. 331, 3 in. Shallow Well Pump....14.00
No. 59, Fig. 332, 3½ in. Shallow Well Pump....17.00
No. 70, Fig. 333, 2¼ in. Deep Well Pump....15.00
No. 72, Fig. 333, 3 in. Deep Well Pump....15.00
No. 102, Fig. 448, 3 in. Lift Pump....9.00
No. 108, Fig. 448, 3¼ in. Lift Pump..11.00
No. 128, Fig. 510, 3 in. Lift Pump....7.00
No. 131, Fig. 510, 3¼ in. Lift Pump..8.50
No. 225, Fig. 389, Windmill Pump..12.50
No. 235, Fig. 408, Windmill Pump..16.00
No. 240, Fig. 406, Regulator Pump..28.00
No. 302, Fig. 477, Spray Pump, complete....11.50
No. 330, Fig. 547, Knapsack Spray Pump....10.00
Discount 50% f. o. b. Ashland.
No. 268, Fig. 513, Low Down Tank Force Pump, net....5.00
No. 320, Fig. 492, Bucket Spray Pump, net....2.00

Punches
Bemis & Call Co's.:
Cast Steel Drive....50%
Morrill's....50%
Niagara Hollow....45%
Niagara Solid....55%
Saddlers' or Drive, good....60@65%
Snells' Tinners'....40&5%

Rail
Barn Door, Light, Inches...	½	⅝	¾
₱ 100 feet	$1.40	1.85	2.50

Barn Door, "None Better" No. 1, ₱ ft...3½c
Barn Door, "None Better" No. 2, ₱ ft....4c
B. D. for N. E. Hangers:
Angular, ₱ ft., 6c....70%
Double Flange, ₱ ft., 8c....70%
Cronk's:
₱ Ft
O. N. T. style, No. 18....3½c
Double braced....8c
Lane's:
O. N. T. 1 in., ₱ 100 ft., net....$2.75
O. N. T. 1¼ in., net....3.00
O. N. T. 1½ in., net....4.00
Hinge Hanger, 1 in., ₱ 100 ft....3.50
" " 1¼ " " " 3.96
Stowell's Wrought steel....25%
Sliding Door, Bronzed Wrought iron, ₱ ft....6½c
Sliding Door, Steel, Brass Plated, ₱ ft..5½c
Sliding Door, Wrought brass, 1¼ in ₱ lb. 36c....25@30%
Victor Track Rail, 7c ₱ ft....60&10&2½%

Rakes, Etc
Cronk's:
Malleable....70%
New Champion....75%
Victor....80%
Anti-Clog Lawn....75%
Never Break Garden....75&10%
Queen City Lawn....40%
Kohler's:
	Net
Lawn Queen, 20	$3.45
" " 24	3.60
Jumbo Lawn, 36	5.25
Paragon (wood head)	2.75
Steel Garden, 10th	2.24
" " 12th	2.40
" " 14th	2.64
" " 16th	2.88

Rasps, Horse
Disston's....75%
New Nicholson Horse Rasp...70&10@75&5%
See also Files.

Razors
Electric....List Net
Boracic....60%
Fox....50%
J. R. Torrey Razor Co....20%
Wostenholm & Butcher, $10.00 to £....10%

Razor Hones
Belgian German and Swaty, all sizes...50%

Registers and Ventilators
HOT AIR—
New list, July 1, 1905:
Black Japanned, White Japanned, Bronzed Finishes, Electro-Plated and Nickel Plated....70&10%
White Porcelain....60%
Solid Brass and Bronze Metal....50%

Revolving Chimney Tops
Iwans' Volcano....50&5%

Rifle Cleaners
Bishops':
Small Bore Rifle Cleaner, ₱ doz....$6.00

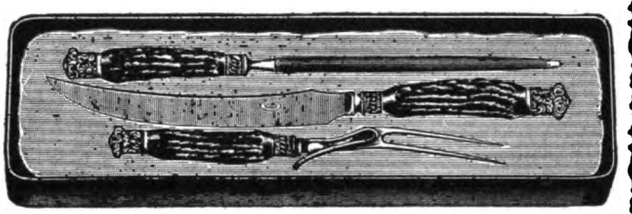
Rings
See Bull and Hog Rings.

Rivets and Burrs
COPPER—
Belt with Burrs....50&60@60%
Hose with Burrs....50&10@60%
IRON OR STEEL—
New list, Jan. 8, 1904.
Tinners....75%&5%
Miscellaneous....75%&5%

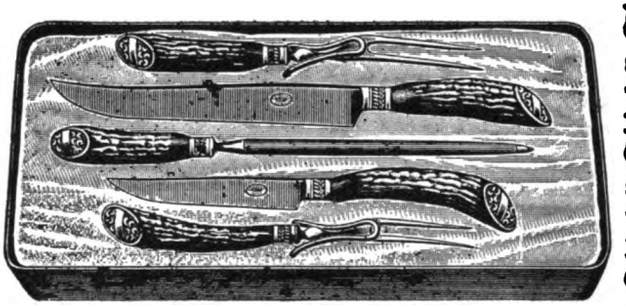
LAMSON & GOODNOW
Carving Sets

HAVING had "quality" for our watchword for sixty-eight years, we are turning out Carvers that are looked up to as the standard of quality.

Putting the best material into all our Carvers, and exercising scrupulous care in finishing them.



L. & G. Excellence



is the inevitable result. More than that: They are the most popular—the most profitable to buy and sell.

If you are not acquainted with the L. & G. proposition, write us. We'll send you our L. & G. Catalogue and quote you L. & G. prices on our entire line of cutlery.

Mention HARDWARE

Lamson & Goodnow Mfg. Co.

Shelburne Falls, Mass.

N. Y. Office: 45 Murray Street.

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Rivet Sets
Regular list....70%

Rollers, Stay
Cronk's:

Nos.	50	55	56	60	65
₱ Dozen	$1.00	.90c	.75c	.75c	.90c

Rope
	₱ Lb
Cotton Rope:	
Best ¼ in. and larger	16½c
Medium	14½c
¼ in. and larger	
Common	10½c
Jute Rope:	
A grade	6c
C grade	5½c
Manilla Pure:	
7-16 in. and larger	12c
⅜ in	12½c
¼ and 5-16	13c
Sisal, Pure:	
7-16 in. and larger	10c
⅜ in	10½c
¼ and 5-16 in	11c

Root Cutters
Lane's....25%

Rules
Athol, Steel....33⅓%
Boxwood....60&10@60&10&10%
Ivory....35&10@35&10&5%
Keuffel & Esser Co.:
Folding, wood....35&10%
" steel....33⅓&10%
Lufkin's:
steel....50&10%
Lumber....60%
Miscellaneous, Stanley's....60%

Sad Irons
DOVER ASBESTOS—
Polishing....50%
Pressing....50%
Laundry....45%
Sleeve....50%
Tourist....50%
Toy....50%
Blacklock:
Plain black in cases, ₱ 100 lbs....$2.75
Bronze finished in cases, ₱ 100 lbs....3.15
Aluminum finish, in cases, ₱ 100 lbs. 2.95
Full nickel, in cases, ₱ 100 lbs....3.75

COLD HANDLED—
Enterprise Mfg. Co. of Pa....20&5&5%

Safety Fuse
See Fuse.

Safety Lifts
Burr Mfg. Co., steel....70&10%

Sand and Emery Paper and Cloth
Baeder, Adamson & Co's. list:
Emery cloth....50&10@60%
Garnet paper....25%
Flint and emery paper....50&10@60%

Sash Balances
Caldwell Mfg. Co....50%
Pullman....50&10@60%
Victor bronze....75%
Victor steel....70%

Sash Chain
Competition....50&10%
Giant....40%
Monarch B. C. Co....70%
Pullman bronze....70%
Pullman cop steel....70&10&10%
Royal metal....65&5%
Steel B. C. Co....70&10%
Steel, copperplated....70%
Victor bronze....70%
Victor steel....75%

Sash Cord & Weight Fastener
Ives....40%

Sash Cord
Cable Laid Italian, ₱ lb....16@18c
Cable Laid Russia, ₱ lb....15c
Common India, ₱ lb....10c@10½c
Patent Russia, ₱ lb....14c
Patent India, ₱ lb....12½@13c
Silver Lake:
A Quality, drab, ₱ lb....40c
A Quality, white, ₱ lb....35c
B Quality, drab, ₱ lb....35c
B Quality, white, ₱ lb....30c

Sash Fasteners
Imperial....33⅓%
Sash rollers....70%
Ives casement fasteners....40%
Champion....50%
Monitor, steel....25%
Shutter sheaves....60%
Window screen sash lifts....62%

Sash Locks
Champion meeting rail....50%
Champion side....60%
Ives' patent:
Bronze and Brass....62½%
Crescent....50&10,
Iron....62½%
Window ventilating....60%
Robinson pat. ventilating sash lock....40%
Wrought bronze and brass....55%
Wrought steel....55%
Payson's signal....80%
Pullman patent ventilating....25%

Sash Weights
Ton lots at factory (Eastern)....$25.00

Sausage Stuffers or Fillers
Enterprise Mfg. Co....25@25&7½%
National Specialty Mfg. Co....80%

Saws
Atkins:
Band to 14 in. wide....90%
Band ½ to 3-16 in. wide....50%
Butcher....40&10%
Pruning and Compass....40%
Circular....50%
Cross Cut....35&5%
Gang....50%
Hand, Panel and rip....40%
Wood....40&10%
Diamond Saw and Stamping Works:
Sterling Kitchen saws....25%
Disston's:
Circular, solid and inserted tooth....50%
Band 3 in. to 16 in. wide....60%
Band ½ in. to 1¾ in....60%
Cross cuts....50%
Narrow cross cuts....55%
Mulay, mill and drag....50%
Framed wood saws....35%
Wood saw blades....35%
Wood saw rods....5
Hand saws, Nos. 12, 99, 9, 16, D100, D85, 120, 76, 77, 8....25%
Hand saws, Nos. 7, 107, 107½, 3, 1, 0, 00, combination....30%
Compass, keyhole, pruning, dovetail, &c....25%
Butcher saws and blades....35%
C. E. Jennings & Co's.:
Butcher....30&10%
Hand Panel, rip & other saws..20&2½&10%
Peace:
Cross cuts....50%
Hand panel and rip....30%
Richardson:
Circular and mill....50%
X cuts....50%
Hand saws....30%
Star, Butcher....25%

HACK SAWS AND FRAMES—
Chatillon....30%
Diamond Saw & Stamping Works:
Sterling hack and saw blades....35%
Sterling hack saw frames....20%
Disston's:
Concave blades....25%
Keystone flex. back and mach. blades.40%
Hack saw frames....30%
Griffin's:
Complete....40&10%
Saw blades....35&5&10%
Star, saws and blades....22%

Saw Filer
Disston's D8 Clamp and Guide, $80.00 ₱ doz....30%

Saw Frames
C. E. Jennings & Co....30%
Richardson's Wood....net

Saw Sets
Atkins,
Criterion saw sets, ₱ doz....$6.00
Excelsior saw tools, " " 6.00
Disston's Monarch, Nos. 1 & 10 & Star....30%
Hart's patent lever....20%
Kohler's:
"Giant Royal," ₱ doz. net....$8.50
"Royal," ₱ doz. net....5.00
Morrill's:
Nos. 1, $15.00; 10, $15.63; 11, $15.63....50%
Cross cuts, Nos. 3 & 4, $30.63; 5, $30.00..50%
Richardson's....25%
Seymour Smith & Son, hammer, ₱doz..$4.75
Stillman's, ₱ doz....1.00
Taintor's Positive, $18.00 ₱ doz....60%

Scales
Chatillon's:
Eureka....40%
Favorite....40%
Grocers' triple scales....50%
Family, Turnbull's....30@30&10%
Hatch:
Counter....40%
Tea....40%
Union Platform, plain....$1.80@$2.00
Striped....$2.00@$.20
Pelouze....50%

Scale Beams
Chatillon's No. 1....30%
Chatillon's No. 2....40%

Scrapers, &c
Adj. Box scrapers (S. R. & L. Co.) $6.00...45%
Box, 1 handle, ₱ doz....$2.00
Box, 2 handle, ₱ doz....$3.00@$4.00
Foot....55&5@60&5%
Ship, Common, ₱ doz., net....$2.40
Ship, R. I. Tool Co....10%

SIDEWALK—
Kohler's steel No. 7, ₱ doz....$2.50

Screens
DOOR—

	₱ Doz
Phillips.	
Style E, ¼ in	$10.00
Style O77, ¼ in	7.50
Style X Y, ¼ in	10.50

WINDOW AND FRAMES—
Phillips:
Flyer pattern....60&10@60&10&5%
Air Line pattern....60&10%
Perfection....60&10@60&10&5%
Screen frames....70&5&60&10%

Screw Drivers
Brace Screw drivers....25&10&5%
Buck Bros....30%
Screw Driver Bits....27½%
Champion....40%
Disston's Flat Blade, electric, telegraph and cabinet makers....70%
Electric spiral, No. 01, ₱ doz., net....$6.00
Electric spiral, No. 02, " " " 5.00
Ellrich's socket and ratchet....40&10%
Fray's hollow hdle sets, No. 3, $12.00....50%
C. E. Jennings & Co., No. 285....40&10%
Jennings & Griffin....66⅔%
Sargent & Co's.:
No. 1 forged blade....50&10@50&10&5%
Nos. 20 and 40....66⅔%
Screw Driver bits (Snell's) ₱ doz....60c
Stanley R. & L. Co's.:
No. 64, varnished handles....60&10%
No. 86....70&10%
Victor....55%
Defiancio....70%
Snell's No. 5....75%
No. 10....80%
Nos. 20 and 30....70%
Tower & Lyon:
Champion....40%
Magazine....25%
Machinists'....40%
Belsley's patent....33⅓%

Screws
WOOD SCREWS—
List July 22, 1908.
Drive screws, diamond point....87½&10%
Iron, bright flat head....87½&10%
Iron, bright round and oval head....85&10%
Brass, flat head....85&10%
Brass, round head....80&10%
Bronze, flat head....77½&10%
Bronze, round head....75&10%
Nickel Plated, iron flat head....77½&10%
Nickel Plated, iron round head....77½&10%

MACHINE—
List, January 1, 1898.
Brass, flat head; Brass, round head; Iron, flat head; Iron, round head...50@50&10%

COACH, LAG AND HAND RAIL—
G. P. Coach, list Oct. 1, '99....75&12½%
Hand Rail....70&10@75%
Lag screws, list Oct. 1, 1890.
Cone Point....75&17½%

BENCH, HAND, ETC—
Bench, iron, ₱ doz....1 in., $2.50@$2.75
1¼, $3.00@$3.25; 1½, $3.50@$3.75
Bench, wood, beech....30@30&5%
Hand, wood....30@30&5%
Jack Screws, Miller's Falls, roller bearing....50&10%
Jack Screws, Miller's Falls, without roller bearing....40&10&10%
Jack Screws, P. S. & W....50@50&5%
Jack Screws, Sargent's....70&10%

Scroll Saws
Cricket....10&10%
C. E. Jennings & Co....25%
Lester, complete, $10.00....15&10%
Rogers, complete, $4.00....15&10%

Scythes
₱ Doz
Wadsworth's:
Natural Finish, grass; Polished Blade, grass; Painted or Bronzed, grass; Clipper, grain; weed and bush....40%

Scythe Rifles
3-Coat, ₱ gro., $10.00 } 40%
4-Coat, ₱ gro., $12.00 }

Scythe Stones
	₱ Gro	
No. 1, Indian Pond	$ 7.00	40%
No. 2, " "	4.50	
White Mountain	9.00	
Black Diamond	12.00	
Lamoille	11.00	
Green Mountains	6.00	
Leader Red End	4.50	
Willoughby Lake	9.00	
Extra Quinnebog	7.00	
Pike's Corundum	24.00	
" Emery	15.00	

Seeders
Raisin, Enterprise....25@30%

Shears
Acme (cast)....40@40&5%
Ætna, Steel Japanned....60&20%
Ætna, Steel Nickeled....70&20%
Barnard Lamp Trimmers....40%
Carrier Cutlery Co.:
N. P. Straight Trimmers....68⅓%
N. P. Bent Trimmers....66⅔%
Japanned Straight....70&10%
Japanned Bent....70&10%
Cronks
Nickel Plated....60&10%
Japanned....60&20%
Heinisch's:
Straight Trimmers, etc..60&10@60&10&10%
Tailors' Shears....40%
Tinners' Snips....40%
Pruning, See Pruning Hooks and Shears.
Seymour's Standard List:
Japanned....70%
Nickeled....60%
Standard Cutlery Co.:
Japanned....70&10%
Nickeled....60&10%
Star Brand:
Nickel Scissors....60%
Nickel Shears....60%
Japan Shears....70%
Tailors' Shears....40&10%
Pruners....70%
Tinners' Snips....40&10%

Shears, Hedge
Wm. Wilkinson & Sons....50%

Sheaves
SLIDING DOOR—
Corbin's list....60&10&2%
Hatfield's Pattern....70&10@80%
Stowell's Anti-Friction....50%
Patent Roller....60&10@60&10&5%

SLIDING SHUTTER—
Sargent's list....70%

Shells
See Ammunition.

Ship Tools
L. & I. J. White....25%

Shot
See Ammunition.

Shovels and Spades
Association List, Nov. 15....40%
F. E. Kohler Co....net prices
Avery Stamping Co....net prices

Shutter Bars
Ives'....45%

Shutter Bolts
See Bolts, Shutter.

Sifters, Flour
Hunter's Genuine, ₱ gross....$10.50@$11.50

Skate Sharpeners
Eureka....₱ doz.. $1.75; ₱ gro., $18.00

Slaters' Tools
Plumbs....30%

Slaw and Kraut Cutters
Disston's:
Slaw, vegetable, corn grater, turnip shredder....40%
Kraut cutters, 24x7, 26x6, 30x9....55
Kraut cutters, 36x12, 40x12....40%
Enterprise Mfg. Co....25@30%
Tucker & Dorsey:
1 knife, ₱ gro....$18.@$20.00
2 knives, ₱ gro....$22.50@$30.00
Kraut cutters....40%
Woodrough & McParlin....40%

Sledges and Heavy Hammers
See Hammers.

Slicers
Vegetable, Enterprise....25%

Smiths' Bellows
See Bellows.

Snaps, Harness, &c
German, new list....40@40&10%
Sargent's:
Patent Guarded....66⅔%
Covered Spring....50@55%
Covert Mfg. Co.:
Covert Breast strap, bkle snaps....45%
Yankee Breast strap, bkle snaps....17½%
Breast strap protector....45&2%
Double for bits or trace carrier....45%
Trojan snaps....45%
High grade snaps....45%
Jockey snaps....35%
Derby snaps....30&2%
Rope snaps....35&5%
Yankee snaps....30&2%

Scythe Snaths
National Snath Co....45@50%
Grain cradles....40&12½%

Spoke Shaves
Bailey's (Stanley R. & L. Co.)....50&10%
Razor Edge....35%
Iron, ₱ doz....60&10%
Miller's Falls....15&10%
Seymour Smith & Sons, iron....25%
Wm. Johnson's:
Wood, best....30%
Wood, second quality....33⅓

Spoons and Forks
Boardman's:
Nickel silver, catalogue "D"....net list

SILVER PLATED FLAT WARE—
L. Boardman & Son, cat'lge "D" net list
International Silver Co.:
"1847"....40&10%
"Anchor"....30%
"Eagle"....50&10%
"Star"....50&10%
Rogers, Smith & Co....50&10%
Rogers & Hamilton....40&10%
Holmes & Edwards....50&10&10%
German silver, unplated....60@60&5%

KNIVES AND FORKS, NO. 12—

	₱ Doz. Net
"1847"	$3.50
"Anchor"	3.25
"Eagle"	3.25
"Star"	3.25
Rogers, Smith & Co	3.25
Rogers & Hamilton	3.25
Holmes & Edwards	3.00

Springs
See Door Springs.

Spring Balances
See Balances.

Spring Hinges
See Hinges.

Squares
Disston's Try sq're & T bevels, new list..70%
Try square and T bevel....60&10&10&10%
Winterbottom's Try and Mitre:
Iron Handle....40%
Wood Handle....50%
Nickel-pl'ted, new list, Jan. 5, '00. 70&10&10%
Steel and iron....70&10&10%

Staples
Barbed blind, ½, ⅝, & ¾ in., ₱ lb....6½c

FENCE—
Same price as Barb Wire, see trade report.

Stay Rollers
Cronk's, No. 50, net ₱ doz....$1.00
" " 55 " " " 90c
" " 56 " " " 84c
" " 60 " " " 84c
" " 65 " " " 90c
Lane's, Nos. 1, 2 and 3....40%

Steels
Chatillon's "Dicks"....30%

Stocks and Dies
BICYCLE—
Holroyd & Co....40&10%

BLACKSMITH'S—
Butterfield's....35&40%
Gardner....33⅓&10%
Holroyd & Co....50&10&5%
Holroyd's R'd Adj. screw plates....50%
Reece's new screw plates....35%
Lightning screw plate....25%

PIPE MAKERS—
Holroyd & Co....80&10%@80&10%

Stones
See Oilstones.

Stops
See Bench Stops.

Store Door Handles
See Handles.

Store Ladders
Lane's....10%
Myers' Noiseless....50%

Stove Bolts
See Bolts.

Stove Polish
See Polish, Stove.

Sweepers
See Carpet Sweepers.

Tackle Blocks
See Blocks.

Tacks, Brad, &c
List January 15, 1899.
American cut tacks....90&25%
S. S. cut tacks....90&30&5%
Carpet Tacks:
American blued....90&25&5%
American tinned....90&25&5%
Swedes Iron Tacks:
S. S....90&30&10&5%
Bill Posters' and Railroad Tacks:
S. S....90&45&5%
Common and Patent Brads....80&10&5%
Gimp Tacks:
S. S....90&45&5%
Hungarian Nails, steel....80&20&5%
Lace Tacks:
S. S....90&45&10%
Looking Glass Tacks....65&5%
Trimmers' Tacks:
S. S....90&30&10&5
Trunk and Clout Nails:
Steel, black....80&10%
Steel, tinned....80&10%
Upholsterer's Tacks:
S. S....90&45&5%

MISCELLANEOUS—
Double Point, in dozens....90&5&2½%
Shade, in dozens....90&10&10%
Shade, in bulk....80%

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Tack Pullers

Columbia, No. 1, ₱ doz., net.....$5.00
" " 2, " " " 1.00
Little Jack, ₱ doz., net..... 1.00

Tapes, Measuring

Eddy's:
American Asses' skin.....40&10@50%
Leather Case.....25@25&10%
Star steel.....40@40&10%
Steel.....30&5@35%
Chestermans.....25@25&5%
Keuffel & Esser Co.:
"Favorite" Ass skin.....40&10@50%
"Favorite" Duck & Leather.25&5@25&10%
Metallic steel, lower list..... 35@35&5%
Pocket.....35@35&10%
Lufkin's steel and metallic.....30@33⅓%

Tap Borers

See Borers, Tap.

Taps

American Screw Co.:
Machine screw.....70%
Holroyd & Co's.:
Blacksmiths.....60&10%
Machine screw.....75&10@80%
Machinists's Hand:
1-16 to 1¼ in. inc.....65&10%
1⅜ to 2 in.....50&10&5%
2⅛ to 3 in. inc.....33⅓&10%
3⅛ to 4 in. inc 30%
Pipe, ⅜ to 1¼ in.....80&20%
Pipe, 2 to 3 in.....80&15%
Pipe, 3½ and 4 in.....66⅔&15%

Tap Wrench

Rollis Hdw. Co., $6.00.....50%

Thumb Latches

See Handles.

Ties, Wall and Veneer

The Metal Stamping Co., Niagara...20&10%

Tinware

Stamped, Japanned and Pieced..net prices

Tire Bolts

See Bolts.

Tobacco Cutters

National Specialty Co.....40%
Enterprise Mfg. Co.....25@30%

Toilet Clippers

See Clippers.

Trammel Points

C. E. Jennings & Co., "Eureka".....25%
Disston's.....70%
Sargent's.....40&10%
Stanley's.....45%

Transom Lifters

Payson's solid grip, Nos. 643 and 644, ₱ 100, net.....$33.00
Payson's:
Balance, Iron list.....70&10&10%

Traps

FLY—

Balloon..... ₱ doz. $1.25, ₱ gro., $12.00
Globe..... " " 1.25, " " 12.00
Harper..... " " 1.40, " " 13.50

GAME—

Enterprise Mole..: .....15&10%
Hawley & Norton.....65%
Newhouse .....45@45&5%
Victor.....70&10@70&10&5%

MOUSE AND RAT—

Hotchkiss:
Metallic Mouse.....50%
Improved Rat.....50%
New Rat.....50%
Mouse, round wire, ₱ doz., $1.00.....10%
Mouse, wood, choker, ₱ doz. holes.....9c
Marty French rat & mouse traps (Genuine):
No. 1, Rat, ea. $1.21; ₱ doz..... $13.25
No. 3, Rat, ₱ doz., $6.50; case of 50.. 5.75
No. 3½, Rat, ₱ doz., $5.25; case of 72. 4.70
No. 4, Mouse, ₱ doz., $3.85; " " 150 3.00
No. 5, " " " $3.00; " " 150 2.25
Smith & Egge Mfg. Co.: ₱ Doz
Superior Rat Trap.....$15.00
Yankee Mouse Trap..... 5.50
Yankee Rat Trap..... 11.00

Trouser Hangers

Pullman No. 1, ₱ gro.....$ 9.00
" 4, " " 24.00

Trowels, Mechanics

Brade's Brick.....30%
Disston's:
Brick and Pointing.....30%
Plastering.....25%
"Standard Brand" and Garden.....35%
C. E. Jennings & Co.:
Brick 30%
Plastering.....25%
Pointing.....30%
W. & McP. Plastering.....25%
"Rose" Brick, Plst'rng & Moulding..25&5%

Trowels, Garden

Kohler's:
Mal. Hdl. Jap., ₱ gross, net.....$5.00
" " Tinned, ₱ gross, net..... 6.20
Wood Hdl., ₱ gross, net..... 4.50
Disston's.....35%

Vegetable Slicers

Enterprise Mfg. Co.....25%

Vises

Oval slide.....60&10%
Solid box.....60&10@60&10&10%
Columbian Hdw. Co.:
Nos. 110 and over.....50&5%
Nos. 100 and under.....50&10%
Solid box, horseshoers', Nos. 60, 65 & 70 50&10%
Machinists', Parallel.....40&45%
Coachmakers' 40%
Armstrong's:
Combination 50%
Plain and Hinge.....60%
Bonney's Champion..... .....40&10
Holland's..... .....40%
Howard's.....
Little Giant Bench.....25&3⅓%
Lowell Hand.....33⅓%
Massey:
Perfect..... .....20%
Clincher.....35@40%
Wood-working.....15@20%
Planer.....15@20%
Comb. Pine.....40%
Millers' Falls:
Mechanics'.....10%
Oval Glide.....60&10%
Ball Clamp.....45&10%
Hand.....15&10%
Moore's.....20%
Prentiss.....20@25%
Sargent's.....40%
Snediker's.....30@33⅓%
Stephen's.....30@33⅓%
Trenton.....40@40&5%
Wright's Pipe.....40%

SAW FILERS

Bonney's No. 1 & 3.....40%
Wentworth's.....40&10@50%

Wads

See Ammunition.

Wagon Jacks

Covert's Auto Screw Jacks.....30&2%
Mfg. Co's. steel.....45%
Automobile.....45%
Lane's steel.....30&10%

Washer Cutters

Otis A. Smith's.....20&10&10%

Weights, Hitching

Covert Mfg. Co.....40&3%

Well Wheels

Japanned, 8 to 14 in.....net

Weed Extractors

"Pastime," ₱ doz., net.....$1.75

Window Cleaners

Barnes Mfg. Co.....40%
Bosley's Peerless.....60%
Bosley's X. L. C. R.....70%
Clayton's.....25&10%
Phœnix.....60%

Window Stop Adjusters

Ives' new list.....35%
Taplin's "Perfection".....35%

Wire Gauges

See Guages.

Wire and Wire Goods

Brass wire.....30@30&5%
Bright Wire Goods:
New list June 24, 1903 .....90&10&10&10%
Cast steel wire.....50%
Copper wire.....15%
Annealed & Tin. on spools.....70&10&10%
Brass and Cop. on spools.60&10@60&10&10%
Spooled wire, ass'd for retailing.....70&5%
Market Wire, Bright or Annealed:
Nos. 6 to 9,.....80&5%
Nos. 10 to 18.....80%
Nos. 19 to 26.....80&10%
Nos. 27 to 31.....80&5%
Galvanized:
Nos. 15 to 26.....75&5%
Coppered:
Nos. 6 to 14.....75&10%
Nos. 15 to 18.....75&10%
Tinned:
Nos. 6 to 14.....77½%
Nos. 15 to 18.....75&5%
Cast steel.....65%
Charcoal iron.....60%
Gun screw.....65%
Picture wire, list of Oct. 2, 1900.....
85&10@85&10&10%
Stub's steel wire.....$6.00 to£ 33⅓%

Wire Clothes Lines

See Lines.

Wire Cloth, Netting, &c

Galvanized wire netting.....80&10@80&15%
Painted screen cloth, good quality, ₱ 100 sq. ft.....$1.20@$1.25

Wire Rope

Bright.....50&2½%
Iron, galvanized.....42½&2½%

Wire Rope Clips

Crosby.....25%

Wire Stretchers

W. C. Heller's grip, ₱ doz.....$1.50

Wrenches

Agricultural.....75&10@75&10&10%
Alligator .....70&10%
Baxter's.....70@70&10%
Machinists.....50%
Solid handle.....50%
Bemis & Call's:
Briggs pattern.....30&10%
Improved Pipe, bright.....60%
Patent Combination black.....40&5%
Patent Combination bright.....40%
Bicycle:
Club.....40%
Superior 40%
Featherweight.....40%
Protection.....40%
Boardman's.....30@33⅓%
Coes':
Genuine.....40&10&5&5%
"Mechanics" .....40&10&10&5&5%
Coes' pattern, wrought bar....60&5@60&10%
Donohue's engineer.....40&10%
Eagle pipe.....50&10%
Gem.....30%
Stillson pipe.....60&10%
Acme.....60@60&10%
Bull Dog.....70%
Hercules.....70%



Delighted

Customers are the best proof of the quality and service of the **RED-E-FOR USE RAZOR STROPS.** The smooth keen cutting edge they put on a Razor puts the user in a satisfied frame of mind—and a satisfied customer is your best business friend.

Whenever you sell one of

GIBFORD'S RED-E-FOR-USE RAZOR STROPS

you have made more than a handsome profit. You have made that man your customer as long as you give him goods of a like quality.

Consider the care used in every step of the manufacture of **RED-E-FOR USE RAZOR STROPS** and you will understand why they prove so satisfying to customers and such profitable business builders for the retailer.

Write to-day for our descriptive catalogue.

Test their worth with an order on your jobber.

GIBFORD MFG. CO.
ADRIAN, MICH.

DON'T FAIL

TO MENTION "HARDWARE"

WHEN WRITING

TO

THESE ADVERTISERS.

PAINTS, OILS AND COLORS.

Oils

Linseed, City, raw, in barrels, ₱ gal....51c
Linseed, City, boiled, in bbls, " " 53c
Out of Town, on spot, ₱ gal.....50c
Calcutta, raw, in barrels, ₱ gal.....60c
Lard, prime city, ₱ gal.....58@60c
Lard extra, No. 1.....47@48c
Lard, No. 1.....35@39c

Paints and Colors

Barytes, Foreign floated, ₱ ton.....
$17.50@19.00
Barytes, American floated, ₱ ton.....
$1.00@18.50
Barytes, crude, ₱ ton.....$17.00@11.00
White Lead, American, dry, in bbls., ₱ lb.....6c
White Lead, American, in oil, in lots of less than 500 lbs., ₱ lb. net.....7c
In lots of 500 lbs. and over, ₱ lb.....6½c
White Lead Eng., in oil, ₱ lb.....9½c
Litharge Kegs, ₱ lb.....6¾@7½c
Zinc, American dry, ₱ lb.....4½@5c

Putty

In bulk.....$1.15
In bladders.....$1.75
In cans, 12½ lb. to 25 lb.....$1.50@1.60

Spirits Turpentine

In regular bbls.....60@61c
In machine bbls.....61@61½c

Dry Colors

	₱ Lb
Blue, Chinese	30@35
Blue, Prussian	28@34
Blue, Ultramarine	5@15c
Sienna, Italian, burnt & powdered	3@6½c
Sienna, Italian, raw & powdered	3@6½c
Umber, Turkey, burnt	2½@3½c
Umber, Turkey, raw	2½@3½c
Green, Chrome, ordinary	5@7½c
Green, Paris, in kegs	12½@14½c
Indian, Red, American	3@3½c
Indian, Red, English	4½@5½c

Colors in Oil

Black Lampblack, best.....12@14c
Blue, Chinese.....35@40c
Blue, Prussian.....33@35c
Blue, Ultramarine.....14@16c
Sienna, burnt.....11@13c
Sienna, raw.....11@13c
Umber, burnt.....12@15c
Umber, raw.....11@14c
Brown, Vandyke.....11@14c

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HARDWARE BUYERS' DIRECTORY

CLASSIFIED LIST OF ADVERTISERS

Agricultural Implements
Geneva Tool Co., Geneva, Ohio
John H. Graham & Co., New York
American Fork & Hoe Co., Cleveland, O.

Animal Pokes
American Fork & Hoe Co., Cleveland, O.

Anti-Friction Metal
Magnolia Metal Co., New York

Anvils
Alfred Field & Co., New York
Columbian Hardware Co., Cleveland, O.

Arbor Presses
Chandler & Farquhar, Boston

Augers and Auger Bits
John H. Graham & Co., New York
C. E. Jennings & Co., New York
Russell Jennings Mfg. Co., Deep River, Conn.

Automobiles
J. Stevens Arm & Tool Co., Chicopee Falls, Mass.

Automobile Forgings
Thomson Drop Forge Co., Plantsville, Conn.

Awls
The H. H. Mayhew Co., Shelburne Falls, Mass.
Hurwood Mfg. Co., Bridgeport, Conn.

Axes and Edge Tools
L. & I. J. White Co., Buffalo, N. Y.

Axle Grease
Frazer Lubricator Co., New York
Snowflake Axle Grease Co., Fitchburg, Mass.

Axle Oil
The Frank Miller Co., New York

Babbitt Metal
Magnolia Metal Co., New York

Bait, Pflueger's Luminous
Enterprise Mfg. Co., Akron, Ohio

Balances, Sash (Spring)
Pullman Mfg. Co., Rochester, N. Y.

Bank Railings
The Wm. Bayley Co., Springfield, O.
J. E. Bolles Iron & Wire Works, Detroit, Mich.

Barb Wire
Fuller Bros. & Co., New York

Barn Paints
E. E. Nice, Philadelphia, Pa.
Geo. W. Pitkin Co., Chicago, Ill.

Bath Room Fixtures
Buffalo Mfg. Co., Buffalo, N. Y.
Novelty Mfg. Co., Waterbury, Conn.

Bearing Metal
Magnolia Metal Co., New York

Beef Shavers
Enterprise Mfg. Co. of Pa., Phila.

Beet Forks
American Fork & Hoe Co., Cleveland, O.
Geneva Tool Co., Geneva, O.

Beet Hoes
American Fork & Hoe Co., Cleveland, O.
Geneva Tool Co., Geneva, O.

Bellows, Smiths'
C. E. Jennings & Co., New York, N. Y.

Bells and Gongs
John H. Graham & Co., New York

Belt Dressing
Jos. Dixon Crucible Co., Jersey City, N. J.

Belt Shifters
Chandler & Farquhar, Boston

Belting
Ames Sword Co., Chicopee, Mass.
Voorhees Rubber Mfg. Co., Jersey City, N. J.

Bench Shears
Chandler & Farquhar, Boston

Bicycles
Gendron Wheel Co., Toledo, Ohio
J. Stevens Arms & Tool Co., Chicopee Falls, Mass.

Bicycle Chain Lubricant
Enterprise Mfg. Co., Akron, Ohio

Bicycle Stands
F. E. Meyers & Bro., Ashland, Ohio

Bicycle Step Ladders
Bicycle Step Ladder Co., Chicago, Ill.

Bicycle Sundries
Cushman & Denison, New York
Harrington & Richardson Arms Co., Worcester, Mass.
Smith & Egge Mfg. Co., Bridgeport, Conn.
Edwin B. Stimpson & Son, New York

Bits
Alfred Field & Co., New York
C. E. Jennings & Co., New York
Russell Jennings Mfg. Co., Deep River, Conn.
The H. H. Mayhew Co., Shelburne Falls, Mass.

Blocks, Tackle
Lane Bros., Poughkeepsie, New York

Boiler Feeders
N. A. Watson, Erie, Pa.

Bolt and Screw Cases
J. D. Warren Mfg. Co., Chicago

Bolts, Bolt Ends, Etc
Columbus Bolt Works, Columbus, O.
Garland Nut & Rivet Co., Pittsburg, Pa.

Bolts, Wrought Barrel
Griffin Mfg. Co., Erie, Pa.

Boring Machines
Ajax Mfg. Co., Pittsburgh, Pa.
C. E. Jennings & Co., New York

Box Corner Fasteners
Cary Mfg. Co., New York
Standard Metal Strap Co., New York

Box Hasps and Hinges
Cary Mfg. Co., New York
Standard Metal Strap Co., New York

Box Straps
Cary Mfg. Co., New York
Standard Metal Strap Co., New York

Braces, Carpenters
John H. Graham & Co., New York
C. E. Jennings & Co., New York
The H. H. Mayhew Co., Shelburne Falls, Mass.

Brackets
E. E. Josef Mfg. Co., Buffalo, N. Y.

Brackets, Folding
Griffin Mfg. Co., Erie, Pa.

Brackets, Shelf
Griffin Mfg. Co., Erie, Pa.
Piqua Bracket Co., Piqua, Ohio

Brad Awls
Hurwood Mfg. Co., Bridgeport, Conn.

Brands, Burning
Schwerdtle Stamp Co., Bridgeport, Conn.

Brass and Composition Castings
Magnolia Metal Co., New York

Brass Goods
Walworth Mfg. Co., Boston, Mass.

Brass Novelties
Novelty Mfg. Co., Waterbury, Conn.

Bridge Rods
Columbus Bolt Works, Columbus, O.

Builders' Hardware
Champion Safety Lock Co., Geneva, O.
Columbian Hardware Co., Cleveland, O.
The Wm. Bayley Co., Springfield, O.
John H. Graham & Co., New York
Hobart B. Ives Co., New Haven, Conn.
Taylor & Boggis Foundry Co., Cleveland, O.

Bungs
John Sommer's Son, Newark, N. J.

Butcher Knives, Tools and Steels
John Chatillon & Sons, New York
Lamson & Goodnow Mfg. Co., Shelburne Falls, Mass.
L. & I. J. White Co., Buffalo, N. Y.

Butchers' Scales
John Chatillon & Sons, New York
Osgood Scale Co., Binghampton, N. Y.

Butchers' Tools
John Stortz & Son, Philadelphia, Pa.

Butts, Door
Bommer Bros., Brooklyn, N. Y.
Griffin Mfg. Co., Erie, Pa.
McKinney Mfg. Co., Allegheny, Pa.

Butts, Spring
Bommer Bros., Brooklyn, N. Y.
Columbian Hardware Co., Cleveland, O.
Niles Mfg. Co., Chicago

Cabinets, Bolt
J. D. Warren Mfg. Co., Chicago, Ill.

Cabinets, Hardware
J. D. Warren Mfg. Co., Chicago, Ill.

Cabinets, Medicine
Udell Works, Indianapolis, Ind

Cabinet Hinges
Columbian Hardware Co., Cleveland, O.

Calipers
Alfred Field & Co., New York
C. E. Jennings & Co., New York
Massachusetts Tool Co., Greenfield, Mass.
Sawyer Tool Mfg. Co., Fitchburg, Mass.
Smith & Egge Mfg. Co., Bridgeport, Conn.
L. S. Starrett Co., Athol, Mass.
J. Stevens Arms & Tool Co., Chicopee Falls, Mass.

Can Openers
John H. Graham & Co., New York
A. F. Meisselbacher & Bro., Newark, N. J.

Canopies (Mosquito)
I. E. Palmer, Middletown, Conn.

Carpenters' Pencils
Jos. Dixon Crucible Co., Jersey City, N. J

Carpet Beaters
Holt-Lyon Co., Tarrytown, N. Y.

Carpet Sweepers
Bissell Carpet Sweeper Co., Grand Rapids, Mich.
Streator Metal Stamping Co., Streator, Ill.

Carriage Bolts
Columbus Bolt Works, Columbus, O.

Carriage Top Dressing
Frank Miller Co., New York

Carriers, Hay
F. E. Meyers & Bro., Ashland, Ohio

Cash Registers
National Cash Register Co., Dayton, O.

Catalogue Cases
J. D. Warren Mfg. Co., Chicago, Ill.

Cement Rollers
John Stortz & Sons, Phila., Pa.

Chafing Dishes
Buffalo Mfg. Co., Buffalo, N. Y.

Chains
Covert Mfg. Co., West Troy, N. Y.
Alfred Field & Co., New York
Fuller Bros., New York
Oneida Community, Oneida, N. Y.

Chains, Cow
Covert Mfg. Co., West Troy, N. Y.
Oneida Community, Kenwood, N. Y.

Chains, Halter
Oneida Community, Ltd., Kenwood, N. Y.

Chains, Sash
Oneida Community, Kenwood, N. Y.
Smith & Egge Mfg. Co., Bridgeport, Conn.

Chairs (Invalid)
I. E. Palmer, Middletown, Conn.

Checks, Brass
Schwerdtle Stamp Co., Bridgeport, Conn.

Cherry Stoners
Enterprise Mfg. Co. of Pa., Phila.
Goodell & Co., Antrim, N. H.

Chisels
L. & I. J. White Co., Buffalo, N. Y.

Chisels, Cold
Hurwood Mfg. Co., Bridgeport, Conn.
John Stortz & Son, Philadelphia, Pa.

Chisels, Firmer
Alfred Field & Co., New York
C. E. Jennings & Co., New York
L. & I. J. White Co., Buffalo, N. Y.

Clamps
North Bros. Mfg. Co., Phila., Pa.
Smith & Egge Mfg. Co., Bridgeport, Conn.

Clamps, Rug and Carpet
E. E. Josef Mfg. Co., Buffalo, N. Y.

Cleavers
John Chatillon & Sons, New York
L. & I. J. White Co., Buffalo, N. Y.

Clippers, Horse and Barbers'
American Shearer Mfg. Co., Nashua, N. H.
Alfred Field & Co., New York
John H. Graham & Co., New York

Clocks Alarm
Western Clock Mfg. Co., La Salle, Ills.

Closet Pulls
Smith & Egge Mfg. Co., Bridgeport, Conn.

Clothes Bars
A. J. Phillips Co., Fenton, Mich.

Coat Hanger (Folding)
Leader Mfg. Co., Hartford, Conn.

Coat, Hat and Ceiling Hooks
Columbian Hardware Co., Cleveland, O.
John H. Graham & Co., New York

Coffee and Spice Mills
The Wm. Bayley Co., Springfield, O.
Enterprise Mfg. Co. of Pa., Phila., Pa.
W. H. Glenny & Co., Rochester, N. Y.
Lane Brothers Co., Poughkeepsie, N. Y

Coil Springs (Door)
Pullman Mfg. Co., Rochester, N. Y.

Coke Forks
Geneva Tool Co., Geneva, O.

Conductor Pipe
Am'can Steel Roofing Co., Middletown, O

Contractors' Plows
Syracuse Chilled Plow Co., Syracuse, N. Y.

Contractors' Tools
John Stotz & Sons., Philadelphia, Pa.

Cooking Utensils (Never Break)
Jos. F. McCoy Co., Cleveland, Ohio.

Coopers Tools
L. & I. J. White Co., Buffalo, N. Y.

Cork Pullers
Enterprise Mfg. Co. of Phila., Pa.
Erie Specialty Co., Erie, Pa.

Corkscrews
Erie Specialty Co., Erie, Pa.
Alfred Field & Co., New York

Corn Hooks
Geneva Tool Co., Geneva, O.

Corn Sheller, (Hand)
The Wm. Bayley Co., Springfield O.

Cotton Hoes
Geneva Tool Co., Geneva, O.

Counterfeit Detectors
Pelouze Scale & Mfg. Co., Chicago

Counters, Hardware
J. D. Warren Mfg. Co., Chicago, Ill.

Counters, Nail Bin
J. D. Warren Mfg. Co., Chicago, Ill.

Countersinks
C. E. Jennings & Co., New York

Cover Lifters, Stove
Fanner Mfg. Co., Cleveland, O.

Crayons
Jos. Dixon Crucible Co., Jersey City, N. J

Cupboard Catches
Champion Safety Lock Co., Geneva, O.

Cupboard Turns
Champion Safety Lock Co., Geneva, O.

Curled Hair
Baeder, Adamson & Co., N. Y., Phila. Boston and Chicago

Curry Combs
John H. Graham & Co., New York

Cuspadors
Buffalo Mfg. Co., Buffalo, N. Y.

Cutlery, Pocket
John Chatillon & Sons Co., New York
Cronk & Carrier Mfg., Elmira, N. Y.
Jos. Rodgers & Sons, Sheffield, England

Cutlery, Table
Alfred Field & Co., New York
Lamson & Goodnow Mfg. Co., Shelburne Falls, Mass.
Jos. Rodgers & Sons, Sheffield, England

Cut Nails
Fuller Bros. & Co., New York

Cutters, Rod
J. Stevens Arms & Tool Co.

Cutters, Wire
Cronk & Carrier Mfg. Co., Elmira, N. Y.

Cutting Pliers
Cronk & Carrier Mfg. Co., Elmira, N. Y.

Dairy Scales
Osgood Scale Co., Binghampton, N. Y.

Dampers
Fanner Mfg. Co., Cleveland, O.
Taylor & Boggis Foundry Co., Cleve., O.

Dies, Steel
Schwerdtle Stamp Co., Bridgeport, Conn.
Walworth Mfg. Co., Boston, Mass.

Display Racks
Piqua Bracket Co., Piqua, Ohio.

Dogs Collars and Muzzles
Alfred Field & Co., New York

Door Catches
Am. Hardware Mfg. Co., Ottawa, Ill.
Columbian Hardware Co., Cleveland, O.

Door Holders
Caldwell Mfg. Co., Rochester, N. Y.
Pullman Mfg. Co., Rochester, N. Y.

Door Checks and Springs
Caldwell Mfg. Co., Rochester, N. Y.

Door Pulls
Columbian Hardware Co., Cleveland, O

Door Springs
Columbian Hardware Co., Cleveland, O

Door Strikes
Columbian Hardware Co., Cleveland, O.

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Dormant Scales
Osgood Scale Co., Binghamton, N. Y.

Drawers, Hardware
J. D. Warren Mfg. Co., Chicago, Ill.

Drawer Pulls
Griffin Mfg. Co., Erie, Pa.
Champion Safety Lock Co., Geneva, O.

Drawing Instruments
C. E. Jennings & Co., New York
Keuffel & Esser Co., New York
Massachusetts Tool Co., Greenfield, Mass.
Sawyer Tool Mfg. Co., Fitchburg, Mass.
L. S. Starrett Co., Athol, Mass.

Drawing Knives
L. & I. J. White Co., Buffalo, N. Y.

Drills, Bench
Chandler & Farquhar, Boston, Mass.
(See Twist Drills)

Dripping Pans
The Bronson Walton Co., Cleveland, O.

Drop Forgings
Thomson Drop Forge Co., Plantsville, Conn.

Dumb Waiters
Kimball Bros. Co., Council Bluffs, Iowa
O'Neill Elevator Co., Philadelphia, Pa.

Duplicating Machines
Felix P. J. Daus Duplicating Co., N. Y.

Ears, Knobs and Handles
Berger Bros. Mfg. Co., Philadelphia, Pa.

Edge Tools
L. & I. J. White Co. Buffalo, N. Y.

Egg Beaters (Dover)
Holt Lyon Co., Tarrytown, N. Y.

Electric Bells and Supplies
John H. Graham & Co., New York

Elevator Enclosures and Bars
The Wm. Bayley Co., Springfield, O.
J. E. Bolles Iron & Wire Works, Detroit, Mich.

Elevators
Kimball Bros. Co., Council Bluffs, Iowa
O'Neill Elevator Co., Philadelphia, Pa.

Emery and Garnet Paper
Baeder, Adamson & Co., N. Y., Phila. Boston and Chicago

Emery Paper and Cloth
Baeder & Adamson, Co., Phila. & N. Y.

Emery Wheels
Pike Mfg. Co., Pike, N. H.

Envelope and Stamp Lubricators
Pelouze Scale & Mfg. Co., Chicago

Export Agents
John H. Graham & Co., New York

Farm Fencing
New Jersey Wire Cloth Co., Trenton and New York

Farming Tools
Am. Fork & Hoe Co., Cleveland, O.
Geneva Tool Co., Geneva, O.

Faucets, Metal
John H. Graham & Co., New York

Faucets, Wood
John Sommer's Son, Newark, N. J.

Fences, Wire and Iron
Adams Steel & Wire Works, Joliet, Ill.
The Wm. Bayley Co., Springfield, O.
J. E. Bolles Iron & Wire Works, Detroit, Mich.
Enterprise Foundry & Fence Co., Indianapolis, Ind.
Stewart Iron Works, Cincinnati, O.
Van Dorn Iron Works Co., Cleveland, O.

Field Hoes
Geneva Tool Co., Geneva, O.

Files
G & H. Barnett Co., Philadelphia
Alfred Field & Co., New York
Nicholson File Co., Providence, R. I.

Fillers, Wood
E. E. Nice, Philadelphia, Pa.

Filters
Buffalo Mfg. Co., Buffalo, N. Y.
Champion Safety Lock Co., Geneva, O.
Gate City Filter Co., New York, N. Y.
Fulper Pottery Co., Flemington, N. J.
N. A. Watson, Erie, Pa.

Filters, Water
N. A. Watson, Erie, Pa.

Fire Arms
Alfred Field & Co. New York
Harrington & Richardson Arms Co., Worcester, Mass.
J. Stevens Arms & Tool Co., Chicopee Falls, Mass.

Fire Pots
Clayton & Lambert Mfg. Co., Detroit, Mich.

Fish Cleaners, Shoo Fly Cream
Enterprise Mfg. Co., Akron, Ohio

Fish Hook Disgorgers
Enterprise Mfg. Co., Akron, Ohio

Fish Hooks, Ringed and Flatted.
Enterprise Mfg. Co., Akron, Ohio

Fishing Floats
J. M. Mast Mfg. Co., Lititz, Pa.

Fishing Tackle
Enterprise Mfg. Co., Akron, Ohio
J. M. Mast Mfg. Co., Lititz, Pa.

Flint Paper
Baeder & Adamson Co., Phila. and N. Y.

Floor Plates
American Tube and Stamping Co., Bridgeport, Conn.

Food Choppers
The Wm. Bayley Co., Springfield, O.
Enterprise Mfg. Co. of Pa., Phila., Pa.

Forgings, Carriage
Columbus Bolt Works, Columbus, O.

Fruit Jar Wrenches
Champion Safety Lock Co., Geneva, O.

Fruit Presses
Enterprise Mfg. Co. of Pa., Philadelphia

Furnace Shovels
Geneva Tool Co., Geneva, Ohio

Galvanized Wire
Fuller Bros. & Co., New York

Garden Hose
Voorhees Rubber Mfg. Co., Jersey City, N. J.

Garden Rakes—Steel
Am. Fork & Hoe Co., Cleveland, O.
Cronk & Carrier Mfg. Co., Elmira, N. Y.
Geneva Tool Co., Geneva, O.

Garden Tools
Alfred Field & Co., New York
Am. Fork & Hoe Co., Cleveland, O.
Geneva Tool Co., Geneva, O.
W. H. Glenny & Co., Rochester, N. Y.

Garnet Paper
Baeder & Adamson Co., Phila. and N. Y.

Gas Pliers
Cronk & Carrier Mfg. Co., Elmira, N. Y.

Gasfitters' Supplies
Armstrong Mfg. Co., Bridgeport, Conn.
Walworth Mfg. Co., Boston, Mass.

Gas Stoves
Taylor & Boggis Foundry Co., Cleveland, O.

Gauges
The H. H. Mayhew Co., Shelburne Falls, Mass.

Gauges, Butt
Stanley Rule and Level Co., New York

Gimlets
The H. H. Mayhew Co., Shelburne Falls, Mass.
C. E. Jennings & Co.

Glass Cutters
W. L. Barrett, Bristol, Conn.
Fletcher, Terry & Co., Forestville, Ct.
The H. H. Mayhew Co., Shelburne Falls, Mass.

Glue
Baeder, Adamson & Co., N. Y., Phila., Boston and Chicago

Grain Cradles
Am. Fork & Hoe Co., Cleveland, O.
Geneva Tool Co., Geneva, O.

Grain and Barley Forks
Am. Fork & Hoe Co., Cleveland, O
Geneva Tool Co., Geneva, O.

Graphite
Jos. Dixon Crucible Co., Jersey City, N. J

Grass Hooks
Am. Fork & Hoe Co., Cleveland, O.
Geneva Tool Co., Geneva, O.

Grates
Blacklock Foundry, South Pittsburgh, Tenn.

Grist Mills (Hand)
The Wm. Bayley Co., Springfield, O.

Gummers, Saw
Henry Disstons Sons., Phila., Pa.

Guns
Alfred Field & Co., New York.
Harrington & Richardson Co., Worcester Mass.
J. Stevens Arms & Tool Co., Chicopee Falls, Mass.

Hack Saws
Diamond Saw & Stamping Co., Buffalo, N. Y.
West Haven Mfg. Co., New Haven, Conn

Hack Saw Blades, Sterling
Diamond Saw & Stamping Works, Buffalo, N. Y.

Hack Saws (Universal)
West Haven Mfg. Co., New Haven, Conn.

Hair Felting
Baeder, Adamson & Co., N. Y. Phila., Boston and Chicago

Halter Chains
Covert Mfg. Co., West Troy, N. Y.

Halters, Web and Rope
Covert Mfg. Co., West Troy, N. Y.

Hammers
Henry Chenney Hammer Co., Little Falls, N. Y.
John H. Graham & Co., New York
Stanley Rule & Level Co., New York
Franklin Specialty Co., Reading, Pa.

Hammers, Adz-Eye
Henry Cheney Hammer Co., Little Falls, New York

Hammocks
I. E. Palmer, Middletown, Conn.

Hand Carts
Syracuse Chilled Plow Co., Syracuse, N. Y.

Handles, Tool
Berger Bros. Co., Philadelphia
Geneva Tool Co., Geneva, O.

Hangers, Barn Door
Cronk & Carrier Mfg. Co., Elmira
John H. Graham & Co., New York
McKinney Mfg. Co., Allegheny, Pa.
Richards Mfg. Co., Aurora, Ills.

Hangers, Coat and Hat
Cronk & Carrier Mfg. Co., Elmira, N. Y.
W. H. Glenny & Co., Rochester, N. Y.

Hangers, Joist and Wall
Columbian Hardware Co., Cleveland, O.
Van Dorn Iron Works, Cleveland, O.

Hangers, Parlor Door
Richards Mfg. Co., Aurora, Ills.
Lane Bros. Co., Poughkeepsie, N. Y.

Hangers, Pipe
Berger Bros. Co., Philadelphia.
Walworth Mfg. Co., Boston, Mass.

Hardware Cabinets
J. D. Warren Mfg. Co., Chicago, Ill.

Hardware Cases
J. D. Warren Mfg. Co., Chicago, Ill.

Hardware Mfrs' Agents, Etc.
John H. Graham & Co., New York
Robert Murray, New York

Hardware Shelving
J. D. Warren Mfg. Co., Chicago, Ill.

Hardware Specialties
Am. Hardware Mfg. Co., Ottawa, Ill.
Alfred Field & Co., New York
Enterprise Mfg. Co. of Pa., Phila.
Robert Murray, New York
Taylor & Boggis Foundry Co., Cleveland, O.
Lane Bros. Co., Poughkeepsie, N. Y.
Pullman Mfg. Co., Rochester, N. Y.
Franklin Specialty Co., Reading, Pa.
E. E. Josef, Mfg. Co., Buffalo, N. Y.

Harness Dressing
Frank Miller Co., New York, N. Y.

Harness Snaps
Covert Mfg. Co., West Troy, N. Y.

Hatchets
Franklin Specialty Co., Reading, Pa.

Hasps and Staples
Griffin Mfg. Co., Erie, Pa.
McKinney Mfg. Co., Allegheny, Pa.

Hay Carrying Tools
F. E. Myers & Bro., Ashland, Ohio

Hay Forks
Am. Fork & Hoe Co., Cleveland, O.
Geneva Tool Co., Geneva, O.

Header Forks
Geneva Tool Co., Geneva, O.

Hinges
Columbian Hardware Co., Cleveland, O.
Griffin Mfg. Co., Erie, Pa.
McKinney Mfg. Co., Allegheny, Pa.
Niles Mfg. Co., Chicago.

Hinges, Floor Spring
Columbian Hardware Co., Cleveland, O.

Hinges, Spring
Bommer Bros., Brooklyn, N. Y.
Columbian Hardware Co., Cleveland, O.
Niles Mfg. Co., Chicago

Hoisting Machinery
Kimball Bros. Co., Council Bluffs, Ia.

Hollow Ware
Blacklock Foundry, South Pittsburgh, Pa.

Hones, Razor
Alfred Field & Co., New York
Pike Mfg. Co., Pike, N. H.

Hook Racks
Udell Works, Indianapolis, Ind.

Hooks
Berger Bros. Co., Philadelphia
Columbian Hardware Co., Cleveland, O.
John H. Graham & Co., New York

Horse and Cattle Ties
Covert Mfg. Co., West Troy, New York
Oneida Community, Ltd., Kenwood, N. Y.

Horse Clipping Machines
Am. Shearer Mfg. Co., Nashua, N. H.

Horse Nails
Capewell Horse Nail Co., Hartford, Conn

Horse Rasps
G. & H. Barnett Co., Phila., Pa.
Nicholson File Co., Providence, R. I.

Hose Pipe
F. E. Myers & Bro., Ashland, Ohio

Hose, Rubber
F. E. Myers & Bro., Ashland, Ohio
Voorhees Rubber Mfg. Co., Jersey City, N. J.

Holders, Pillow Sham and Dust Pan
E. E. Josef Mfg. Co., Buffalo, N. Y.

Household Specialties
W. H. Glenney & Co., Rochester, N. Y.

Ice Balances
John Chatillon & Sons, New York
Pelouze Scale & Mfg. Co., Chicago

Ice Chisels
John Chatillon & Sons, New York

Ice Cream Freezers
John H. Graham & Co., New York
North Bros., Mfg. Co., Philadelphia

Ice Creepers
Edwin B. Stimpson & Son, New York

Ice Picks
John Chatillon & Sons, New York
Erie Specialty Co., Erie, Pa.
C. E. Jennings & Co., New York
The H. H. Mayhew Co., Shelburne Falls Mass.
Hurwood Mfg. Co., Bridgeport, Conn.
Franklin Specialty Co., Reading, Pa.

Ice Tools
W. H. Glenny & Co., Rochester, N. Y.
John Chatillon & Sons, New York
Erie Specialty Co., Erie, Pa.
L. & I. J. White Co., Buffalo, N. Y.
John Stortz & Son, Phila., Pa.

Injectors
N. A. Watson, Erie, Pa.

Injectors, Excelsior
N. A. Watson, Erie, Pa.

Iron Enamel
Nickel Plate Stove Polish Co., Chicago, Ill.

Iron Works
The Wm. Bayley Co., Springfield, O.
J. E. Bolles Iron & Steel Works, Detroit, Mich.
Enterprise Foundry & Fence Co., Indianapolis, Ind.
Van Dorn Iron Works Co., Cleveland, O

Jack Chains
Smith & Egge Mfg. Co., Bridgeport, Conn.

"Japalac"
Glidden Varnish Co., Cleveland, O.

Job Lots
Chas. Weiland, New York, N. Y.

Kitchen Cutlery
Lamson & Goodnow Mfg. Co., Shelburne Falls, Mass.

Knife Sharpeners
Pike Mfg. Co., Pike, N. H.

Ladders, Folding
Udell Works, Indianapolis, Ind.
Berger Bros. Co., Philadelphia

Lamps, Bicycle
John H. Graham & Co., New York

Lanterns
Hurwood Mfg. Co., Bridgeport, Conn.
R. E. Dietz & Co., New York, N. Y.

Lard Presses
Enterprise Mfg. Co. of Pa., Phila.

Lawn Fences
Adams Steel & Wire Works, Joliet, Ill.
The Wm. Bayley Co., Springfield, O.
Enterprise Foundry & Fence Co., Indianapolis, Ind.
Van Dorn Iron Works Co., Cleveland, O.
J. E. Bolles Iron & Steel Works, Detroit, Mich.

Lawn Rakes
Geneva Tool Co., Geneva, Ohio

Lawn Mowers
Coldwell Lawn Mower Co., Newburgh, New York

Lawn Tools
Geneva Tool Co., Geneva, Ohio

Lead Pencils
Jos. Dixon Crucible Co., Jersey City, N. J

Lemon Squeezers
Berger Bros. Co., Philadelphia
Erie Specialy Co., Erie, Pa.
John H. Graham & Co., New York
John Sommer's Son, Newark, N. J.
Leader Mfg. Co., Hartford, Ct.

Letter Boxes
Taylor & Boggis Foundry Co., Cleveland, Ohio.

Levels
Stanley Rule & Level Co., New York
L. S. Starrett Co., Athol, Mass.

Light Gray Iron Castings
Taylor & Boggis Foundry Co., Cleveland, Ohio

Lighting Systems
American Gas Machine Co., Albert Lea Minn.

Liquid Fillers
E. E. Nice, Philadelphia, Pa.

Locks and Knobs
John H. Graham & Co., New York

Lubricants
Jos. Dixon Crucible Co., New York and Jersey City, N. J.

Lubricators
Geo. W. Cole Co., New York, N. Y.

Machinists' Tools
Barnes Tool Co., New Haven, Conn.
Henry Disston & Sons, Inc., Phila., Pa.
Walworth Mfg. Co., Boston, Mass.

Magnolia Metal
Magnolia Metal Co., New York

Mail Boxes
Vermont Slate Co., Zanesville, Ohio
Smith Bros. Mfg. Co., Indianapolis, Ind

Mallets
John Sommer's Son, Newark, N. J.
Stanley Rule & Level Co., New York

Manufacturers' Agents
John H. Graham & Co., New York
Robert Murray, New York

Manure Forks
Am. Fork & Hoe Co., Cleveland, O.
Geneva Tool Co., Geneva, O.

Manure Hooks
Geneva Tool Co., Geneva, O.

Mats and Matting, Rubber
Voorhees Rubber Mfg. Co., Jersey City New Jersey

Measuring Pumps
Enterprise Mfg. Co. of Pa., Phila.

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Measuring Tapes
Alfred Field & Co., New York
John H. Graham & Co., New York
Keuffel & Esser, New York

Meat Choppers
John Chatillon & Sons, New York
Enterprise Mfg. Co. of Pa., Phila.
John H. Graham & Co., N. Y.

Meat Cutters
Enterprise Mfg. Co. of Pa., Phila.
John H. Graham & Co., N. Y.

Metal Ceilings
Northrup, Coburn & Dodge Co., New York, N. Y.

Metal Side Walls
Northrup, Coburn & Dodge Co., New York, N. Y.

Mills, Coffee and Spice
The Wm. Bayley Co., Springfield, O.
John Chatillon & Sons, N. Y.
Enterprise Mfg. Co. of Pa., Phila.
Lane Bros. Co., Poughkeepsie, N. Y.

Mills, Drug
Enterprise Mfg. Co. of Pa., Phila.

Mincing Knives
Enterprise Mfg. Co. of Pa., Phila.
John H. Graham & Co., N. Y.

Molasses Gates
Taylor & Boggis Foundry Co., Cleveland, Ohio

Mop Wringer and Bucket
Eagle Cooperage Works, Circleville, O.

Mowing Machine Oilers
American Tube & Stamping Co., Bridgeport, Conn.

Nails
Fuller Bros. & Co., N. Y.

Nails, Galvanized
Keystone Nail Co., Inc., Phila., Pa.

Nail Sets
John H. Graham & Co., N. Y.
C. E. Jennings & Co., N. Y.
L. S. Starrett Co., Athol, Mass.
The H. H. Mayhew Co., Shelburne Falls, Mass.
Hurwood Mfg. Co., Bridgeport, Conn.
Sawyer Tool Mfg. Co., Fitchburg, Mass.

Needles
Alfred Field & Co., New York

Nettings
I. E. Palmer, Middletown, Conn.

Nippers
Alfred Field & Co., New York
L. S. Starrett Co., Athol, Mass.

Numbering Machines
Cushman & Denison, New York

Nuts
Columbus Bolt Works, Columbus, O.
Garland Nut & Rivet Co., Pittsburgh, Pa.

Office Railings
J. E. Bolles Iron & Wire Works, Detroit, Mich.

Oilers
American Tube & Stamping Co., Bridgeport, Conn.
Cushman & Denison, New York.

Oil Cans (Safety)
Vermont Slate Co., Zanesville, Ohio

Oil Stones
Pike Mfg. Co., Pike, N. H.

Oil Stoves
Taylor & Boggis Foundry Co., Cleveland, Ohio

Ornamental Iron Work
The Wm. Bayley Co., Springfield, O.
Enterprise Foundry & Fence Co., Indianapolis, Ind.
J. E. Bolles Iron & Steel Works, Detroit, Mich.
Van Dorn Iron Works Co., Cleveland, O.

Ovens, Gas Stove
Schofield & Co., Freeport, Ills.

Ox Yoke and Bows
Am. Fork & Hoe Co. Cleveland, O.

Packing Rubber
Voorhees Rubber Mfg. Co., Jersey City, N. J.

Padlocks
Ames Sword Co., Chicopee, Mass.
Alfred Field & Co., New York
John H. Graham & Co., New York
Smith & Egge Mfg. Co., Bridgeport, Conn.

Paints
Jos. Dixon Crucible Co., Jersey City, N. J
E. E. Nice, Philadelphia, Pa.
Geo. W. Pitkin Co., Chicago, Ill.

Paint Specialties
Adams & Elting Co., Chicago, Ill.
Eugene E. Nice, Philadelphia, Pa.

Paper Clips
Cushman & Dennison, New York

Paviors' Tools
John Stortz & Sons, Phila., Pa.

Patents
Davis & Davis, New York

Pencils
Jos. Dixon Crucible Co., Jersey City, N. J

Perforated Metals
Edwin B. Stimpson & Son, New York

Pipe Cutters
Armstrong Mfg. Co., Bridgeport, Conn.
Barnes Tool Co., New Haven, Conn.
Alfred Field & Co., New York
Walworth Mfg. Co., Boston, Mass.

Pipe Fittings
Walworth Mfg. Co., Boston, Mass.

Pipe Straps
Berger Bros. Co., Philadelphia
Walworth Mfg. Co., Boston, Mass.

Pipe Threading Machines
Armstrong Mfg. Co., Bridgeport, Conn.
Walworth Mfg. Co., Boston, Mass.

Pipe Vises
Armstrong Mfg. Co., Bridgeport, Conn.
Walworth Mfg. Co., Boston, Mass.

Pipe, Wrought
Walworth Mfg. Co., Boston, Mass.

Pistols
Harrington & Richardson Arms Co., Worcester, Mass.
J. Stevens Arms & Tool Co., Chicopee Falls, Mass.

Planes
C. E. Jennings & Co., New York
Stanley Rule & Level Co., New York

Planters' Hoes
Geneva Tool Co., Geneva, O.

Plant Supports
Igoe Brothers, Brooklyn, N. Y.

Plated Ware
Luther Boardman & Son, East Haddam, Conn.
Alfred Field & Co., New York

Plates, Machinery
Schwerdtle Stamp Co., Bridgeport, Conn

Pliers
Hurwood Mfg. Co., Bridgeport, Conn.

Pliers, Fencing
Cronk & Carrier Mfg. Co., Elmira, N. Y.
Alfred Field & Co., New York

Plumbers' Supplies
Berger Bros. Co., Phila., Pa.
Smith & Egge Mfg. Co., Bridgeport, Conn

Pocket Cutlery
Alfred Field & Co., New York
John Chatillon & Sons, New York

Pocket Knife Tool Kit
U. J. Ulery, New York, N. Y.

Polish, Stove
Black Satin Polish Co., New York, N. Y.
Jos. Dixon Crucible Co., Jersey City, N. J
Nickel Stove Polish Co., Chicago, Ills.

Polishes, Liquid
Geo. W. Huffman, Indianapolis, Ind. and New York

Polishes, Paste
Geo. W. Huffman, Indianapolis, Ind. and New York

Postal Scales
Pelouze Scale & Mfg. Co., Chicago, Ill.

Post Hole Diggers
John H. Graham & Co., New York
F. E. Kohler & Co., Canton, Ohio

Potato Hooks
Am. Fork & Hoe Co., Cleveland, O.
Geneva Tool Co., Geneva, O.

Poultry Netting
New Jersey Wire Cloth Co., New York, Trenton, Chicago, San Francisco.

Pressed Steel Tiling and Brick
Northrup, Coburn & Dodge Co., New York, N. Y.

Pruning Shears
Cronk & Carrier Mfg. Co., Elmira, N. Y.

Pulleys, Hoisting
F. E. Myers & Bro., Ashland, Ohio

Pulleys (Self-Adjusting)
I. E. Palmer, Middletown, Conn.

Pumps
F. E. Myers & Bro., Ashland, Ohio.

Punches
Chandler & Farquhar, Boston
The H. H. Mayhew Co., Shelburne Falls, Mass.

Punches, Spring
Alfred Field & Co., New York
Smith & Egge Mfg. Co., Bridgeport, Conn

Push Plates
Champion Safety Lock Co., Geneva, O.

Radiators
Rochester Radiator Co., Rochester, N. Y.

Railings, Wire and Iron
The Wm. Bayley Co., Springfield, O.
J. E. Bolles Iron & Wire Works, Detroit, Mich.
Stewart Iron Works, Cincinnati, O.

Rail, Barn Door
Cronk & Carrier Mfg. Co., Elmira, N. Y.
McKinney Mfg. Co., Allegheny, Pa.

Railroad Brasses
Magnolia Metal Co., New York

Railways
Seaboard Air Line Railway, Portsmouth, Va., J. W. White, Gen. Ind. Agent
M. V. Richards, Land & Ind. Agt., Southern Ry., Washington, D. C.

Raisin Seeders
Enterprise Mfg. Co. of Pa., Phila.

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Geneva Tool Co., Geneva, O.
John H. Graham & Co., New York

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Alfred Field & Co., New York
Jos. Rodgers & Sons, New York and Sheffield, England

Razor Grindstones
Pike Mfg. Co., Pike, N. H.

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L. T. Weiss, Brooklyn, N. Y.
Woody Bros. Hdwe. & Specialty Co., New York, N. Y.

Razors, Safety
Kampfe Brothers, New York
Gem Cutlery Co., New York
Reichard & Schneber Mfg. Co., New York, N. Y.

Reamers
C. E. Jennings & Co., New York
Wiley & Russell Mfg. Co., Greenfield, Mass.

Reels, Wood
John Sommer's Son, Newark, N. J.

Reels, Rope
Udell Works, Indianapolis, Ind.

Registers, Warm Air
Berger Bros. Co. Philadelphia

Revolvers
Harrington & Richardson Arms Co., Worcester, Mass.

Revolving Horse Hay Rakes
Geneva Tool Co., Geneva, O.

Rifflers
The H. H. Mayhew Co., Shelburne Falls, Mass.

Rifles
Harrington & Richardson Arms Co., Worcester, Mass.
J. Stevens Arms & Tool Co., Chicopee Falls, Mass.

Rivets
Berger Bros. Co., Philadelphia
Garland Nut & Rivet Co., Pittsburgh, Pa.
C. C. & E. P. Townsend, New Brighton, Pa.

Roasters and Bakers
The Bronson Walton Co., Cleveland, O

Roof Bolts
Columbus Bolt Works, Columbus, O.

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Stowell Mfg. Co., Jersey City, N. J.

Roofing, Gravel
Stowell Mfg. Co., Jersey City, N. J.

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Am. Steel Roofing Co., Middletown, O.
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National Sheet Metal Roofing Co., Jersey City, N. J.
Stowell Mfg. Co., Jersey City, N. J.

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National Sheet Metal Roofing Co., Jersey City, N. J.

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Columbus Bolt Works, Columbus, O.

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Stowell Mfg. Co., Jersey City, N. J.

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Enterprise Mfg. Co. of Pa., Phila.

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Fanner Mfg. Co., Cleveland, Ohio

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Baeder, Adamson & Co., New York, Philadelphia, Boston and Chicago

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Pullman Mfg. Co., Rochester, N. Y.

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Pullman Mfg. Co., Rochester, N. Y.

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Wiley & Russell Mfg. Co., Greenfield, Mass.

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Alfred Field & Co., New York

Scythe Rifles
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Scythe Stones
Geneva Tool Co., Geneva, O.
Pike Mfg. Co., Pike, N. H.

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Stewart Iron Works, Cincinnati, O.

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John Chatillon & Sons, New York

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Pike Mfg. Co., Pike, N. H.

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Chas. Swan & Co., Corry, Pa.

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Am. Shearer Mfg. Co., Nashua, N. H.

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Blacklock Foundry Co., South Pittsburg, Tenn.

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Piqua Bracket Co., Piqua, Ohio

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Columbian Hardware Co., Cleveland, O.

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Geneva Tool Co., Geneva, O.
L. & I. White Co., Buffalo, N. Y.

Sidewalk Cleaners
Geneva Tool Co., Geneva, O.

Sidewalk Lights
The Wm. Bayley Co., Springfield, O.
J. E. Bolles Iron & Wire Works, Detroit, Mich.

Sidewalk Scrapers
Geneva Tool Co., Geneva, O.

Sidewalk Shovels
Geneva Tool Co., Geneva, O.

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Blacklock Foundry, South Pittsburgh, Tenn.

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John Chatillon & Sons, New York

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National Sheet Metal Roofing Co., Jersey City, N. J.

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Enterprise Mfg. Co. of Pa., Phila.
Henry Disston Sons, & Philadelphia, Pa.
C. E. Jennings & Co., New York
The J. M. Mast, Mfg. Co., Lititz, Pa.

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Pike Mfg. Co., Pike, N. H.

Soapstone Griddles
Pike Mfg. Co., Pike, N. H.

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Berger Bros. Co., Philadelphia

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Geneva Tool Co., Geneva, O.

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Berger Bros. Co., Philadelphia

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North Bros. Mfg. Co., Phila, Pa.

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John Chatillon & Sons, New York

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Bommer Bros., Brooklyn, N. Y.
Columbian Hardware Co., Cleveland, O.
Niles Mfg. Co., Chicago

Springs, Door
Columbian Hardware Co., Cleveland, O

Springs, Wire
John Chatillon & Sons, New York

Squares, Steel
L. S. Starrett Co., Athol, Mass.

Stable and Foundry Pails
Eagle Cooperage Works

Stamps, Steel
Schwerdtle Stamp Co., Bridgeport, Conn

Staple Pullers
Cronk & Carrier Mfg. Co., Elmira, N. Y

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Walworth Mfg. Co., Boston, Mass.
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Walworth Mfg. Co., Boston, Mass.

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American Tube & Stamping Co., Bridgeport, Conn.

Steel Hinges, Spring
Bommer Bros., Brooklyn, N. Y.

Steel Letters and Figures
Schwerdtle Stamp Co., Bridgeport, Conn

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Steel Roofing
Am. Steel Roofing Co., Middletown, O.

Steel Rules
L. S. Starrett Co., Athol, Mass.

Steel Skips
Syracuse Chilled Plow Co., Syracuse, N. Y.

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Schwerdtle Stamp Co., Bridgeport, Conn

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Syracuse Chilled Plow Co., Syracuse, N. Y.

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Fanner Mfg. Co., Cleveland, O.

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Henry Disston & Sons, Inc., Phila., Pa.

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Haggard & Marcusson, 425 So. Cancal St., Chicago, Ill.

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American Machine Co., Wilmington, Del.

Swivels, Minnow Gangs
Enterprise Mfg. Co., Akron, Ohio.

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Udell Works, Indianapolis, Ind.

Tack Pullers
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The H. H. Mayhew Co., Shelburne Falls, Mass.
Hurwood Mfg. Co., Bridgeport, Conn.

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Boston & Lockport Block Co., Boston, Mass.

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R. Heinisch's Sons Co., Newark, N. J.

Taps
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Franklin Specialty Co., Reading, Pa.

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R. Heinisch's Sons Co., Newark, N. J.

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Geneva Tool Co., Geneva, O.
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Am. Tool Chest Co., New York, N. Y.

Tools
Armstrong Mfg. Co., Bridgeport, Conn.
Alfred Field & Co., New York
Geneva Tool Co., Geneva, O.
Hurwood Mfg. Co., Bridgeport, Conn.
C. E. Jennings & Co., New York
Massachusetts Tool Co., Greenfield,
North Bros. Mfg. Co., Philadelphia, Pa.
Sawyer Tool Mfg. Co., Fitchburg, Mass.
Stanley Rule & Level Co., New York
L. S. Starrett Co., Athol, Mass.
L. & I. J. White Co., Buffalo, N. Y.
J. Stevens Arms & Tool Co., Chicopee Falls, Mass.
Walworth Mfg. Co., Boston, Mass.

Toys, Iron
Arcade Mfg. Co., Freeport, Ills.

Transom Chains
Smith & Egge Mfg. Co., Bridgeport, Conn

Traps, Rat and Mouse
Smith & Egge Mfg. Co., Bridgeport, Conn
J. M. Mast Mfg. Co., Lititz, Pa.

Trolling Outfits, Etc
Enterprise Mfg. Co., Akron, Ohio

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Caldwell Mfg. Co., Rochester, N. Y.
Pullman Mfg. Co., Rochester, N. Y.

Trowels
Henry Disston & Sons, Philadelphia
Alfred Field & Co., New York
C. E. Jennings & Co., New York

Trucks, Store
John Chatillon & Sons, New York
John H. Graham & Co., New York

Tube Expanders
Ajax Mfg. Co., Pittsburgh, Pa

Tubes, Seamless Drawn
American Tube & Stamping Co., Bridgeport, Conn.

Tubing
Americon Tube & Stamping Co., Bridgeport, Conn.

Turnbuckles
Columbus Bolt Works, Columbus, O.

Twist Drills
C. E. Jennings & Co., New York

Valves, Pump
Berger Bros. Co., Philadelphia
F. E. Myers & Bro., Ashland, Ohio

Vases, Iron
Stewart Iron Works, Cincinnati, O.

Varnishes
Adams & Elting Co., Chicago, Ills.
Glidden Varnish Co., Cleveland, O.
E. E. Nice, Philadelphia, Pa.

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Champion Safety Lock Co., Geneva, O.

Ventilators
Berger Bros. Co., Philadelphia

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Armstrong Mfg. Co., Bridgeport, Conn.
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Osgood Scale Co., Binghampton, N. Y.

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Columbus Bolt Works, Columbus, O.

Washing Machines
Blackstone Mfg. Co., Jamestown, N. Y.
H. F. Brammer Mfg. Co., Davenport, Ia.
Boss Washing Machine Co., Cinn., O.
Voss Bros. Mfg. Co., Davenport, Iowa.
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Buffalo Mfg. Co., Buffalo, N. Y.

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Buffalo Wire Works Co., Buffalo, N. Y.

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Adams Steel & Wire Works, Joliet, Ill.
J. E. Bolles Iron & Wire Works, Detroit, Mich.
Enterprise Foundry & Fence Co., Indianapolis, Ind.

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J. E. Bolles Iron & Wire Works, Detroit, Mich.
New Jersey Wire Cloth Co., New York, Trenton, Chicago, San Francisco
Buffalo Wire Works Co., Buffalo, N. Y.

Wire, Iron and Steel
Igoe Brothers, Brooklyn, N. Y.

Wire Lathing
New Jersey Wire Cloth Co., Trenton and New York

Wire, Market
Berger Bros. Co., Philadelphia
Fuller Bros., New York
New Jersey Wire Cloth Co., New York, Trenton, Chicago, San Francisco

Wire, Music
Alfred Field & Co., New York

Wire Nails
Fuller Bros. & Co., New York

Wire Nails (Special and Common)
Igoe Brothers, Brooklyn, N. Y.

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Pullman Mfg. Co., Rochester, N. Y.

Wire Springs
John Chatillon & Sons, New York

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The Wm. Bayley Co., Springfield, O.
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Bullard Automatic Wrench Co., Providence, R. I.

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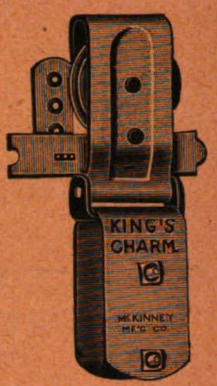
Walworth Mfg. Co..... 1
Warren (J. D.) Mfg. Co..... 9
Watson, N. A..... *
Wayne Mfg. Co..... *
Weiland, Chas. 1
Weiss, L. T..... *
Western Clock Mfg. Co 39
West Haven Mfg. Co..... 1
West Haven Mfg. Co..... 60
White (L. & I. J.) Co..... 43
White, J. W..... 7
White Lily Washer Co..... 6
Wiley & Russell Mfg. Co..... 1
Wilkinson & Co., A. J..... 1
Winchester Repeating Arms Co.... 49

*Appear every other issue.

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TRADE "NONE BETTER" MARK

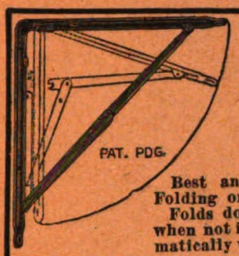


McKINNEY MANUFACTURING CO.,
ALLEGHENY, PA.

Manufacturers of the Well Known Brand of

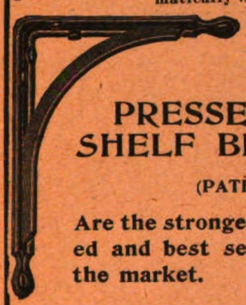
STRAP, T and BUTT HINGES.

BARN DOOR HANGERS and TRACK.



GRIFFIN'S FOLDING BRACKET

Best and only Bracket for Folding or Swinging Shelves. Folds down against the wall when not in use. Locks automatically when lifted up.



GRIFFIN'S PRESSED STEEL SHELF BRACKETS

(PATENTED)

Are the strongest, best finished and best selling goods on the market. :: :: ::



Steel Strap, T and Butt Hinges

THE GRIFFIN MFG. CO.
Erie, Pennsylvania.



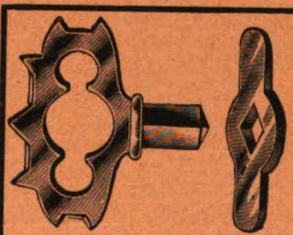
Large 10 oz. Can.

WE MAKE IT!

The BEST Air Drying Iron Enamel Made.

Try a 1-Dozen Case From Your Jobber.

Nickel Plate Stove Polish Co.
CHICAGO.





GREAT ASSORTMENT
—OF—

EARS, KNOBS AND HANDLES

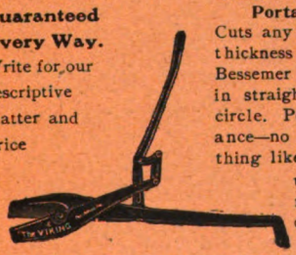
LEADING SUPPLY HOUSE IN AMERICA FOR THIS CLASS OF GOODS.

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231 AND 237 ARCH ST., PHILADELPHIA.



The "VIKING" Guaranteed Every Way. Write for our descriptive matter and price



Compound Leverage Portable Shears Cuts any metal any thickness to No. 12 Bessemer steel easily in straight, angle or circle. Perfect clearance—no kinks. Nothing like it. Every user of sheet metal needs one.

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CHAS. A. SWAN & CO., Corry, Pa.

WHEELBARROWS OF ALL KINDS.

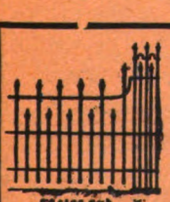
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DRAG and WHEEL SCRAPERS, HAND CARTS, STORE and WAREHOUSE TRUCKS.

GET OUR PRICES.



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CANAL BARROW

Syracuse Chilled Plow Co.,
SYRACUSE, N. Y., U. S. A.



PRISON, HOUSE AND STABLE WORK.

Joist Hangers; Lawn Furniture; Fencing, etc.

VAN DORN IRON WORKS CO.,
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AMES SWORD CO.,
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MANUFACTURERS OF

Patent Perfection Padlocks.

All sizes, ½ in. to 2½ ins. *Send for Catalogue.*

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BEST QUALITY.

COLUMBUS BOLT WORKS, COLUMBUS, OHIO.

FANCY HEAD BOLTS,
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MACHINE BOLTS,
TIRE BOLTS,

Norway Iron
AXLE CLIPS,
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SHAFT COUPLINGS.

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PERFORATED METAL
IN SHEET TIN, ZINC, COPPER, &c.
WRITE FOR PARTICULARS.
EDWIN B. STIMPSON & SON,
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PRIEST'S CLIPPERS.
THAT'S SUFFICIENT!



CATALOGUE ON APPLICATION.
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NASHUA, N. H., U. S. A.
Wiebusch & Hilger, Ltd., Special N. Y. Reps., 9-15 Murray St.

U.S. METAL POLISH

The only Metal Polish that works quick and easy and keeps its lustre. Holds old trade and makes new. It does not deteriorate. Established 16 years. 3-oz. Box for 10 cents. 5-lb. Pail $1.00. Sold by agents and dealers all over the world. Ask or write for FREE samples. GEO. W. HOFFMAN, Expert Polish Maker, 295 E. Washington St., Indianapolis, Ind. Branches—1 Park Row, New York City; Chicago, Ill.; San Francisco, Cal.

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FILLERS, VARNISHES, PAINTS, STAINS, ENAMELS
TRADE WINNERS---TRADE KEEPERS
Catalogue, Color Cards and other literature sent on request.
See our Special Announcement in Hardware on the 10th of each month.
EUGENE E. NICE, 272-274 So. 2nd St., Phila., Pa.

THE I.X.L. FAUCET
JOHN SOMMERS BEST I. X. L.
BEARS THIS TRADE MARK.
IT HAS NO EQUAL FOR THE PRICE.
JOHN SOMMERS' SON
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CAPEWELL HORSE NAILS at the World's Fair
GENERAL SERVICE COMPANY (Incorporated)
Authorized Agents of the World's Fair, St. Louis, 1904.
LOUISIANA PURCHASE EXPOSITION

CORRUGATED PATTERN.

THE CAPEWELL HORSE NAIL CO.,
Hartford, Conn.

St. Louis, U. S. A., Feb. 22, 1905.

Gentlemen:—We have used the Capewell Nail for the last seven years in the shops of the Columbia Transfer Company, of which I am President, and we have also used the Capewell Nail in the shops of this Company on all horses, some 450 in number, used in placing the exhibits and doing other teaming work during the World's Fair. *It has given us excellent satisfaction and our smiths prefer it to any other nail on the market.*

Yours very truly,
GENERAL SERVICE CO., J. M. Allen, Vice-President and General Manager.

Made By
The CAPEWELL HORSE NAIL CO., Hartford, Conn.
Branches: New York, Philadelphia, Baltimore, Buffalo, Cincinnati, Detroit, Chicago, St. Louis, New Orleans, Denver, San Francisco, Portland, City of Mexico, Toronto, Canada
1905 Calendar and Complete Catalogue Free Upon Request.

PLATE PATTERN.

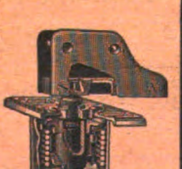


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Est. 1863 Inc. 1892
TRADE MARK.
Twelve Medals Awarded at International Expositions.
Special Grand Prize Gold Medal at Atlanta, 1895.
Copy of catalogue will be sent free to any interested file user on application.
G. & H. BARNETT COMPANY,
PHILADELPHIA, PA.

The easiest way to keep up-to-time in . . . . . .
The Hardware Business
is by
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BOMMER SPRING HINGES
ARE QUALITY GOODS
Easy to Move but Give Profitable Returns.
BOMMER BROTHERS
Brooklyn, N. Y., U. S. A.





A good many men don't know there's a difference in Hack Saws.
If you're one of that kind, use two or three UNIVERSAL Hack Saws,—and charge the result up to good experience.
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ou're Losing Real Money if you are not selling the India Oilstones made by Norton Emery Wheel Co., and sold exclusively by Pike Mfg. Co. Ask the latter why.

XX
10

HARDWARE

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NEW YORK
SEPT. 10
1905

IVES PATENT WINDOW STOP ADJUSTER



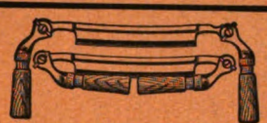
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WINDOW HARDWARE SPECIALTIES
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The H. B. Ives Co.
NEW HAVEN, CT.



CHAIN



Halter Chains—Dog Chains—Cow Chains—Coil Chain. Chains for all kinds of Machinery.
ONEIDA COMMUNITY, Oneida, N. Y.



All hardware dealers should carry this draw knife in stock.
A. J. WILKINSON & CO.,
180-188 Wash. St., Boston, Mass.



COVERT MFG. CO.
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STEEL CARRIAGE
AND
WAGON JACKS.
Harness Snaps, Chain, Rope and Web Goods.
SOLD BY ALL LEADING JOBBERS.



WALKER'S
Self-Pulling
CORK SCREWS
Every one tested and guaranteed.
Manufactured only by
ERIE SPECIALTY CO., Erie, Pa.

AGENTS WANTED
Hardware Dealers Make
BIG PROFITS SELLING



Stewart's Iron fence

which is cheaper than Wood and will last a LIFETIME. Most economical fence to buy. Awarded Grand Prize and Gold Medal, World's Fair, St. Louis, 1904. Send us your application TO DAY for Agency in your city.
The Stewart Iron Works Company
Dept. L, CINCINNATI, OHIO
Largest Iron Fence Factory in the World.
Capacity over 1,000,000 lin. feet.

STEVENS

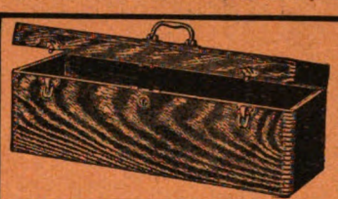
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Our **Advertisements** are appearing in over **fifteen hundred** periodicals and newspapers throughout this country and the Dominion of Canada. These publications have a combined circulation of over 40,000,000 copies and practically reach by **direct means** over **one-half** the population of this continent. Realize the tremendous impetus behind our famous line of

RIFLES, PISTOLS, SHOT GUNS AND ACCESSORIES

Handle our goods—they sell themselves **and stay sold.** Ask your Jobber and insist on the **STEVENS. Catalog Free.**

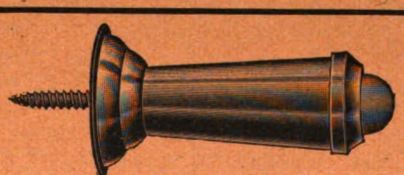
J. STEVENS ARMS & TOOL CO.
255 MAIN STREET,
CHICOPEE FALLS, MASS., U. S. A.



C. E. JENNINGS & CO.
42 MURRAY ST., NEW YORK
ELECTRICIANS' TOOL CHESTS
Made in two sizes. No. 1000 is 17 x 5½ x 5 inches. No. 1001 is 21 x 6½ x 7 inches. Made of Chestnut, locked corners, filled and varnished; has lock; box hinges; brass plated elbow to support lid, when open; brass plated lifting handle and two trunk clasps, to hold lid in place, when carried by hand.



The World Renowned **MAGNOLIA METAL**
ONE GRADE, ONE QUALITY ONLY.
CHEAPER and better than "Genuine Babbitt." Lasts longer with less friction. Saves oil, fuel, power, etc. The only anti-friction babbitt metal that is used all over the world by the leading Railroads, Steamships, Manufacturers, etc., and by twelve leading governments. Sold by leading dealers everywhere or by
FAC-SIMILE BAR OF MAGNOLIA METAL.
MAGNOLIA METAL CO., NEW YORK, 113-115 Bank St., CHICAGO, Fisher Bldg.
Pittsburg. Montreal. (We manufacture all grades of Babbitt metals at competitive prices.)



The Champion Metallic Base Knobs
NEVER BREAK
(TRADE MARK)
Can be screwed into hardwood without injury. Ingeniously constructed rubber button easily replaced. Made in either Steel, Brass or Bronze and all Finishes to match other hardware. Manufactured only by
THE CHAMPION SAFETY LOCK CO., Geneva, O.

JOBS IN HARDWARE, CUTLERY AND HOUSEFURNISHING GOODS. BOUGHT and SOLD.
I make all kinds of second quality files and rasps a specialty
CHAS. WEILAND
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Don't be prejudiced *against* UNIVERSAL Hack Saws merely because we say they're *better* than those you are using!
Let us prove that they're better!
Let us send you a few UNIVERSAL Hack Saws on trial for you or your customers to use.
The result will tell the story.
Our catalogue and quotations on request.
WEST HAVEN MFG. CO., New Haven, Conn.

Gold Medal---St. Louis Exposition
For VALVES, BRASS and IRON GOODS, PIPE FITTINGS, Etc.
ENGINEERS', GAS AND STEAM FITTERS' TOOLS,
AWARDED 1904 TO
WALWORTH MFG. CO. 128-136 FEDERAL ST., BOSTON, MASS. PARK ROW BUILDING, NEW YORK.
WRITE FOR POCKET CATALOGUE.

When Writing to Advertisers Please Mention "HARDWARE"

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139 GREENWICH STREET,
NEW YORK.

STEEL WIRE NAILS.
Iron and Steel
CUT NAILS.
Plain and Galvanized Wire.
BARB WIRE.
Wire Straightened and Cut to Length

Do You Solemnly Swear

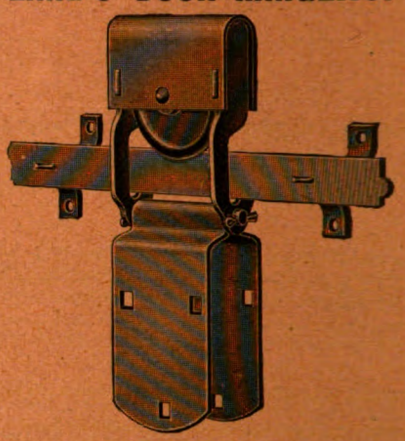


No. 1 Fire Pot $6.00 Net

after vainly trying to make that "Just as good as No 1 Fire Pot" work that *you will never purchase anything but the Old Original No. 1 Fire Pot?* Your experience is common. That is why the demand for the No. 1 Fire Pot steadily grows. Its satisfied users are found everywhere. They realize that they cannot afford to use other makes if they cost nothing. Try a No. 1 "Your money back if you are not pleased" is our guarantee. Jobbers sell at factory price.

Clayton & Lambert Mfg. Co.
Detroit, Mich., U. S. A.

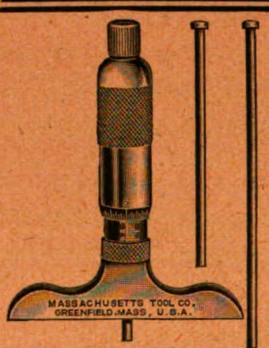
LANE'S DOOR HANGERS.



LANE BROTHERS CO. Mfr's.
429-461 Prospect St., Poughkeepsie, N. Y.



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NILES
SPRING HINGE AND PIVOT.
WRITE FOR PRICES.
NILES MFG. CO.,
14-16 N. Canal St.,
CHICAGO.

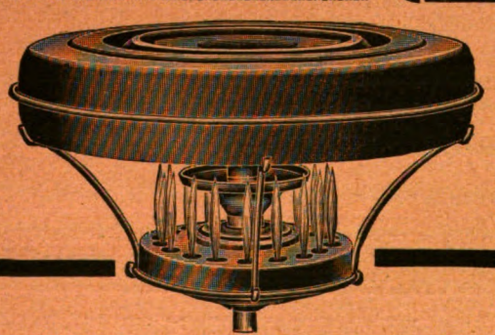


No. 31 Depth Micrometer Gauge

The most accurate measurements of depths of holes, slots, shoulders, etc., can be taken with this Gauge. Two sizes, Nos. 31 and 32.

You Ought to See the Rest of Our Line!
Get our Catalog Y. It tells a convincing tale.

MASSACHUSETTS TOOL CO., GREENFIELD, MASS.



The 20th Century White Flame
HEAT & LIGHT IN ONE

Wholesalers are Placing their Orders Now to Insure Suppy for the Fall and Winter Demand.

GAS BURNERS GIVING HEAT AND LIGHT

At cost of LIGHT *ONLY.*

Fits Any Gas Fixture--
Heats and Lights Any Room.

Retails at $1.25
Good Margin for Jobber and Retailer—Big Seller.

For full particulars address,

20th Century Mfg. Co.
19 Warren St., New York.
Mfrs. of the Famous 20th Century Bicycle and Automobile Headlights.

STERLING

STEEL CARPET SWEEPERS

In comparison with old style, wooden sweepers have as many points of superiority as the modern battleship over the frigate of 1812

Let us tell you more of the Sterling's many advantages, and how we give this handsome display stand Free with Sterling Sweepers

STREATOR METAL STAMPING CO.
STREATOR, ILL.





NEW YORK OFFICE
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KEUFFEL & ESSER CO.

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Manufacturers of

MEASURING TAPES

Steel, Metallic, Linen, Ass-Skin, Steel and Linen Pocket Tapes

OUR GUARANTY: *Best Material, Highest Grade Workmanship, Greatest Accuracy.*

HIGHEST AWARD, GRAND PRIZE, ST. LOUIS, 1904

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HOBOKEN, NEW JERSEY.

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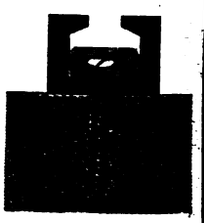
111 Madison St., Chicago.
813 Locust St., St Louis.
303 Montgomery St., San Francisco.

MORE SHELF ROOM

Easily secured without increasing the size of the store by using

BAINES SHELF BRACKETS

Adjustable or Fixed





The accompanying cuts show the entire absence of obstructions, usually found on Hardware shelves; the manner of adjustment; and the way they are attached to the walls.

Our catalogue "H," for Hardware men, tells how to estimate the number of brackets required, how to install them, etc, It will be of interest to any merchant.

PIQUA BRACKET CO. PIQUA, O.

"A Tough Proposition"

for a sledgehammer is the newest and best Screw-Driver on the market to-day:

THOMSON'S INDESTRUCTIBLE

It's the best proposition for you though, because it is, as its name implies, indestructible.

* * *

We don't just say it's indestructible—

We Guarantee

it's being so, because it's drop-forged from the best steel—cap, ferrule and blade, which is of one piece, extending through handle to cap.

* * *

Sizes 2½ to 30 inches.

* * *

We make all kinds of drop-forgings.

Thomson Drop Forge Co.

Plantsville, Conn.



BEFORE placing your orders for the Holiday trade for Chafing Dishes, Five O'clock Teas, Coffee Extractors, Crumb Trays and Scrapers, Baking Dishes, etc., it may be to your interest to write for an Illustrated Catalogue to

The Buffalo Mfg. Co.

444 Niagara St., BUFFALO, N. Y.

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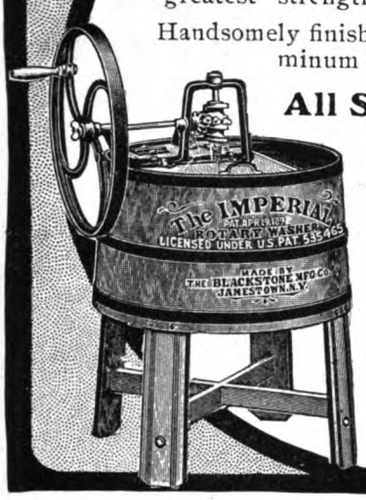
18 Warren St., New York,
2 Commerce St., Philadelphia,
40 Dearborn St., Chicago,
247 Coronado Bldg., Denver, Colo.,
61 Stuart St., San Francisco.

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The Imperial
Rotary Washer

Is our latest and best. It fulfills every requirement of a down-to-date Washer. Its sliding cylinder on square post insures greatest strength of any Rotary Washer.

Handsomely finished. All castings in Gold Aluminum or Bronze. Tub extra large.



All Steel Roller Bearings

makes it noiseless, speedy and most easy to run.

Easy going, too, when it comes to selling them.

Our catalogue shows the most complete line of Washers on the market. Get it to day.

Blackstone Mfg. Co.
Jamestown
N. Y.

"PULLMAN"
SCREEN DOOR CHECK
Folder No. 12



Works like a Charm, Never Fails.
Material and workmanship highest grade. Low in price.
"If it's 'Pullman'—it's right."

PULLMAN MFG. COMPANY
Rochester, N. Y., U. S. A.

78 YEARS. ESTABLISHED 1825. 78 YEARS.

CELEBRATED **HEINISCH** SHEARS,
ACKNOWLEDGED THE BEST.



Tailors' Shears, Trimmers, Scissors, Tinners' Snips, Etc.

R. HEINISCH'S SONS CO.,
F. A. VORDERMEIER, NEW YORK MANAGER.
155 CHAMBERS ST. MAIN OFFICE AND FACTORY, NEWARK, N. J.

METAL SHINGLES AND TILES

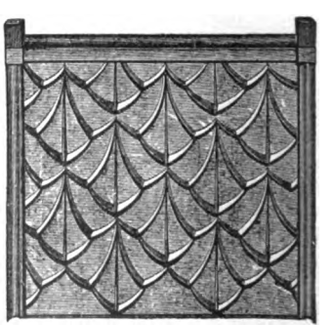
from Tin, Galvanized Tin and Copper, earn easy and good profits for Hardwaremen.



Best for Country Houses

because they are rust, storm and fire proof. Least costly as they require no painting and after care.

We have a large variety of styles.



Let us tell you of special proposition in detail. Drop us a line.

MENTION HARDWARE

The National Sheet Metal Roofing Co.
339-345 GRAND ST., JERSEY CITY, N.J.



Polygon Conductor Pipes Won't Burst.

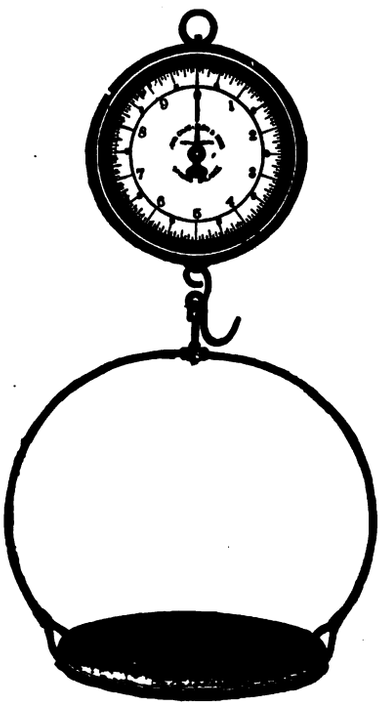
The twist in the corrugation checks the sudden fall of ice and water, thus protecting the joints. It stands hard knocks because it is corrugated. Again, it is much handsomer than plain pipe. Made in copper and galvanized iron.

Catalogue and information free.
Address Dept. H,
THE
American Steel Roofing Co.
Middletown, O.

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CHATILLON SPRING SCALES.

OUR attention having been called to the fact that inferior makes of Spring Scales are being sold to butchers as "Chattillon" Scales, we deem it due to the trade and to ourselves, in order to protect the merits of our Spring Scales, so well and favorably known for more than sixty years, to inform you that every Spring Scale manufactured by us

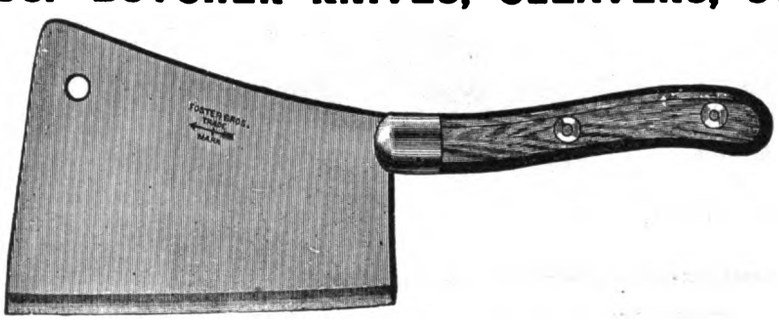


has our name as makers plainly on the dial, thus:

John Chatillon & Sons. Makers. New York.

and any scale without this name on the dial is NOT A GENUINE CHATILLON SCALE.

FOSTER BROS.' BUTCHER KNIVES, CLEAVERS, STEELS, ETC.



These Tools are recognized in the Markets, Packing Houses and Abattoirs throughout the United States as the standard of excellence, quality being the first consideration. We carry in stock every style and size of Knives, Cleavers and Steels used in cutting meat; also Knives for kitchen use in Hotels, Restaurants and for domestic purposes.

FRIEDERICH DICK'S MAGNET DIAMOND STEELS.



By careful workmanship and the use of a special steel in their manufacture THEY HAVE BECOME FAMOUS THROUGHOUT THE WORLD.



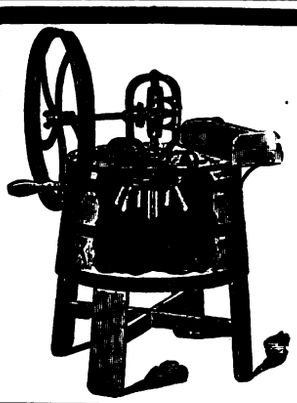
Finest Quality American Pocket Cutlery in large variety. Knives that are good sellers and will give satisfaction to the user.

ESTABLISHED 1835

JOHN CHATILLON & SONS, New York City.

85 to 93 CLIFF STREET and 12 JACOB STREET.

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WE HELP YOU—

by creating the demand and sending the Trade to your store for

O. K. Washing Machines

The O. K. Washing Machine is *good in every detail* and we're telling our story in several of the widely read Farm Journals.

In all of our advertisements we say: "Your dealer has the O. K."

It's to your interests to sell the O. K., and meet the rapidly growing demand.

You'll find our booklet and prices interesting.

H. F. BRAMMER MFG. CO., Davenport, Ia.

THE LATEST — THE BEST

No. 602 "Napanoch"
Pocket Knife Tool Kit

The most useful Pocket Knife Combination ever made in America by skilled American workmen.



Leather Pocket-book 4½ ins. long; 3¾ ins. wide Contains Pocket Knife, Reamer, File, Saw, Chisel, Screw Driver.

Sold with unlimited warrantee.
Send for circular and prices.

U. J. ULERY
7 Warren St. NEW YORK

The New Wayne Rotary Washer

THIS MACHINE is built to satisfy those women who desire nothing but the best and it fully meets every requirement the most exacting customer may demand. Its strikingly handsome appearance attracts the attention of women at first sight and its many exclusive features can be so convincingly explained that sales are quickly made.



Wayne Tubs are made of the finest kiln dried Cypress and are finished in Cherry with two coats of varnish. The hoops are finished in Silver and Gold Bronze. All mechanical parts are of the finest material, carefully adjusted and will last for years. The legs are detachable or stationary as ordered. Every part of this machine is of the highest standard quality.

We will gladly forward interested dealers full particulars and prices.

WAYNE MANUFACTURING CO.
ST. LOUIS, MO.

Mfrs. of The Jewel Rotary, The Eagle Ball Bearing Rotary and 17 other styles of washers.



"Three in One" Lubricates

Prevents Rust, Cleans and Polishes

G. W. COLE CO.
145 Broadway, New York

WIRE and WIRE NAILS

¶ You ought to have our prices on Special and Common Nails, Iron and Steel Wire, and Wire Plant Supports.

¶ The profits on our goods will make you our steady customer.

¶ Write us to-day.

Mention HARDWARE.

IGOE BROTHERS
226 North 9th St., Brooklyn, N. Y.



STOP AND THINK

6000

Live hardware dealers find the White Lily Washing Machine the best washer and the best seller on the market.

If you have not got a reserved seat in the band wagon you had better write today.

White Lily Washer Co.

Toledo, Ohio. Davenport, Iowa.

Columbia Can Opener

It never slips nor tears. A high grade can opener at a low price—10 cts. retail. Discount most liberal to the trade. Send for it.

A. F. Meisselbach & Bro
30 PROSPECT STREET
NEWARK, N. J.



AGENCY **JOSEPH RODGERS & SONS, LTD.**

FOR CENTURIES THE WORLD RENOWNED HOUSE OF

JOSEPH RODGERS & SONS, Ltd.

SHEFFIELD, ENGLAND

Has had neither equals nor superiors in the manufacture of

Carving Knives and Forks, Table Cutlery, Scissors,

CORPORATE MARK

Razors, Hunting and Bowie Knives, Pocket Cutlery, &c.

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Custom Made

FLY SCREENS

Fine Goods. Reasonable Prices.
Good Profits to Dealers. No Investment.
Agency Outfit Free.

The A. J. Phillips Co., Fenton, Mich.
23 Years Experience. 3½ Acres Floors.

ELEVATORS & DUMB WAITERS

We make a specialty of manufacturing them. Also appliances for same.

O'NEILL ELEVATOR CO. 628 Cherry Street, Philadelphia Pa.

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Our Object



IS TO PLEASE
YOU TWICE OVER



Name anything you wish in the line of

Fine Table Cutlery

in general—in particular

Stag Handle Carvers

with Silver Ferrules
and if with our twenty-five years' experience and down-to-date facilities we do not offer you

The Best Goods for Your Money

it will be a surprise to us and—to scores of old customers, who know them to be the best.

Our Catalog—Have You Got It?

You can't afford to be without it because it shows in detail, how complete and excellent our line of cutlery is.

Don't argue—don't wait—write to-day.

*

Mention HARDWARE

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SHELLBURNE FALLS, MASS., U. S. A.

A
POSITIVE,
FORCEFUL
SELLING AGENT
IS THE
QUALITY
OF THE



DISSTON SAWS

THEY
DEVELOP
TRADE.

HENRY DISSTON & SONS, INC.
PHILADELPHIA, PA.

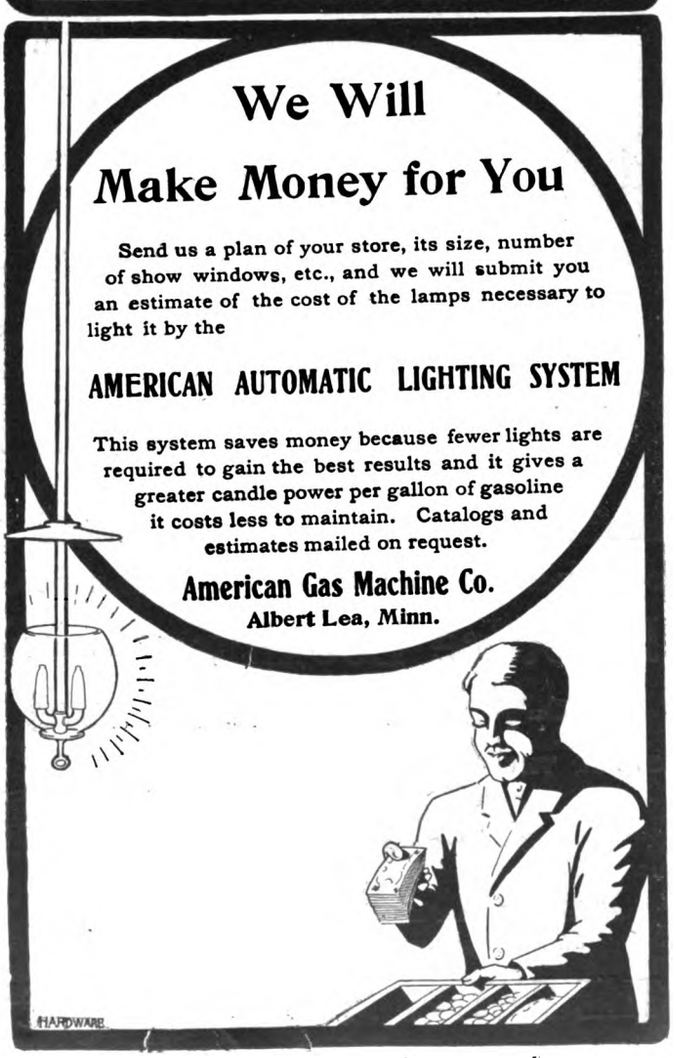
We Will
Make Money for You

Send us a plan of your store, its size, number of show windows, etc., and we will submit you an estimate of the cost of the lamps necessary to light it by the

AMERICAN AUTOMATIC LIGHTING SYSTEM

This system saves money because fewer lights are required to gain the best results and it gives a greater candle power per gallon of gasoline it costs less to maintain. Catalogs and estimates mailed on request.

American Gas Machine Co.
Albert Lea, Minn.



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BEET FORKS



BALL ENDS or BLUNT POINTS

6 TINES
7 TINES

American Fork & Hoe Co.

Send for Beet Tool Catalog.

CLEVELAND, O., U. S. A.

EAGLE MOP WRINGERS

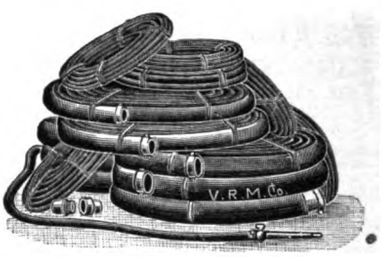
are made right in every particular, and will give longer and better service than others less carefully made.

With no parts to stretch or break, the rolls in the EAGLE always close tightly and give the best possible results in use.

Write for descriptive circular and prices; or ask your jobber. If he is up-to-date, he has EAGLE MOP WRINGERS in stock.

Eagle Cooperage Works,
CIRCLEVILLE, O.





After a "square deal" in

Rubber Hose, Belting, Packing, Rubber Mats, Matting, Etc.?

Get Voorhees

Their reputation for excellence is of 30 years' standing.

Always glad to estimate on special goods.

A postal will fetch our catalogue, prices and samples.

VOORHEES RUBBER MFG. CO.,
Jersey City, N. J.

If you're Looking for First Class

UP-TO-DATE BARROWS

ORDER THE • • •

Champions, the **World's Best.**

All Kinds of Wood and Steel Barrows.



THE BRYAN MFG. CO., BRYAN, OHIO, U. S. A.

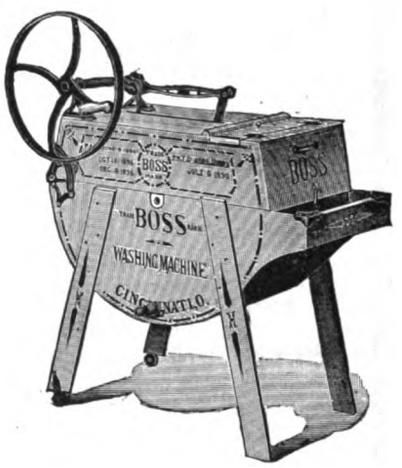
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"BOSS" WASHING MACHINES

Illustrations represent our two best selling washers.

They are non-competition, therefore, most profitable to handle and sell.

Write at once for catalogue and price list, also our nearest distributing point to your location.

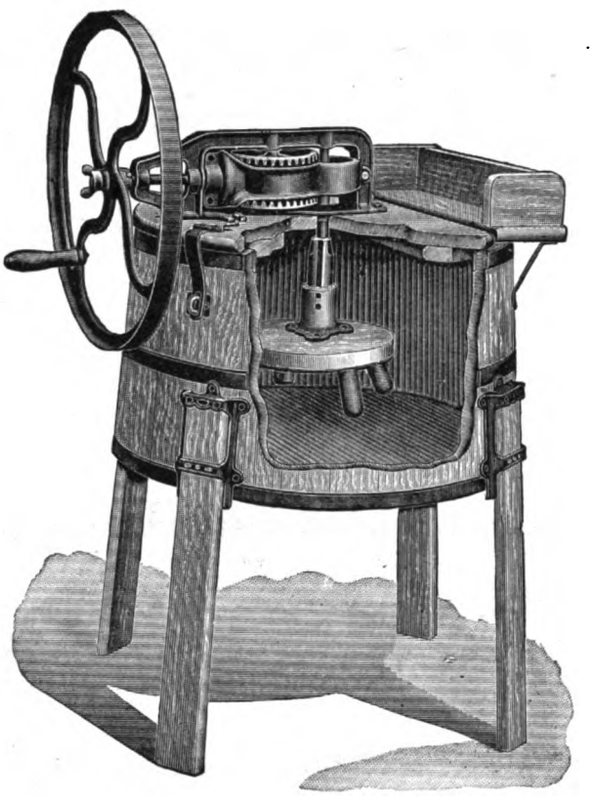


The only line of Washers not found in the catalogues of Catalogue Houses, therefore appeal to every dealer for support.

ADDRESS

Boss Washing Machine Co.

CINCINNATI, OHIO



BOSS DOUBLE ACTION

This machine is built on the true principle of rubbing clothes, similar to rubbing them on the old fashioned board, only that it just rubs a quantity at one time, and without the slightest injury to the finest of fabric including laces.

IMPROVED BOSS ROTARY

Has gears protected by shield or cover.
Has Telescopic dasher post.
Has large cypress tub and rub block.
Has either stave or detachable legs.
Has Highest Speed of any rotary.

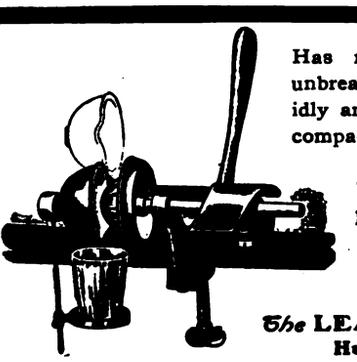
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An unusual plan to help you sell this wonderful stove polish. Ask us about it.

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The "Leader" Lemon Squeezer



Has no loose parts. Is unbreakable. Works rapidly and thoroughly. Most compactly put together.

Two styles — nickel plated and Japanned.

Mention HARDWARE.

The LEADER MFG. CO.
Hartford, Conn.



It's a pleasure to handle

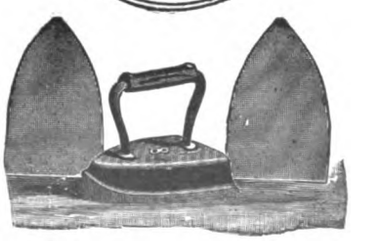
BLACKLOCK'S SAD IRONS

because they are the good "old fashioned" kind, in shape they are strictly "new fashioned" in finish. They are made in new shapes too—for ironing sleeves, pressing, &c.

Finished in Black, Bronze, Aluminum or Full Nickle.

The name "Blacklock" is on every handle.

BLACKLOCK FOUNDRY
SOUTH PITTSBURG, TENN.



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The Whole World Uses Graphite

The Hardware Trade Finds Profit in These DIXON Productions

Dixon's Silica—Graphite Paint
Dixon's Lubricating Graphites
Dixon's Graphite Greases
Dixon's Automobile Lubricants
Dixon's Carpenters' Pencils, Etc.

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JOSEPH DIXON CRUCIBLE CO. JERSEY CITY, N. J.

You take no risk on the quality. We make only the best.



Sand Papers in Reams and Rolls — Flint Paper, Garnet Paper, Emery Paper, Emery Cloth

HAIR FELTING for covering Boilers, Steam and Water Pipe, and lining Refrigerators.

BAEDER, ADAMSON & CO.

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140 MILK STREET, BOSTON.
182 LAKE STREET, CHICAGO.

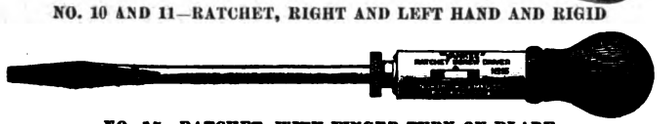
"YANKEE" TOOLS

ARE THE NEWEST, CLEVEREST AND QUICKEST SELLING

Ask Your Jobber About Them.



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Send for "Yankee" Tool Book



NO. 40-41-44—AUTOMATIC DRILL



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A STRONG COMBINATION.

We are Sole Agents in the United States for:

Joseph Rodgers & Sons, Limited,	Best Cutlery in the World.
Joseph Gillott & Sons,	Best Steel Pens in the World.
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The Imperial Enamel Co.,	Best Enamelled Signs in the World.
Webster & Horsfall,	Best Steel Wire in the World.
W. K. & C. Peace,	Best Lawn Scythes and Grass Hooks.
Edward Gem & Co.,	Hedge and Garden Shears.

WAX WIRE

AN ENTIRELY NEW THING.

A simple method of making perfect Vent Holes in cores for castings. Write for particulars.

MACHINE, COIL AND HALTER CHAINS, WESTON'S DIFFERENTIAL PULLEY BLOCKS, CHESTER MAN'S MEASURING TAPES, &c., &c., &c.

Anything wanted from abroad imported to order. Exporters of Hardware and all kinds of American Products. CORRESPONDENCE SOLICITED.

FRANK MILLER'S

Carriage Requisites

FRANK MILLER'S CARRIAGE TOP DRESSING

Gives an Elastic, Durable Waterproof Gloss, and is positively safe to use on the finest stock.





FRANK MILLER'S AXLE OIL.

Superior to Castor Oil; lasts longer, and will not gum.

Manufactured by

THE FRANK MILLER CO.,
349 & 351 WEST 26TH STREET,
NEW YORK.

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THE ARMSTRONG PIPE CUTTER

THE strongest, most rapid working and cheapest on the market. Nos. 1 to 3 will take a range of pipe 1-8 to 4 inches inclusive.

SEND FOR COMPLETE CATALOGUE

The Armstrong Mfg. Co.

BRIDGEPORT, CONN.

New York Office, 139 Centre Street.

BLASTING SUPPLY? Write for Prices and Particulars on

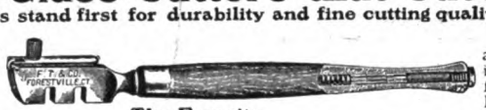
ELECTRIC EXPLODERS, ELECTRIC SAFETY FUSES, ELECTRIC TIME FUSES, ETC., TO

STAR ELECTRIC FUSE WORKS, Wilkes-Barre, Pa.

Glass Cutters that Cut

Ours stand first for durability and fine cutting qualities

Note our patent interchangeable feature.



Extra cutter wheels are placed in handle instead of tube. Send for catalog. Mention HARDWARE.

The Favorite

FLETCHER, TERRY & CO., Forestville, Conn., U. S. A.



A Long (K)Night In HARDWARE

¶ For years retail hardware men have been groping in the dark, looking for some efficient way to increase their business—some of them have found it!

Warren's Patent Sectional Glass Front Shelving

is designed and manufactured by a Hardware Man for Hardware Men.

¶ You can keep a line of samples of your entire stock on exhibition at all times.

¶ It preserves each article in the same attractive newness that it comes from the factory, prevents *dust, rust, finger-marks and dirt.*

¶ It enables you to sell goods to a *German*, a *Scandinavian* or *any* other foreigner who, even though he cannot speak English can *point* to what he wants.

¶ It improves the appearance of your store *100 per cent;* enables your salesmen to spend their time *selling* goods instead of *hunting* for them, and will *pay for itself in one year.*

¶ Send dimensions of your store and let us supply you—FREE—with a color plate made to scale showing how *your* store will look when equipped with The Best Shelving in the world for your purpose.

¶ Remember the shelving is made on the unit plan—if you want to experiment—don't wish a complete outfit now—you can buy one—two—three stacks or sections—the rest will follow as your satisfaction increases.

J. D. WARREN MANUFACTURING CO.
900 Masonic Temple, Chicago

THE SCHWERDTLE STAMP CO.,
MANUFACTURERS
Notary, Lodge and Corporation Seals,
Send for Catalogue. BRIDGEPORT, CONN.

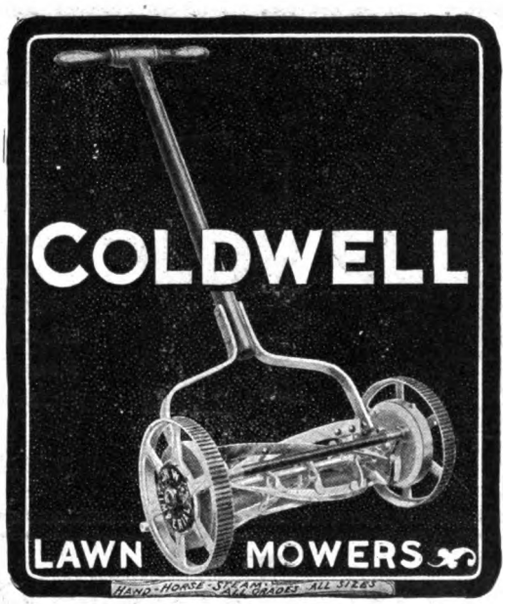
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would be in Virginia, the Carolinas, Georgia, Florida or Alabama, and the special Southern edition of the Seaboard Air Line Magazine will convince you. It contains specific opportunities, and lists of orange groves, pine apple plantations, farm, fruit and truck lands.

"Picturesque Florida" containing over a hundred full page photogravures illustrating typical scenes, but containing no reading matter or advertising, together with other literature sent on receipt of ten cents to pay postage.

J. W. WHITE,
General Industrial Agent,
Seaboard Air Line Railway,
Portsmouth, Virginia.

We have a good location for your plant.



COLDWELL LAWN MOWERS
Hand, Horse, Motor Power
1906
Catalogue Now Ready
COLDWELL LAWN MOWER CO.
NEWBURGH, N. Y.

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Leaks are Dangerous

Small leaks sap profit from your business. To stop these leaks and give you time to attend to the big features of your business—increase of sales, gaining new customers and proper management of your store—you must have system to take care of these details. System is as essential as capital. Business requires careful study and encouragement of new ideas and mechanical devices to relieve you from all unnecessary worry and detail.

A National Cash Register does not cost as much as a clerk in consideration that you pay a clerk a certain rate per week indefinitely. You pay for a National Cash Register from the small leaks which it prevents.

Let our representative call and explain our system to you.



Cut off here and mail to us today

NATIONAL CASH REGISTER COMPANY, DAYTON, OHIO

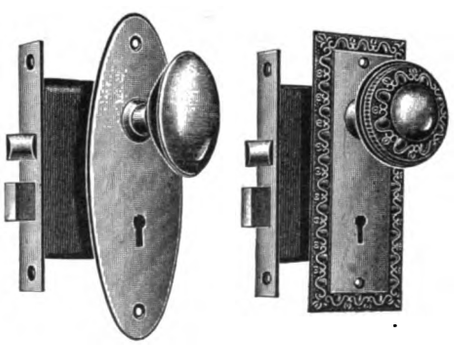
*I own a*_____. *Please explain to me what kind of a register is best suited for my business. This does not obligate me to buy.*

_____ *Name*

_____ *Address*

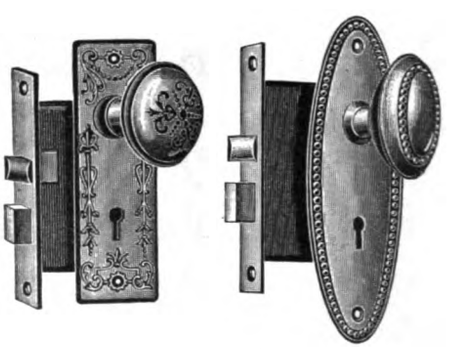
_____ *No. Clerks*

You Ought to See the Rest of Our Line!



You will appreciate a copy of our catalogue. It gives full particulars and prices on our

Light Gray Iron Castings, Builders' Hardware, Dampers, Damper Clips, Oil and Gas Stoves, Furnace Lamps, Molasses Gates, Letter Boxes, Hardware Specialties.



The TAYLOR & BOGGIS FOUNDRY CO., Cleveland, Ohio

New Jersey Wire Cloth Co.

MANUFACTURES

THE ROEBLING STANDARD WIRE LATHING,

"JERSEY" POULTRY NETTING AND FARM FENCING,

PAINTED AND GALVANIZED WINDOW SCREEN CLOTH,

and every kind of

IRON, STEEL, BRASS and COPPER WIRE CLOTH.

TRENTON, NEW JERSEY. 117 and 119 Liberty Street, NEW YORK. 171 and 173 Lake Street, CHICAGO. 25 and 27 Freemont Street, SAN FRANCISCO.

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JUST A TRIAL



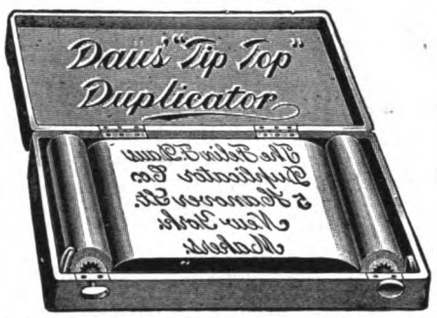
A JUST TRIAL

Is all we ask. It will substantiate all our claims for

DAUS' "TIP-TOP" DUPLICATOR

It Duplicates 50-150

Let-ters



In-voices

Menus

Circu-lars

Music

Thousands of pleased customers testify to this fact.
Saves time, and money on your print bills.
Price $5. Ten Days' Trial Free!

THE FELIX P. J. DAUS DUPLICATOR CO.
111 JOHN ST., NEW YORK, U. S. A.

ONE MILLION

Five Hundred Thousand Sold



25 Years on the Market

Need More Be Said

to induce every Hardware dealer to handle

The Original and Only Natural Stone "Gate City" Filter?

Everywhere leading physicians endorse it because it removes absolutely all disease germs and all other impurities, making all drinking water pure, odorless and sparkling. Most easily cleaned. Price moderate. We help you sell it.

Send for "Gate City Folder H"—it tells all about it.

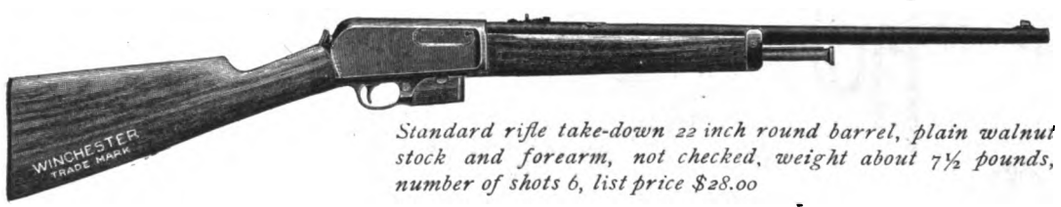
GATE CITY FILTER CO.
15 E. 14th Street NEW YORK

NOW READY, THE

WINCHESTER

MODEL 1905

.32 and .35 Caliber Self-Loading Rifle



Standard rifle take-down 22 inch round barrel, plain walnut stock and forearm, not checked, weight about 7½ pounds, number of shots 6, list price $28.00

WE are now ready to fill orders through the regular trade channels for this rifle. It is the first rifle of the self-loading type made for center fire ammunition, and, as the cartridges it handles are desirable either for hunting or target practice, it is bound to be a ready seller. For this reason, and also because the big game hunting season is almost here, we urge the trade to place their orders at once for this rifle and the cartridges it handles. The cartridges this rifle handles are of the modern smokeless type, using metal patched bullets, and are furnished either full metal patched or soft point metal patched.



Soft point or full metal patched, list price per 1000 $27.50



Soft point or full metal patched, list price per 1000 $27.00

WINCHESTER REPEATING ARMS CO., New Haven, Conn.

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BOARDMAN'S

SPOONS, FORKS ETC.

QUALITY GUARANTEED.

MANUFACTURERS OF

FLAT TABLE WARE

SILVER PLATED, ALSO NICKEL SILVER (Without Plate)

HIGHEST GRADE ONLY.

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EAST HADDAM, CONN.
ESTABLISHED 1840.

Tool Chests

All sizes, complete with tools, for boys, youths, gentlemen, farmers, railroads and carpenters' use; also Tool Cabinets.

Machinists' and pipe fitters' empty Tool Chests.

Agents for Steel Tool Chests.

Send for Catalogue.

AMERICAN TOOL CHEST CO.
200 West Houston St., New York, U. S. A.



GARLAND NUT & RIVET Co. PITTSBURGH

RIVETS

FOR

TOYS
TANKS
HAMES
WAGONS
SKATES
HINGES
STOVES
TRUNKS
SHOVELS
CASTERS
BOILERS
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COTTON BALING
PRESSED STEEL WORK
HARDWARE SPECIALTIES
AGRICULTURAL IMPLEMENTS
&c. &c. &c.
PACKAGE WORK A SPECIALTY

THE FANNER MFG. CO.,

CLEVELAND, OHIO.



LITTLE GIANT GAS STOVE.

Plain or Nickel Plated.

Ask for our Catalogue of Hardware Specialties, Arctic Stove Trimmings, &c.

MERCANTILE AND INDUSTRIAL.

The Territory traversed by the Southern Railway and Mobile and Ohio Railroad offers many desirable openings for locations in business of every kind—Mercantile, Manufacturing and in all pursuits relating to the production of many forms of raw material.

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Washington, D. C.

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It Saves Marring, Upsetting, or Springing the Arbors; cleaning out the centres and taking off the dogs, etc., etc.

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ADAM'S STEEL & WIRE WORKS.

Wire Fencing,
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Window Guards,
Wire Signs,
Jail Work, etc.



Send for Catalogue.

ADAM'S STEEL & WIRE WORKS, JOLIET, ILLS.

"Hold up! I'll take off my hat to the MYERS."



The name MYERS on Pumps and Hay Tools fixes their rank, indicates their quality and "separates them from the Goats," figuratively speaking.

That's why "all Hats Come Off" when the MYERS come in sight and why *The Glass Valve Takes Competition Off Its Feet.*



THE MYERS STAY-ON AND PUMPS, HAY TOOLS DOOR HANGERS

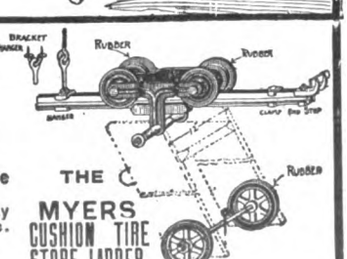
MEET ALL REQUIREMENTS.

Ask your Dealer for the Best Known Force Lift Tank and Spray Pumps.

Ask your Dealer for the Best Known Hay Carriers, Forks, Stayon Door Hangers, etc.

Write for Descriptive Circulars to

F. E. MYERS & BRO., Ashland, O.



THE MYERS CUSHION TIRE STORE LADDER.

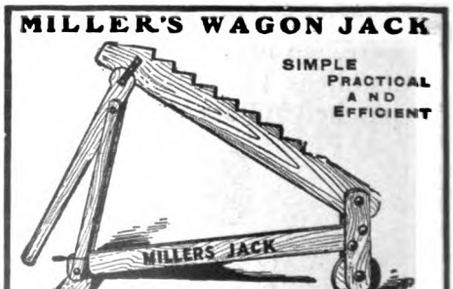
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C. C. & E. P. TOWNSEND,
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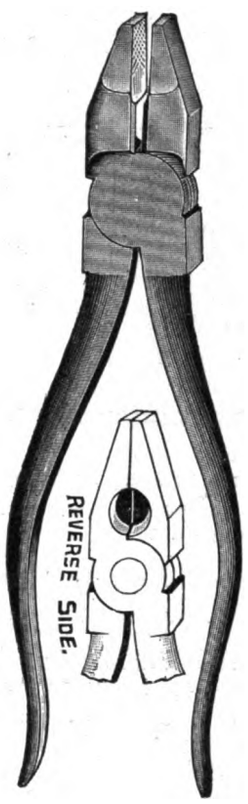
SIMPLE PRACTICAL AND EFFICIENT



If not handled by your Jobber we will supply your order. Manufactured by

J. V. HANKINSON, FRANKLIN, O.
Successor to Thos. F. Miller, Jr.

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Our No. 80 Lineman's Plier

The Cronk & Carrier Mfg. Co.
Elmira, N. Y.

Convenient
Durable
Powerful

Is a distinct step in advance of any other Lineman's Pliers on the market to-day.

Fit for the hardest kind of service.

Throat is round and will cut larger insulated wire than other Lineman's Pliers.

It will cut anything from music wire to 16 d Nails. None better for general use.

Five sizes: 5 in., 6 in., 7 in., 8 in., and 9½ in. lengths.
Forged from best Tool Steel—fully warranted.
We make the largest line of Pliers for Farmers' use.

Our Special Quotations will interest the dealer. Ask us about them when you write for catalogue.

ICE SKATES

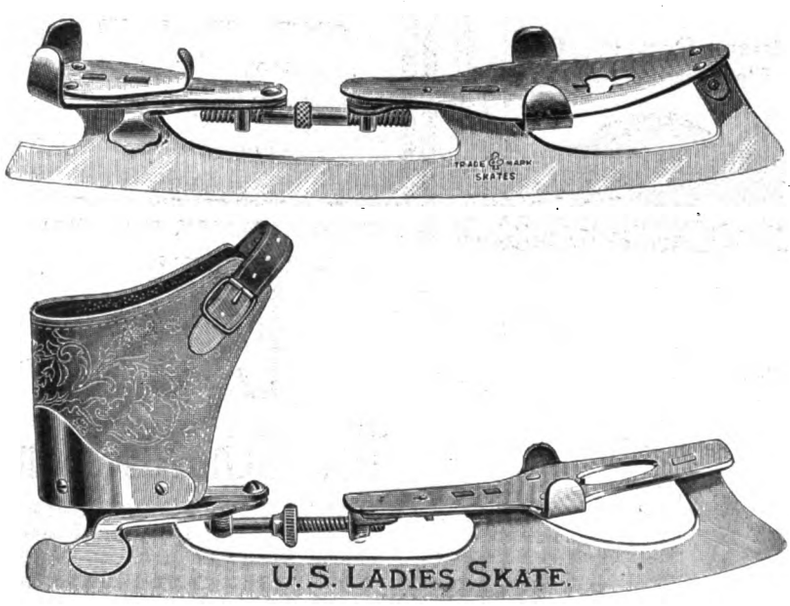
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P. LOWENTRAUT MFG. CO.

Complete Line

Club, Hockey and Ladies' Patterns

Catalogue now ready



SELLING AGENTS:

John H. Graham & Co., 113 CHAMBERS STREET, NEW YORK

118 to 122 Holborne, London, E. C., Eng. 123 California St., San Francisco, Cal. Copenhagen Freeport

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Fulper Improved Natural Stone Germ Proof Water Filters

are the best to keep Malaria and Typhoid fever germs out of water.

Guaranteed Absolutely Germ - Proof

Good sellers because they are perfect in every detail.

A handsome display card and advertising literature are furnished to help you sell them.

Get our filter catalogue to-day.

Fulper Pottery Co.,
Flemington, N. J.



Fast Going

It's the chief characteristic of

Snow Flake Axle Grease

It isn't a dust collector—stays on your shelves just long enough to attract attention—then away it goes to lubricate wheels of every description.

*

Goes fastest as a seller—farthest in actual use.

*

Twenty-one years on the market.

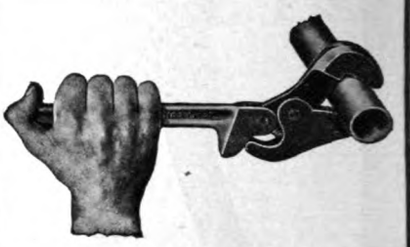
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If you have never sold it, try it now.

Snow Flake Axle Grease Co.,
Fitchburg, Mass.

The Bullard
Automatic Wrench

The best combination Pipe, Monkey and Ratchet Wrench. Has no flaws, or faults. Strongest where other wrenches are weakest. Does quicker and better work than similar wrenches. Sells quicker, too.

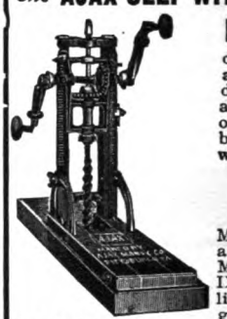


Handiest for all
Un-Get-At-Able Places

Get our "Wrench Book." It tells a convincing tale.

Bullard Automatic Wrench Co.
257 W. Exchange St., Providence, R. I.

The AJAX SELF WITHDRAWING WOOD BORING MACHINE

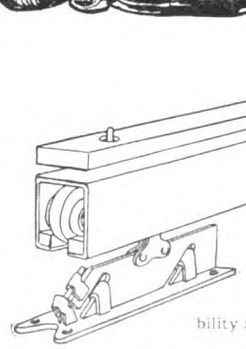


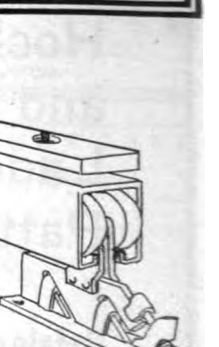
does not require a special auger; will bore to any depth; strong and durable—all important parts of malleable iron. Sold by the whole sale hardware trade.

AJAX MFG. CO.,
Pittsburgh, Pa.

Manufacturers of the Ajax and Phillips Wood Boring Machines, Standard and IXL Saw Gummers, Collins Self Feed and Dudgeon Style Tube Expanders, Cutters, Swages, etc.

There is but one GENUINE
KLIP-KLIP POCKET MANICURE
and it is manufactured only by the
KLIP-KLIP COMPANY
Rochester, N. Y.





The Richards Stamp

To the Hardware dealer who values the confidence of his customers that stamp stands as a guarantee of complete satisfaction. It signifies the perfect operation—the great strength and durability and the noiselessness of

RICHARDS DOOR HANGERS

Our superior facilities for systematic and rapid manufacture enables us to offer the trade a line of door hangers so superior in quality and so moderate in price that the problem of competition is easily solved.

Richards "Royal" Trolley House Door Hanger. "The noiseless one." Wheels run on hard maple. Every part tight. No rattle—no rumble—no squeaks. The finest door hanger yet devised.

No. 19 Hero Trolley House Door Hanger. Meets the demand for a low priced door hanger. Made of the best material. Runs quietly and easily. Write us for prices. RIGHT PRICES. PROMPT SHIPMENT.

THE RICHARDS MFG. CO.. - - - Aurora, Ill.

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JUST A MOMENT!

Hundreds of thousands of these

Registering Savings Banks

have been sold by us through the Hardware and Stationery trades.

They are of generous size, work correctly and are guaranteed.

Millions of dollars have been saved through their use.

There is a good margin of profit to the dealer and much satisfaction in their sale.

Please Note Our Patent Date: April 7, 1891

Infringements are on the market. Correspondence solicited. Prices are right. **That's All.**

PIAGET NOVELTY CO.,
SOLE MANUFACTURERS
267 Broadway, New York



Oak Ruby Stoves

Are the ones on which you can make quick profits. They have

Heavy Inside Fire Pot
Combination Duplex and Shaking Grate
Hot Blast Ring
Large Magazine
Large Bailed Ash Pan

THEY ARE

THE BEST TO BUY



THE BEST TO SELL

Because they burn economically Hard and Soft Coal, Coke or Wood.

They are heavily nickel-trimmed.

Made in three sizes with or without Inside Fire Pot or Magazine.

Write for prices.

SOUTH ERIE IRON WORKS
ERIE, PA.



Vrooman Patent Sanitary Sink Strainer

"The Favorite One"

Keeps Sink Clean

Conducive to Economy Cleanliness and Health



FIRST IMPRESSIONS ARE LASTING ONES

Patent Vrooman Sanitary Sink Strainers

are in such universal use that nearly every girl is familiar with their merits, and when she, too, becomes a housewife her first thought of kitchen cleanliness will be a Vrooman Sink Strainer.

The simple construction of Vrooman Strainers gives them great durability, makes them easy to clean and allows them greater capacity than any other strainer.

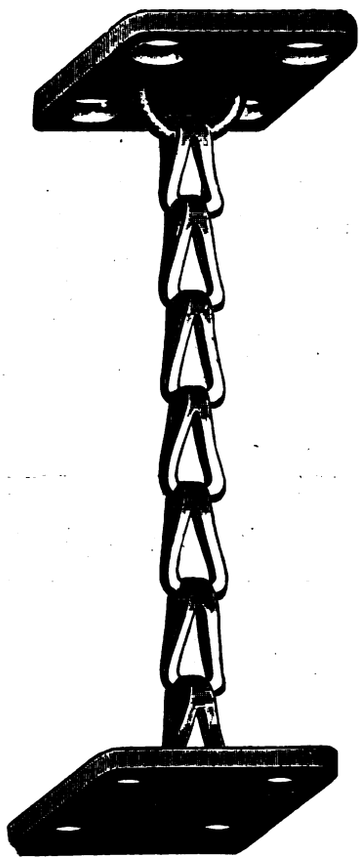
The habit grows on the housekeeper. After once using a Vrooman Strainer she will be satisfied with no other. Better cater to that habit--it means dollars to you.

Women Demand It. All Jobbers Handle It. You Ought to Sell It.

F. H. & E. B. Vrooman

Chicago, Ill.

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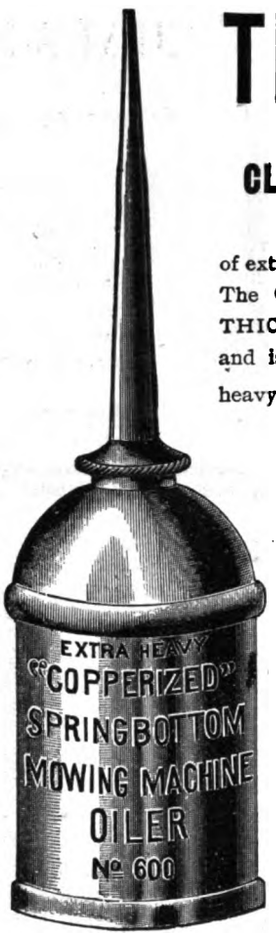
TRANSOM CHAINS.

SASH CHAINS.
JACK CHAINS.
PLUMBERS' CHAIN.
CABLE CHAINS.
BELT PUNCHES.
GAS PLIERS.
SASH FIXTURES.
PADLOCKS.

CYCLE SUNDRIES.

Write for Catalogue to

THE SMITH & EGGE MFG. CO.,
BRIDGEPORT, CONN.



THIS CAN

HAS A

CLOCK SPRING STEEL BOTTOM

of extreme durability and springiness. The CYLINDER is of DOUBLE THICKNESS around the lower edge, and is drawn seamless from extra heavy **"Swedoh" Steel,** Beautifully Finished. It readily commends itself to all AGRICULTURAL and HARDWARE DEALERS on account of its Elegance, Durability and Cheapness.

Special Price on Large Orders from the Jobbing Trade.

THE AMERICAN TUBE & STAMPING CO.,
SUCCESSORS TO
The Wilmot & Hobbs Mfg. Co.,
BRIDGEPORT, CONN.

STARRETT TOOLS

ARE THE STANDARD FOR ACCURACY, WORKMANSHIP, DESIGN AND FINISH.

The line of Fine Mechanical Tools shown in the Starrett Catalogue No. 17 T is the largest line made by any manufacturer.

We have just added over 20 new tools which are described in a booklet.



"MORE STARRETT TOOLS"

issued as a supplement to our catalogue. If you have not received a copy of this supplement send us a postal and get one. You ought to have it.

THE L. S. STARRETT CO.
ATHOL, MASS., U. S. A.
NEW YORK, 123 LIBERTY ST. CHICAGO, 15 SOUTH CANAL ST.



Remember!

The BAYLEY HAND CORN SHELLER

will prove your best seller—
Because—

It will Handle Little Nubbins and Crooked or Flat Ears, as well as Straight Ones, and Handle them Rapidly.



The **Bayley Hand Grist Mills** for grinding Corn Meal, Buckwheat, Peas, Coffee, Spices, etc., are in great demand among Farmers.
Better place a trial order now.

The WILLIAM BAYLEY CO.
Successors to the Rogers Iron Co.
98 North St. - SPRINGFIELD, O.

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HARDWARE

THE BISSELL CARPET SWEEPER COMPANY, Grand Rapids, Mich., contemplates quite a large addition to its factory, though plans are not as yet entirely completed. One four-story brick structure has been determined upon for general factory purposes and for the accommodation of large offices.

✤

Within the next twelve months the American Can Company will move its general offices from the Bowling Green Building to its new office and factory building, on West Fourteenth Street, New York. The new building is now under way and will cover a plot of ground about 75x150 feet, and will be six stories in height. Part of the building will be devoted to office purposes, and the balance will be given up to a new manufacturing plant, which will take the place of an old plant belonging to the company uptown.

✤

There were 767 failures reported to Bradstreet's for the full calendar month of August, an increase of 9 per cent. from the month of August a year ago. Liabilities of the failing traders for August aggregated $7,111,209, a decrease of 32 per cent. from the large July total, and of 25 per cent. from the August, 1904, total.

✤

The Avery Stamping Co., of Cleveland, Ohio, manufacturers of "Never-Break" steel cooking utensils and shovels, also having a plant for doing their own tinning of kettles, have lately fitted up to do retinning of steel, malleable iron, brass and copper, but not cast iron, for outside parties. Estimates will be furnished on application.

PROTECT AGAINST THE STORMS OF WINTER.

The weakening effect of rust on steel work and metal surfaces is a source of expense and annoyance to those who have not adopted thorough methods of protection.

It is the heat of the Summer's sun that brings about most rapidly those changes, which result in the loss of elasticity and protective power in protective coatings.

The rain and snow storms of Winter, with their excess of moisture, naturally result in the corrosion of metal surfaces on which the protective coating has been thus weakened by the heat of Summer.

Paints applied in the Fall dry about as quickly as in the Summer, yet the complete oxidation of the upper portions of the film is not hastened as it is in the hotter days of the Summer. Therefore, the original elasticity is maintained longer and the coating is much more durable. The clear, dry weather and the absence of sudden showers of the Fall season, provide conditions most favorable for the proper application and drying of paints.

Particular attention should be given to the selection of capable painters, the right kind of brushes and good paints.

Great care should be used in selecting good paints that will hold practically their original shade, and resist corrosive agencies for a long length of time.

Dixon's Silica-Graphite Paint has the advantage of retaining practically its original shade during its long protective life. Provide in your painting contract that Dixon's Silica-Graphite Paint be purchased in the original packages, ready mixed for use. Then you will be sure of the quality of oil and pigments.

RED JACKET PROSPERITY.

RUNNING DAY AND NIGHT.

The Red Jacket Manufacturing Co. has been compelled to put on a night shift at its new plant in Davenport, Iowa, and the big manufacturing concern is now running 22½ hours every day in an attempt to keep up with its orders. The foundry is also running full blast and is being taxed to its utmost capacity to keep up with its end of the work. The company has more than doubled its working capacity within the past year, and when the big plant in the west end of the city was built it was thought that it could easily keep up with its work. Despite the increased capacity, however, the management has found that it must put on a night shift in order to catch up, and the force was installed at once.

THE NATIONAL SWEEPER CO.'S NEW OFFICES.

The National Sweeper Co., Marion, Ind., has opened a branch office in New York City at 296 Broadway, where they have handsomely fitted up offices and reception rooms in a most attractive and ornate manner. I. J. Allen will be in charge of all their Metropolitan and Eastern business, as well as of their entire export trade, and who will be pleased to receive all of their old customers, as well as all those interested in learning of "something different, something better," in Carpet Sweepers. Spacious warerooms in connection with the offices will enable callers to examine thoroughly the large and varied line of Sweepers manufactured under the name National, and at the same time this departure will permit of immediate shipments in case of urgent necessity arising for prompt replenishment of a local dealer's stock. Among those interested it is believed that the establishment of a New York office on this scale is a most decided step in the right direction, and it is to be hoped that this announcement will serve as a cordial invitation to the trade to call at 296 Broadway and make themselves better acquainted with National's Roller Bearing Carpet Sweepers. This makes the fourth important branch which they have added, as follows: Eastern & Export Branch, 296 Broadway, New York; Chicago Branch, 1411 Michigan Avenue, Chicago; Pacific Coast Branch, office and warehouse, Turk and Jones Streets, San Francisco; Canadian Branch, office and warehouse, 45 Colborne Street, Toronto.

TRADING STAMPS—PUBLIC POLICY.

The United States Circuit Court for the District of Massachusetts held, in the case of The Sperry & Hutchinson Company vs. Temple, that where the defendant had been in the employment of the complainant long enough to know that the necessities of the complainant's business in selling and redeeming trading stamps required that such stamps should not be dealt in by the public generally, he was not an innocent purchaser without notice in purchasing issued stamps for resale, and that the business of issuing trading stamps to merchants, to be given to purchasers of small bills for cash, when honestly conducted, was not contrary to public policy.

"THE CRY IS, STILL THEY COME."

At Centralia, Ill., August 15, W. D. Stannard was high professional, H. W. Cadwallader, second high professional; Mr. Shanks, of Centralia, high amateur, and Mr. P. Neal, third high amateur; all using Peters factory loaded shells.

At San Marcos, Texas, August 14 and 15, M. E. Atchinson was high amateur and C. F. Gilstrap second amateur. Wallace R. Miller was high professional on the second day, and Ivey Johnson of San Marcos won the Peters cup with 45 out of 50, breaking his last 25 straight. All these gentlemen used Peters factory loads.

At the Interstate Shoot, Kansas City, Mo., August 16, Wm. Veach won high average over all amateurs and professionals, score 192 out of 200, using Peters factory loaded shells.

Mr. A. W. Kirby of Greenville, Ohio, in a series of contests ending August 14, cleaned up about all the prizes in sight, winning first prize, the Hunter Arms Co. trophy, and the Peters medal. Mr. Kirby used Peters Ideal Shells exclusively, and in this contest scored 632 out of a possible 750 from the 20 yard mark.

At the Interstate shoot, Kansas City, Mo., August 16, 17 and 18, the high general average for the first day, and the high amateur average for three days was won by Mr. William Veach of Falls City, Neb. Mr. Veach was third in the general averages and Mr. E. W. Arnold of Larned, Kan., landed the third amateur average. Both gentlemen used Peters shells.

On August 15, the newly organized gun club at Durand, Wis., gave a very successful one-day shoot. It was managed by Mr. B. O. Seymour, and everything went off in fine shape. Mr. Seymour was high professional, and first and second amateur averages were won by Mr. H. Nickels and Mr. J. H. Stearns, respectively. All these gentlemen used Peters factory loaded shells.

Mr. J. E. Vaughan, representing the Peters Cartridge Company in Southern California, recently made a very excellent record, shooting at 650 targets in five different towns and breaking 96.1 per cent. Mr. Vaughan is demonstrating to the sportsmen of California the superior qualities of Peters factory loaded shells.

At the tournament of the Orange County Gun Club, Middletown, N. Y., August 15, 16 and 17, Neaf Apgar won the high general average with Peters factory loaded shells.

At the Bound Brook, N. J., tournament, August 19, Mr. Apgar was again high man, breaking 143 out of 150.

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HARDWARE

DEVOTED TO THE AMERICAN HARDWARE TRADE

PUBLISHED ON THE 10th AND 25th OF EACH MONTH BY

HARDWARE PUBLISHING CO.

309 BROADWAY, NEW YORK

SUBSCRIPTION $1.00 PER YEAR. TO FOREIGN COUNTRIES $2 50

CHICAGO - - - - - - 1164 Monadnock Block
C. H. GREENE, Representative

DETROIT, - - - - - - 61 West Congress St.
G. T. NEWKIRK, Representative

L. E. MACINTYRE, - - - - President.

A. P. MITCHELL, - - - - - - Secretary and Treasurer

HENRY HOPKINS, - - - - Editor.

J. W. PENTZ, - - - - - Advertising Manager.

SEPTEMBER 10, 1905.

Editorial Trade Review

The Fall trade opens with the present month with unusual vigor, and finds the jobber alert and in readiness to meet it with an eager welcome, after a vacation spell in which he has been recuperating from the toils of Spring.

There is an indication of an excess of work being offered for the consideration of the skilled mechanics, in the general demand that is noticed for labor saving appliances, in the sale of special lines of tools. The workman is replenishing his tool chest with the latest and best of the kind, and it behooves the enterprising dealer to be prepared for his sales by adding to his stock, if such goods are not already in hand.

The Salesmen have all returned from their vacations, and have sought the company of their individual trade, finding the stocks need replenishing badly; and are securing good, big orders anticipatory of a line of business they could scarcely have believed possible. The fact is, customers know and feel that the overwhelming crops so freely prognosticated, augur well for the future; and, fearful of being caught napping, are ordering full supplies of all Fall and Winter goods, without having to be urged any more strongly than giving a hint that the goods, especially leading kinds, are apt to be hard to get later in the season. It is a wise old chap who fills his wants now.

The stiffening up of almost everything but a few heavy goods for which manufacturers are afraid they won't get their share of the orders and refuse to hold advance rates, is having a good effect on the market, which by no means a speculative one, still finds the buyers eager for their customary wants. Everything tends towards a steady trade until after the holidays, anyway, and the country dealer intuitively knows it, and refuses to be a laggard, especially on a rising market for nine articles out of ten. With the manufacturer filled to the muzzle, even orders may reach the point when in the face of an active bestowal of orders, he will have to decline a few with dates attached that he well knows he cannot reach.

Copper goods of every description are in demand, as the market is pointing upward from higher quotations prevailing for copper over last season, which warrants the buying movement. The purchasing judgment of the buyer was never more at stake than in the present state of affairs, which justifies the hopeful and buoyant condition which is the prevailing characteristic of the Fall trade.

As a condition of the market, which was foreseen to the extent of manufacturing a reduced output, wire nails and other goods in this line are firm and steady, although not as unassailable as the tone of the market would bring conviction. Billets and wire rods are being held at figures so close to the estimated cost of the product, that unless the maker controls his supplies of this raw material, his profit on the manufactured product would be found to be *nil*.

The manufacturers of builders' Hardware find it impossible to deliver certain stock orders on leading goods on anything like time, and back orders will have to embarrass the makers more than usual. Bronze goods of some popular styles especially, bother them more particularly. The prevailing prices of copper holding up the manufacture of the goods during the spell of hesitancy. The growing demand for better grades of goods is a prevailing feature in the market. Building is making a record year in all the leading cities, and the furnishing of builders' Hardware makes it a better year for the manufacturers, who are only too thankful their sales do not find the cheapest goods in amount form the most noticeable part of their product as in former days.

RESIGNATION OF A. EUGENE BOLLES.

A. Eugene Bolles, who for five years has been the Manager of HARDWARE, has resigned that position in order to become part owner and business manager of the *Municipal News*, a new weekly paper devoted to the advancement of practical and helpful civic improvement. He has made an efficient manager of HARDWARE, devoted to its interests, and giving to his work the intelligent labor of a well directed energy that produced results. He brings to his new field the same mental vigor and enthusiastic effort that made his connection with HARDWARE an eminently successful one. He has our best wishes for unequivocal success.

TRAFFIC ON THE GREAT LAKES.

Internal movements of commerce during July, as indicated by receipts and shipments at important Lake points, reported to the Department of Commerce and Labor through its Bureau of Statistics, present marked improvements, if compared with similar movements in 1904.

The traffic on the Great Lakes continued to be of heavy volume during July, 9,321,097 net tons of freight having been received at the various ports, in contrast with a similar inbound movement in 1904 of 8,507,192 tons and in 1903 of 7,876,410 tons. During the first seven months of the current year similar receipts amounted to 29,127,418 tons, as against 15,161,455 tons in 1904, and 26,951,018 tons in 1903. The current year's inbound movement was divided into 396,563 tons of flour, 52,123,957 bushels of grain and flaxseed, 5,734,486 tons of coal, 15,518,752 gross tons of ore and minerals, 869,975 M feet of logs and lumber, and 2,347,431 net tons of unclassified freight.

The commerce through the Sault Ste. Marie canals at Sault Ste. Marie, Mich., and Ontario, Canada, during July totaled 6,703,760 tons, as against a corresponding movement in 1904 of 5,609,079 tons and in 1903 of 5,279,428 tons. Of the movement for the seventh month of the current year, 5,494,878 tons moved eastward and 1,208,882 tons westward, while of the total movement in both directions 5,873,743 net tons through the the United States canal and 830,017 net tons through the Canadian canal. Among the items prominent in the eastbound movement may be mentioned 5,044,012 tons of iron ore, 2,701,165 bushels of wheat, and 1,551,251 bushels of grain other than wheat. The principal item in the westbound movement consisted of 940,884 net tons of soft coal. During the present season, to and including July 31, 19,837,204 net tons of freight passed through the canals at Sault Ste. Marie, an amount over 10½ million tons in excess of a similar movement in 1904, and considerably over 2½ million tons heavier than that for 1903. Of the present year's movement, 16,490,111 tons represented an eastbound movement and 3,347,093 tons a westbound movement, while of the freight passing in both directions, 16,689,042 tons moved through the United States canal and 3,148,162 tons through the canal in Canadian territory.

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PROFIT MAKING LINES

FIREARMS IN THE REGULAR HARDWARE STORE.

Twenty-five years ago Firearms, Fishing Tackle and general sporting goods were sold almost entirely by exclusive "Gun Stores," who were in evidence in every small town, and usually obtained old-time profits on everything they sold. Gradually the Hardware merchants added guns, sporting goods, etc., until they have almost entirely driven out the old-time "Gun Man."

Nearly every up-to-date Hardware stock now contains sporting goods. Some Hardware merchants have a very complete assortment and if judiciously handled should be one of their most profitable lines, but many do not handle the line intelligently. Study the line; no one can make a success of goods they are not posted on—carry the numbers staple in that section—have catalogues priced up to give a prospective purchaser the desired information, not only about the goods, but prices as well, if desired—see that your stock is complete for your trade during the season, which in some sections is Spring, others Fall and others Winter—reduce the stock when season is over, so as to have new fresh goods when the next season opens.

All sporting goods manufacturers will supply attractive hangers, etc. Write for a supply and ask to be put on their mailing list, they are pleased to furnish, even if they do refer the merchant to the jobber for his goods. All the largest makers of firearms prefer to sell the jobbers and will protect them so the retailer cannot buy cheaper from the factory than from his jobber and sometimes not as low.

The factories are also pleased to supply electrotypes for advertising, and cuts improve an "Ad." Advertise early in the season, the staples, also the novelties. In season make attractive displays, if windows will permit, dress the window with sporting goods and kindred goods entirely. Good assortments well displayed, properly advertised and with intelligent salesmen, are not half sold, but nine-tenths sold.

Sporting goods are proving every year more and more desirable for the Hardwareman to handle, and to those who do not find it so, would state the main trouble usually is lack of salesmanship first, poor assortment second. Many proprietors and their salesmen trying to sell guns do not know what the difference is between a Twist and Damascus barrel, or why the "Twist" in a rifle barrel. If one cannot talk his wares intelligently, can he expect to find them salable or profitable? And he who only sells what the trade calls for, is not a merchant or salesman, but a storekeeper or order taker.

Modern merchandising is growing to be a science, the same as the professions, and it is only the ones who keep abreast of the times, who can expect to succeed. Sporting Goods are in a sense luxuries and as such should be profitable and if not, the merchant should blame himself and not the line. Do not expect to make 100 per cent. on everything, but many of the small items will bear even more and the average per cent. will be quite satisfactory, better than the general average of the store. C. F. M.

SELLING SPORTING GOODS BRINGS BUSINESS.

Men Buy Sporting Goods—The Hardware Is the Man's Store—Fishing Tackle Must be Displayed.

You may know the story of the man selling soda water fountains. He worked hard to sell one to an old druggist; and could only get the response that the druggist had never had any call for soda water. The up-to-date druggist on the opposite corner put in a soda water fountain and in a few weeks, and during the hot Summer days, the profits from it paid the rent of the store. Now, the old, fossilized druggist would not put in the soda water fountain, because he had never had any call for soda water. It's so with many Hardware merchants—they do not put in stock, good paying lines, which belong to their business, simply because people do not come and ask for the goods as they do for nails or hammers. The business, however, is there, and it is only ready for the Hardwareman to reach out and take up if he only knew it.

SPORTING GOODS AS HARDWARE.

The story of the druggist and the soda water fountain applies well to many Hardware stores with the line of Sporting Goods—baseball supplies, fishing tackle, guns and ammunition are just as much Hardware as they are anything—and belong to the Hardware stock and in the Hardware store.

The best proof that the average Hardware dealer has found Sporting Goods profitable is in the fact that it's very rare that the line is dropped, when once taken up, and it's always found to be a positive *Business Bringer*. Brings customers into the store—men customers, the buyers of Hardware; men buy Sporting Goods, and the Hardware store is a man's store. This is one reason why department stores have been and usually are, unsuccessful in selling fishing tackle or other sporting goods; because the department store is not a man's store, and women seldom buy their husband's fishing tackle or his gun goods, although they may buy his shirts or even his neckwear. But when it comes to picking out his fishing outfit or camping goods he draws the line; if he's a sportsman he finds as much pleasure in buying the goods as in using them. So it comes about that men are the buyers of sporting goods—and, as before stated, the Hardware store being the man's store, is by far the best store to handle the line.

THE HARDWARE—A MAN'S STORE.

And so it is, that the Hardware dealer will find the handling of sporting goods will bring more men, and therefore more prospective Hardware customers into his store. For it's true that nearly 80 per cent. of the average Hardware dealers' customers are men. Now the more customers a dealer has coming to his store—no matter for what they may come—the more trade that dealer is going to have in Hardware. It may be only a fish line or a box of cartridges, the customer buys to-day. He may formerly have been buying what little pick-up Hardware he needed at another store—but if he is well waited on—gets a good fish line or box of cartridges at the right price, sees a good display of Hardware—a well-arranged and well-kept store—you can rest assured that it's only a question of time that man will become a regular customer of the store. So it's true that the selling of sporting goods, more than any other side line, will prove to be a business bringer for the Hardware merchant.

GOODS MUST BE DISPLAYED.

It's been carefully estimated that in Fishing Tackle not over 50 per cent. of the goods sold at retail are ever used by the original purchasers. It goes without saying that the reason for a large amount of the tackle being bought is, because the sportsman sees something he fancies—or fancies the fish will fancy. We all have heard about the country boy who caught all the big trout with a bit of white string, a bent pin and hickory pole for his outfit. Many of us know that in our younger days as country boys that with a ten-cent outfit we used to catch more fish down by the big swimming hole than we ever have since, even with the best tackle and most attractive assortment of flies. But, of course, in those days, there were more fish, and it was easier to get them. And that is just another reason why a better class of fishing tackle is constantly being sold. Fishing is becoming here in many parts of our own country more of a science, and better tackle, lighter rods and lines and leaders and smaller flies are necessary. But all this still bears out my statement that very much of the tackle bought is really never used, and therefore, to be sold, it must be displayed.

I went into a store the other day in one of the large Western cities, and, seeing but a very small display of fishing tackle, thought my customer must have sold out well. In reply to my question how the trade had been, he said: "It's been very poor this year; I'm only selling the very cheapest grade of goods." "But where is your stock?" I asked. we were shown the stock, away back in the rear of the store, in a dark corner, tucked back on the shelf. Now, that dealer was complaining about poor trade—said that there had been nothing but cheap goods sold in his town—but right across the street is another store. That merchant said his trade had been good; at first flush it seemed as though he had a big trade—two large cases filled with fishing tackle. "A good display you still have there," I remarked. "Yes, but do you know, right there in those two cases is all the tackle I've got in stock; and I've just had to string it out, and even put those trunk and vest pocket rods, and some cutlery in one of those cases to make a show during the past two weeks. We have had the best season yet, and sold more high-priced stuff and all our fancy tackle." And the order he made up for 1906 proved what he said was true.

Now, there is the whole thing in successfully selling sporting goods. A man may come into your store and buy almost anything in Hardware, without having his attention drawn to it. He knows pretty well about tools, or files, or locks, but when it comes down to sporting goods—the only way to sell the goods—except ringed fish hooks and 22. short cartridges—is to properly display the line. EDWARD D. IBBOTSON.

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MAINTAINING THE PRICE.

Kampfe Brothers, as patentees and manufacturers of Star Safety Razors and Supplies, have experienced some difficulty in having their customers maintain their regular retail selling prices, as when numerous firms in a city had bought their products, there was more or less cutting of prices, each one trying to undersell the other.

As they extensively advertise their various patented articles (Star Safety Razors, Star Interchangeable Razors, Stropping Device, Strops and Star Safety Corn Razors) in the numerous magazines, thereby creating a market for their goods for the benefit of the dealers, and to overcome the cutting of prices and to give every dealer a fair margin of profit on their lines of goods, they are able in the future to strictly maintain their retail prices by a court decision rendered in the United States Circuit Court of Appeals for the Seventh Circuit. (Victor Talking Machine Co., et. al., vs. The Fair), and published in HARDWARE, February 10, 1905. This decision gives them the privilege of fixing their retail prices, as the law distinctly says that any person who has a patented article for which the United States Government has granted him a United States patent, or, in other words, given him a monopoly to manufacture this particular article exclusively, said person has the privilege of disposing of the patent outright or under any other special agreement that he may choose to make.

If a person or firm were to manufacture or utilize any part of their patent in constructing a *fac-simile* article, or were to sell the patented article contrary to agreements of conditions made by the manufacturer, they would be liable to a suit for damages as well as give the firm the privilege of obtaining an injunction, restraining them from selling or making this patented article. By affixing a label on the goods, giving the various patents and trademarks, owned and controlled exclusively by them, under which the said article must be sold at a stipulated price; and by stamping or mentioning on the face of the bill, that any person, who accepts the merchandise and bill as rendered, and the article as stamped, the aforesaid conditions have been agreed to, and should any person break this agreement, he is liable to a law suit for damages.

It is not with the idea of putting a prohibitive price on the articles manufactured, as every manufacturer is anxious to dispose of as large a quantity as possible. It is simply to assure the dealer of a fair margin of profit.

SAGE OBSERVATIONS ABOUT SELLING GOODS.

By JAMES H. REID.

The man who sells goods for fun sooner or later realizes that he does not even get the fun. He hears laughter, but it is not his own, although it is not for him. He then becomes aware that it is his discount and not his goods that are popular.

The man who talks quality and builds quality makes his own market. He creates an exclusive business for himself and his customers. This is the man that is hard to beat; and if, by reason of his system or local environment he is able to offer good goods at popular prices, such a man is well-nigh invincible in the market which he seeks.

Salesmen on the road should never remain away from the house for too long a period. Money expended for railroad fare to headquarters at reasonably frequent intervals is money well spent. A salesman's environment while on the road is such that if he is not brought home and put through a revitalizing process he will yield to the adverse suggestions of his trade and lose his force.

It is important that the salesman should receive friendly letters from his house while on the road. An unfriendly letter will cost his house money, for a salesman's sensitiveness is abnormal by reason of the character of his work.

The house advertising has in its power to give needed stimulation to salesmen and to divert their efforts into desired channels. Advertisements intended for salesmen should be written as though intended for their customers. These advertisements, operating upon a salesman's mind, build up within him a force which, when directed toward an individual buyer, becomes intensified power for selling the goods it is intended he should sell.

Articles sold through advertising cease to sell the moment the advertising ceases. A salesman's energy is like an advertisement—the moment he ceases to urge his customers to activity on his goods that moment marks the beginning of a decline.

It sometimes happens that a salesman on the road develops a complaining spirit. He becomes saturated with the idea that if his house would only follow his guidance it would do a better business, and if this condition long prevails it will develop the habit of grumbling about those who are in authority over him.

This is an unfailing sign that the man is suffering from a condition of mind that is fatal to success. There is but one prescription for that ailment, and that is the one written by Elbert Hubbard: "Get out, or get in line."

THE MANUFACTURERS' PURE FOOD AND INDUSTRIAL EXPOSITION AT JACKSONVILLE, FLA.

Owing to a general desire on the part of many prospective exhibitors for more time in which to arrange for their displays, it has been decided to postpone the Manufacturers' Pure Food and Industrial Exposition, which was to be held at Jacksonville, Fla., in November, to January 4 to 18, 1906. The citizens of Jacksonville purpose making this affair the greatest of its kind ever held in the South. While the primary purpose of the exposition was to exploit the products of Florida, the desire on the part of manufacturers throughout the country to be represented has caused the exposition to be widened into a general one. Every winter thousands of tourists from all parts of the world pass through Jacksonville daily enroute to their winter homes and while the larger part of those tarry in the Florida metropolis for a day or two to break their journey, the merchants of the city believe that if some big attraction were provided these travelers would prolong their stay in the city. Jacksonville is no longer merely a winter resort, but a thriving, growing and progressive industrial center, and this exposition is planned for the purpose of showing to the business world the advantages of the city as a trade center. The exposition hall which will be erected in the new St. Johns Park, a pleasure resort on the banks of the St. Johns River, four minutes from the heart of the business district, will have a floor space of 315 by 210 feet. Applications for space have been filed so rapidly since the inception of the exposition that those having the affair in charge are considering the advisability of constructing an annex in order to accommodate all the exhibitors.

SOUTHERN HARDWARE JOBBERS' ASSOCIATION.

The members of the Southern Hardware Jobbers' Association have received the following communication from the president:

FT. SMITH, Ark., Aug. 26th, 1905.

To the Members of the Southern Hardware Jobbers' Association:

GENTLEMEN—

SELECTION OF DATES FOR NEXT ANNUAL CONVENTION.

Your committee appointed to select dates for our next annual convention, begs to report that they have decided upon

JUNE 12TH, 13TH, 14TH AND 15TH, 1906.

The committee, through the secretary-treasurer, has made careful and thorough investigations among all our members as to the most convenient and satisfactory dates for the convention, and finds that the above-mentioned dates are the most favorable taking everything into consideration. Such being the case, the indications would seem most auspicious for the largest attendance from our members next year than at any previous gathering. The dates of the meeting having been decided at such an early date, we trust that any member who ordinarily might not attend by reason of not having sufficient notice, may now be enabled to make their arrangements so as to be with us. It is the purpose of your officers to make this year the banner year in the way of accomplishing actual monetary benefits for the membership. The recent Hot Springs Convention mapped out plenty of work and already there has been "something doing" all along the line.

As you have been advised before, the place for the next annual convention is Hot Springs, Va., this having been unanimously decided upon during the recent convention, and the dates will be June 12th, 13th, 14th and 15th, 1906.

Yours very truly,

F. B. DUNLOP,
President.

EXPOSITION IN INDIA.

Consul-General Patterson, of Calcutta, furnishes a prospectus of the Indian Industrial and Agricultural Exhibition to be held at Benares about the time the Indian Congress meets in that city in December next. It is stated that the exhibition is intended to give an idea of the present condition of Indian industries and agriculture and the possibilities of their future development. It will aim to bring together specimens of the natural products of India and modern appliances by which Indian industries may be improved. Mr. Patterson says there is a large field in India for American agricultural machinery, especially threshing and winnowing machinery that can be moved from place to place, as the farms in India are small. He believes that the coming exhibition at Benares will afford an excellent opportunity to place harvesting and other machinery before the people of India, and that such exhibition of American appliances will create a market for them.

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Renunciation is giving up what we can't have.
Friends are kept by silences—not by confidences.
When jealousy sleeps, love is digging her grave.
He whom a child takes by the hand, lives close to God.
Ecstasy is happiness magnified into pain.

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LEGAL CORRESPONDENCE.

Any subscriber to "HARDWARE" is privileged to ask any legal question he pleases in this Department and it will be answered free of charge. Address all communications to Law Editor "HARDWARE," No. 309 Broadway, New York City.

Promissory Note—Statute of Limitations.

QUESTION: Some time after a note was outlawed, the maker wrote and signed a letter to this effect: "I am not yet able to take up the note and have no definite prospect of being able to do so, but if you are disposed to name some small sum that you will take for the note, I shall be glad, if I can, to buy it." Would this acknowledgment revive the note?

REPLY: It depends upon the State where the action is brought. In New York and most States it is held that to revive a debt which has been barred by the statute, there must be an express promise to pay, or an acknowledgment of the debt which contains nothing inconsistent with an intention on the part of the debtor to pay it. This letter does not contain a promise to pay the note or an admission that it is an existing debt. On the contrary it expressly states that the writer is not able to take up the note and has no prospect of being able to do so. It is not, therefore, such an acknowledgment as will revive the debt, so as to enable the creditor to sue thereon.

Legacy in Lieu of Dower—Election.

QUESTION: A resident of the State of New York dies, leaving a wife, and four children by a former wife. In his will he divides his estate into five equal shares and gives one to each of his children and one to his wife "in lieu of dower." Most of his property being real estate, the dower right is more valuable than one-fifth of the estate given to the wife by the will. Can she take both the dower and the interest under the will? Or must she take what the will gives her?

REPLY: It is generally held that a wife may take a provision under her husband's will and her dower right also, unless the bequest or provision is expressly stated by the will to be in lieu of dower. When it is so stated, as in this case, the widow cannot take both, but in most States, as in New York, is put to an election. She can waive her dower and take the legacy or she can waive the legacy and take her dower. The New York Statute provides that she is deemed to have accepted the legacy or pecuniary provision in the will, unless she brings an action for her dower within one year.

Bill of Lading—Issued for Goods not in Existence.

QUESTION: Kindly answer the following question: A local freight agent of a railroad issued to one Smith, a bill of lading for one hundred barrels of beans, shipped to Jones, as consignee. Smith drew a draft on the consignee with the bill of lading attached and discounted it at a local bank. It turned out that no barrels of beans were shipped and the bill of lading was a fraud, committed by the freight agent. As between the bank and the railroad company, who must lose the money?

REPLY: Your question presents a much disputed point of law. In some States as Maryland, North Carolina and Minnesota, it is held that the railroad company is not bound by its agent's acts, when the agent is engaged in a scheme to defraud the company. But in others, as in New York—and this is the better view—it is settled that the railroad company is responsible for its agent's fraud. The principle is that where an agent has been given power to do an act upon the existence of some intrinsic fact necessarily within the agent's knowledge (i. e., in this case the value of the beans to the railroad company for shipment), and of the existence of which the act is itself a representation, a third person dealing with the agent in entire good faith, may rely upon such representation, and the company is estopped from denying its truth. The reason is obvious. If it were once understood that a railroad company could escape liability on a bill of lading by showing that it never had the goods for which its agent, authorized to sign bills of lading, has signed, it would fill the business world with distrust. No bank could advance money on a bill of lading with security. The practical rule is not, let the indorsee beware of the statement of the bill, but rather let the carrier beware of its agent's want of integrity in putting a false bill afloat.

It "Came True."

Howell—Are you a believer in astrology?

Powell—Sure; an astrologer once told me that I would meet with an accident and the next day I fell off the water wagon.—*Town Topics.*

A REVIVAL OF CYCLING ABROAD.

The present year is already being distinguished by a remarkable increase in the use of bicycles comparable only to that which took place in 1896. From the earliest times in the history of the bicycle—that is, from the time, upwards of thirty years ago, when the machine had come to be regarded as an instrument of practical utility—it has enjoyed an uninterrupted flow of prosperity, with a steady and continuous increase in the numbers employed and a growing appreciation of its merits. Some eleven years ago it experienced a period of inflation due entirely to the fact that society had decided to countenance it and make it the toy of a season or two. Knowing no restraint, fashion demanded bicycles at any cost, and in such numbers as to tax the resources of the manufactories to the utmost. Prices naturally rose, until 100 per cent. was the most moderate profit with which the makers were content. Although the immediate advantage to the industry was very considerable, most of the money fell into the hands of unscrupulous company promoters, the only others to benefit being the shrewder men of business, who seized the propitious time for selling their works and plant to these financiers. The fickle goddess Fashion showed her usual inconstancy and soon tired of her latest plaything, and the boom subsided, leaving the trade in a thoroughly disorganized condition. A reaction set in, and the period of depression which followed has existed up to the present year. When it became evident that the high fancy prices that ruled during the boom could no longer be obtained, these had to be dropped year by year in order to keep up the demand, which was no longer confined to people in affluent circumstances. The numbers of genuine makers, as well as the so-called makers or assemblers of ready-made components doing mainly a local trade, that were called into existence during the period of inflation was very great, and in the late years of depression many of these have gone to the wall owing to the unremunerative nature of their business, for the cutting of prices that commenced a few years ago so reduced the profit that those only who had sufficient capital to stand the strain, and facilities for the most economical production of machines on a large scale, were able to survive. The recent severe competition had been somewhat ruinous for all concerned, for prices have been so reduced that the maker now calculates his profits in shillings instead of pounds for the cheaper grades of machines.

One consequence of the excessively low prices at which bicycles have been lately selling is that the machine has been brought within the reach of vast numbers of people to whom it has been hitherto inaccessible owing to its cost. A result of the cheapening of new machines has been to induce a great many riders to invest in new mounts and to discard their old ones prematurely, and these second-hand bicycles, still serviceable, or capable of being made so, have been thrown on the market in such numbers that they are to be obtained at ridiculously low prices, so much so that the ordinary working man or the errand boy now finds the possession of a bicycle to be within his means, and, from all appearances, he is largely taking advantage of his opportunities. The advantages which the bicycle offers to the poorer classes in saving time and money in getting to and from work and in other directions soon becomes recognized by those in similar circumstances who still have to walk or pay fares, and the examples thus set are readily followed by others. It is no doubt due to the fact that the bicycle is being pressed more and more into the service of everyday life that there has been an increase in the demand this year that has reached the proportions of a second boom. The great majority of the machines are of the cheapest grade, but, even so, when made by the more responsible firms they are strong and serviceable, and answers every purpose of those who are not exacting as to weight and finish. Were there any doubt as to the enormous extension of bicycling amongst the lower classes, it would be dispelled by observing the numbers and characters of the riders who throng suburban roads on Saturday afternoons and Sundays, and the high percentage of incapable and irresponsible novices encountered. In no years has there been any approach to the streams of riders who may be seen wending their way out of the towns for a day in the country, thus making their bicycles minister to pleasure as well as to business. In addition to the large numbers of machines thus employed, bicycles are to be seen in use in every village and hamlet in the country—not old type specimens, obsolete in design and equipment, but of modern construction and fitted with pneumatic tires. Indeed, it is now practically impossible to escape the ubiquitous bicycle even in the most remote and secluded highways. The expiration last year of the master patents on pneumatic tires has had a certain influence on the lowering of prices, for these indispensable accessories were never cheaper than they are at present, though the high and increasing price of rubber is not likely to permit of any further reduction in the case of tires in which pure material of this kind is used.—*London Field.*

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CONCERNING TRADE JOURNAL ADVERTISING.

The purpose of advertising is admittedly two fold; to create new business and strengthen one's grip on that already enjoyed. Whatever therefore in the way of commercial publicity that can be employed to bring about such results is to be recommended.

The Trade Journals, so called (and this includes publications technical and scientific in character) unquestionably offer the means to manufacturers and others of reaching buyers and users of their product, effectively and economically. This is attested by the fact that those who have employed them for this purpose most liberally and persistently in the past are the acknowledged leaders in their several lines to-day and continue to enlist their aid. I question seriously however, if the majority of advertisers in the Trade Journals have any very definite idea of what they actually receive in the way of returns from investments in this direction and few I believe have ever endeavored to figure the matter out fairly to themselves and the papers.

Orders do not ordinarily choke the mails upon the first few insertions of an advertisement, be it ever so expertly fashioned and judiciously placed, and who so gauges the profitableness of advertising in this class of publications will arrive at conclusions that are in the main unsound. Those of experience or who pause to consider the matter at all thoroughly do not look for anything more direct in the way of results than inquiries. And this is much. For it should be recognized that advertising machinery and other high priced articles is a vastly different proposition from mail order advertising. One can not ship an 80-ton electric traveling crane or a 150-h.p. water tube boiler by rural free delivery yet, nor is it convenient to remit payment in stamps.

The matter is too weighty a one to be so lightly disposed of. It is those benefits derived from advertising which create conditions that make for the more tangible "inquiry" and "order" that are apt to be overlooked in considering results. That these can be purchased is fortunate, and especially with so cheap a thing as money. They obtain more or less whenever advertising is done with understanding, though much necessarily depends upon individual conditions.

Too often underestimated, I take it, is the "life" and "ginger" that a brisk and well directed advertising campaign injects into a business, awakening and stimulating each and every one from mailing clerk to the board of directors in a way that tells mightily for profit when the balance sheet is made up later on. To the "man on the road" and the "manager of the branch office" the fact that there is "something doing" in the "front office" at the other end of the line bestirs him in turn to greater effort, that he, too, may "keep his end up." Again, there is the profitableness that lies in the impression created by intelligent advertising. Appearances count largely for or against in trade, especially where a closer acquaintance is impracticable.

The qualities of respectability, stability, and bigness are to be cultivated, for they beget that degree of confidence which is the forerunner of all trading operations. These are unconsciously accredited a business that advertises forcibly and persistently. There is, too, the natural drift of trade towards enterprising concerns and the pride in using products that are known and quoted until they have become veritable standards. Of value, too, is the weekly or monthly opportunity that is the advertisers' to communicate to the trade matters new and important, and in a way that is unequaled by any other means in completeness of territory covered and economy of distribution. Beyond this the concern that advertises receives the moral endorsement of the publications in which its announcements appear, and in many instances this is well worth the having. With this may be reckoned the benefit derived from association with other advertisers of prominence using the same mediums. Taken altogether the value of this "reflected light" is greater than is generally supposed.

The various indexes which are prominent features of the trade journals are moreover often utilized as directories, because they are corrected weekly or monthly to date, and a concern that advertises and is properly listed in these is always on the ground and in line for business. There is also the opportunity afforded through advertising of securing agents in distant cities and foreign countries. It is not an unusual occurrence for advertisers to receive requests from individuals and concerns of standing to represent them in their particular territory, connections being frequently made in this way that would not have been accomplished otherwise. It will of course occur to most minds that the full advantages of trade journal advertising will not be secured if the proper publications are not used, but that is a matter deserving consideration by itself.

There are publications that can be employed to advantage in every branch of trade, and which will return value received and more if advertisers will use them as they are designed to be used. When one considers the large expenditures in every direction that are made by the representative trade paper publishers that their columns may prove profitable to the advertiser, it is strange that they should have to seek patronage as assiduously as they do. Certainly as conducted to-day the trade papers of standing deserve and should command the hearty support of the trade generally. It should be remembered, moreover, that only in proportion as this is given can they thrive and become still more valuable to the advertiser.

One thing trade paper advertising demands in common with all sorts of advertising, for satisfactory results, namely, that the article advertised must be worthy and the matter given the same constant thought and attention that is granted other departments of business. Given a device, tool, or product that has merit, one for which a need is indicated or can reasonably be created, and which can be sold at a price the prospective user can afford to pay and it remains but to make the facts rightly known, and keep doing so, to sell it.

There is an art in doing the work well, of course, and it is also true that every one has not a natural bent for the business, yet even under the most adverse conditions advertising can do and has done a great deal. The most desirable wares will not, however, sell themselves very extensively. Buyers and users must be told about them, constantly and convincingly. It is my opinion, after some years in the business of manufacturers' advertising, that the most natural, economical and withal effective way of doing this is through the aid of trade papers, which are published largely to do just this very thing.—W. Hull Western in *Trade Press List*, Boston.

"THE MODERN IRONMONGER."

This is the title of a comprehensive little volume of 300 pages which is published as a guide to the management of the business of the twentieth century complete ironmonger, *The Ironmonger*, 42 Cannon Street, London, E. C., England. This handy volume is written with a view to benefiting the dealer in his business, by suggesting a number of things that probably would never occur to him, and so systemizing the details of everything connected with conducting a business successfully and with absence of friction, that would serve as a guide to the beginner or be a help to the oldest dealer. Beginning with the shop and its equipment, fully illustrated by plans, and going through the work of organization and management, stocktaking, business systems used in modern methods; and ending with a discussion of various side lines, which includes Electrical Supplies, China and Glass, Paints and Oils, Cycles, Sporting Goods, etc. Included in the equipment, illustrations are given of Drawers and Filing Cabinets, etc., Racks and Bins, etc., at the same time showing the necessary cards, labels and tags required in the business; ledger entries, balance sheets, form letters and specimen bills, all of which will be found of the greatest utility to a beginner in business or an old merchant who wants to see how another firm accomplishes similar results to his own. Included in its contents are a number of useful tables constantly required in the transaction of a legitimate business. Altogether it is a very useful and painstaking work, the price of which is five shillings net.

AMERICAN FORK & TOOL CO.'S NEW CATALOGUE.

American Fork & Tool Company, Cleveland, Ohio, have given the trade a very handsome and complete catalogue of Steel Goods recently, in "Catalogue F," forming a pamphlet of 175 pages elegantly printed on excellent paper in two colors in a very attractive manner. They say in introducing the catalogue, "Outside of certain patented specialties which have their own specific labels our customers can be assured of having a full line under some one factory label and thus avoid a mixed stock." Our facilities are unequalled. We offer the product of twelve large factories, equipped with the most modern machinery and under the management of men who have had a life-long experience in the manufacture of steel goods. Factories are so located as to insure quick and prompt delivery to each and every jobbing center." The catalogue is devoted to everything that could possibly come under the head of Steel Goods including all "regular goods" known to the trade, as well as the numerous specialties which formerly emanated from, or were controlled by individual makers, to whom this company succeeded; such as Warren Hoes, Harper's goods, Evans Cultivators, Victor Cultivators, Wood Hand Hay Rakes, Cabbage Harvesters, Ox Yokes and Bows, Etc. A full line of wood goods is shown ranging from Wheelbarrows to Hoe Handles. A catalogue such as this has become, covering so large an assortment of goods sold by the Hardwaremen, is indispensable to the business and should be written for at once, as many of the styles suited to special industries are an education in themselves.

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JOHN CHATILLON & SONS' NEW CATALOGUE.

John Chatillon & Sons, 85-93 Cliff Street, New York, have issued for the trade a handcome cloth-bound catalogue, comprising 280 pages, which embraces in its contents the line of Spring Balances and other Scales, Butchers' Cutlery, Etc., with the manufacture of which the firm has been identified for so many years. This catalogue commemorating the Seventieth Anniversary of its establishment in 1835. In the early pages of the book they give in fac simile one of their new style dials of their spring balances, showing 50 pounds, yet the scale weighing 150 pounds with three revolutions of the pointer. The dial is marked every half pound, every pound showing in black, every five pounds in red, making the reading of the dial at any weight an exceedingly simple matter. In addition to the large assortment of Spring Scales listed and illustrated in this catalogue, they make a great variety to order, for special purposes and of various capacities—some to register as fine as one-hundredth part of an ounce, used for skeining silk, and others as heavy as twenty-five hundred pounds, for weighing coal. Spring Scales are used for other purposes than weighing, as, for instance, assorting, counting, multiplying, estimating, and also for various purposes of testing. The catalogue shows large additions to their line over any previous catalogue, as well as many changes and improvements in their usual styles. Among the most noted changes in their goods a new Butcher Scale is shown with extra large dials and patented device for limiting the vibration of the pointer, so as to cause it to stop instantly at the exact weight denoted. Laundry Scales with improved platform. Spring Platform Scales to use on counter. Automatic Weighing Machines, designed especially for weighing quickly and accurately every description of package for express or mail in bulk, and similar machines for weighing freight at the Railroad Stations and Warehouses, or even for use by merchants receiving or shipping freight. About 40 pages are devoted to knives, cleavers, steels and other butcher tools of Foster Bros. & Chatillon Company, for whom John Chatillon & Sons are sole Selling Agents. These 40 pages follow the classification given to the Spring Balances. In Carvers, Slicers and Butcher Knives there are a number of new patterns. The company make a specialty of knives for the use of hotel chefs, which command attention. They have a much larger line of Butchers' Steels than they ever before presented. A large number of out-of-the-way goods in an esppecial line that is devoted to butchers and cooks will be found in this volume. For general distribution on request to anybody, they have printed a small edition in pocket size that is an exact reproduction of the contents of the bound catolague.

Norfolk Hardware Company, Inc., 42 Washington Street, Norfolk, Va., wholesale and retail dealers in Hardware, would be pleased to receive manufacturers' catalogues for anything relating to general lines of Hardware.

ROBESON CUTLERY COMPANY.

We recently took occasion to commend the Robeson Cutlery Co., Rochester, N. Y., for the attractive manner in which they help the dealer by using the small easel to individualize the advertising and make each article more effective. We present herewith an illustration which graphically shows the effect of a show window thus ornamented.



EVOLUTION OF THE FISH HOOK.

The art of fishing has undoubtedly existed since very remote times, for man evidently was driven by hunger to catch fish as well as to hunt animals. The weapons and implements used in other ages to hunt mammals show considerable variety in manufacture, and in the evolution of such weapons there have been noted some wonderful changes. But the implements used by fishermen to-day, and especially the fish hooks, are not radically different from those used by the ancient angler.

Implements of stone and a combination of stone and wood used in catching fish have been preserved from ancient times. The invention of fishing paraphernalia did not require the exercise of any great ingenuity or mechanical skill. By watching the fish snatch at pieces of meat, etc., in the water, the early man evolved the idea of tying a piece of bait on the end of a line, and later the fisherman tied a sliver of wood on the end of a string and stuck the wood through the bait.

This led to the use of pieces of bone or wood sharpened at each end and stuck through the bait. After swallowing the bait the ends of the wood caught in the gills of the fish as the angler pulled taut the line. This method is still used by the Esquimos for catching sea gulls.

Practically the only advance in fish hooks of this day over the rude original inventions is in the better material used. Fishermen along the lakes of Switzerland in prehistoric days used hooks of bronze fashioned very similar to the steel hooks used in this day. Fish hooks fashioned out of the tusks of wild boars were also used by the fishermen who plied their vocation along the Swiss lakes.

Bronze hooks, almost identical in style to those used now, were used by the ancients who angled in Lake Morat, and clipped flint hooks of ancient manufacture have been found in Sweden. The aborigines of Wisconsin used native copper in the manufacture of fish hooks, and many of these implements have been found in the mounds along the lakes in that State. The ancients used much larger hooks, however, than those employed by modern anglers, which would indicate that they fished for larger game than do the fishermen of this age. The addition of the barb on the sharp end of the hook is a comparatively modern invention.—*Sporting Goods Dealer.*

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TRADE AWAY IN THE NORTHWEST.

Business Never Better—Much New Building—Entire Northwest in Prosperous Condition.

Ten years brings about big changes in some of these Northwestern cities. From small towns they have grown to be large business centers—and the Hardware stores and Hardware stocks have grown in like proportion—in some instances have even grown more rapidly than the city. One such case is that of the Seattle Hardware Co., of Seattle, Wash. It is true that few towns on the globe have had as marvelous and sound growth as has this city—twenty years ago, with but few brick buildings, now with its sixteen-story fireproof, iron and steel structures—and on all sides new and larger buildings being built and being rented as fast as completed. But the Seattle Hardware Co. here has even grown more rapidly, and its trade now extends away up into Alaska, and down the coast into California and back into the Rocky Mountain country. The new building, which will be occupied this month, is perfect in its appointments. A spur from the Northern Pacific Railroad running through the rear end, thus enabling the loading and unloading of freight into their own warehouse. When located in the new building the Seattle Hardware Co. will discontinue the retail trade, devoting their entire attention to the wholesale business. The Seattle Hardware Co. have built up a large business in sporting goods, which branch is in charge of F. S. Clewley, one of the best posted sporting goods men in the West.

Another of the large wholesale houses of the far Northwest is the Schwabacher Hardware Co., of Seattle. This concern is back in its old location, and has fast recovered from the fire which occurred soon after moving into the new building. A number of salesmen represent this concern on the road, and the business is constantly growing.

Among the retail Hardware houses of Seattle, the store of the Thedinga Hardware Co. takes first rank. A special feature of this store is the window displays. In referring to this part of storekeeping, Mr. Thedinga, Jr., said: "In the line of tools and cutlery an attractive window display will sell more goods than any other method of advertising. We mark the goods in plain figures, and generally have a large sign with the prices, so that one passing the window can easily see just what we sell the goods for." Mr. Thedinga explained that it was his opinion that many people did not know how cheaply goods could be bought, and by marking prices on articles in the window much new trade was made.

An attractive store is that of the Whiton Hardware Co. The stock is especially well arranged, the store being light and bright, and goods are displayed to fine advantage. Double plate-glass cases run down the sides and center of the store and are lighted with small electric lights, giving an attractive and pleasing effect.

A feature used in many of the stores out here, and adding room, is a balcony running along the sides and around the rear of the store. In a high-ceiling store this is a great advantage. In this way the Union Hardware Co. have their store arranged, and are able to wait on their customers more quickly and to be able to display a larger stock of goods.

In Seattle, Pike Street might well be termed Hardware Row, for here within a few blocks are located five well-stocked retail stores. At 300 Pike is located the C. W. Boynton Saw and Hardware Co.; the attractive window displays are always a feature. A general Hardware stock is carried and a specialty is made of saws and tools, which was the general line. Business was reported good—it ought to be, especially in builders' Hardware, hardly a block in the city but that can boast of either a new building, or one being erected, or the plans of one being made.

At 506 Pike is the large double store of Ernst Bros., where an up-to-date stock of Hardware, tools, cutlery and sporting goods is carried. Mr. Ernst said business was increasing each year and that the outlook for Fall trade never had been better. The store of Ernst Bros. is especially well arranged, builders' Hardware, house furnishing goods, being on one side, while the other half of the store is devoted to sporting goods, including guns, ammunition and fishing tackle.

Another of Pike Street's Hardware stores is that of Stewart Bros., at Number 415. This concern have succeeded in building up a good retail trade, and have an especially large business in pick-up Hardware, household and family trade, which Mr. Stewart said was, after all, the most profitable of all the Hardware line.

Up at 610 Pike is the up-to-date store of Kleespus-Ferguson Co. This concern make a special effort to secure fine trade, especially on cutlery and tools, and carry a large, well-assorted stock.

All the Hardware dealers of Seattle seen by your correspondent reported business as booming, and it would be hard to handle any more business with the present force. Still, in many lines prices are being cut badly, and some lines, especially sporting goods, are being retailed out here in Seattle at lower prices than in New York City or Boston.

SPOKANE AS A JOBBING CENTER.

Spokane, Wash., is fast becoming a prominent business jobbing center. The country on all sides is being rapidly built up and the big ranches are being cut into smaller farms; more varied and diversified farming is being taken up, all of which is making a good demand for all building materials. And the dealers here in Spokane are carrying the stock and doing the business. It was not many years ago that the big Hardware jobbers of the Middle West were able to get and held this trade, but as the local jobber here gradually became stronger and carried larger stocks, the country Hardware dealer found that he could get his orders filled more quickly, at just as low a price, and get goods many times that were better suited to the local needs; and this is why the Spokane Hardware jobbers are all doing a constantly increasing business. This was the way in which Mr. O. C. Jensen, of Jensen, King, Byrd Co., put it. This concern are now well located in their new store, which is a model in every way, being built especially for the Hardware business. The retail store occupies the ground floor, which is one of the largest Hardware stores in the State, occupying as it does three stores, but being opened into one large room. The store is light and bright, and every up-to-date idea is used in displaying goods to advantage. The offices occupy a gallery in the rear of the main floor, while shipping is done from the rear—a well-appointed shipping room. The three floors above are devoted to wholesale stock. A big business is done in sporting goods by Jensen, King, Byrd Co., which branch is in charge of W. E. Henry, who keeps well posted as where the best fishing or shooting is to be found, and knows what is the best tackle to use.

Holley, Mason, Marks & Co. also carry on both a wholesale and retail business, and issue a thoroughly up-to-date catalogue.

The retail store of the Spokane Hardware Co. is well arranged, and much attention is paid to builders' and mechanics' trade, a large stock being carried of goods in these lines.

A pushing, progressive Hardware concern is that of McGowan Bros., who job and retail everything in Hardware and sporting goods. The latter line has only recently been added, but has been found most satisfactory. When first established McGowan Bros. did a comparatively small retail business; the trade has constantly grown until to-day the three traveling salesmen of the firm closely cover the central and eastern part of the State. Mr. McGowan said that business was very good, and that the outlook never had been better for Fall and Winter trade. A. C. Tyler is the general manager, and always has a kind word for all callers. A large business is done in heavy Hardware, as well as wagons and stoves, and, to facilitate the handling of these goods, a warehouse was erected last year on the railroad, where all the heavy goods are carried, and from which place wholesale trade is handled.

TACOMA PROSPEROUS.

The prosperity that is sweeping over this far Northwest country has not forgotten to stop here in Tacoma. Rumors of new railroad extensions that will make Tacoma the Western terminal, its fast growing manufacturing interests, the large, increasing export and shipping trade, to say nothing of a large amount of new building, are all working together to boom business in Tacoma.

The Henry Mohr Hardware Co. carry on both a wholesale and retail business, and each year are enlarging their sales. In speaking of business growth, Mr. Mohr said: "I started not so very many years ago right here in the Hardware business. I did not have much capital and you might say that all my stock was in my window. It would not be as easy to do it now. But, of course, then we were able to make better profits and the demands were not as large for a big variety of goods." Mr. Mohr has been very successful and it's due to hard work, close attention to business, good management, a thorough knowledge of customers' wants and a close adherence to the rule, "Honest Goods at Honest Prices."

The Washington Hardware Co., of Tacoma, carry a well assorted retail stock of shelf and light Hardware. The firm is composed of Messrs. Cowles and Reynolds. In speaking of trade conditions, Mr. Reynolds said: "We have no fault to find with business, and the general conditions here in Tacoma are better than for years past."

From a large number of Hardware dealers seen by your correspondent the only complaint was the one of goods being sold on too close a margin of profit, and that is no fault of conditions. It seems strange that when almost every Hardware man is doing all the business he can well take care of, that he should be willing to take on business at a margin that does not show him a paying profit.

HAMMERNAIL.

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Legal Matters

OF INTEREST TO HARDWAREMEN

RECENT DECISIONS.

(From Bradstreets.)

Defective Machinery—Negligence.

The Supreme Court of Minnesota held, in the case of Shalgren vs. Red Cliff Lumber Company, that where an employee complained to his employer of a defective condition of machinery, and the employer promised to correct such defect and directed the employee to continue his work until the repairs could be made, and the employee, in reliance upon such promise, continued to work with the defective instrumentality without harm for a period of ten days, the danger was not so great nor the risk so imminent as to impose upon him as a matter of law the assumption of the risk involved. In this case it appeared that the plaintiff's hand was caught in the shavings pocket of a shavings baler and there crushed by its advancing packer bar. It was alleged that the loose roller over which the bar passed was worn off from its cylindrical form; that thereby a plate which passed over the bar as it advanced was made to jump up and catch the plaintiff's hand while down in the pocket to adjust the board used to evenly apply the impact of the bar against the shavings. There was a conflict of evidence as to whether or not such irregular motion could have been produced by the defective or loose roller, and the court held that this question, as well as one as to whether the plaintiff was guilty of contributory negligence, was properly presented to the jury.

NOTE—MORTGAGE—SECURITY.

The Supreme Court of Wisconsin held, in the case of Thorpe vs. Mindeman, that the provisions of a mortgage securing a contemporaneous note which merely relate to the preservation of the security was not made a part of it so as to destroy its negotiability by the rule that contemporaneous instruments relating to the same subject matter are to be construed together.

LARCENY—CONSIGNMENT—OTHER STATE.

The Supreme Court of Missouri held, in the case of The State vs Mintz, that where the defendant induced one who had previously been employed by a dray company authorized to receive goods for a consignee of certain shoes, and who was known to the servants of the carrier holding such goods for delivery to the freight depot of the carrier in Illinois after his employment by the dray company had terminated and procure a load of the shoes from the latter, and he obtained such shoes and delivered them to a person other than the consignee in Missouri, such act constituted larceny, and was therefore punishable under a statute providing that every person who should steal the property of another in any other State and should bring the same into Missouri might be convicted and punished for larceny as though the property were stolen in Missouri.

INSURANCE—MILL—OPERATION.

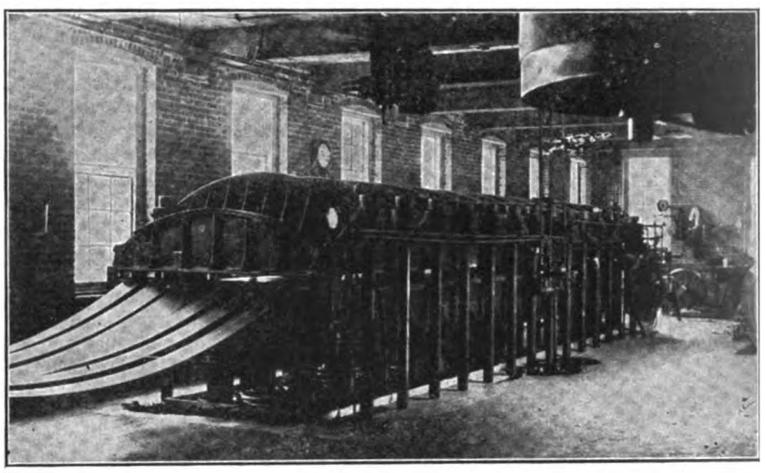
The Supreme Court of Washington held, in the case of The Brehm Lumber Company vs. Svea Insurance Company, that getting shingle bolts to a mill, selling and shipping shingles therefrom, and placing some shingles in the dry kiln wilhout turning on the steam, did not constitute an operation of the mill when the machinery was stopped so as to prevent the operation of a clause in an insurance policy making it void if the property was shut down or idle for more than thirty days without permission.

AMERICAN FORK & HOE CO.'S NEW PLANT.

An immense and model plant, in which the whole Hardware trade in the lower Mississippi Valley, and west and southwest of that section, is particularly interested, is that which the American Fork & Hoe Company is establishing at Memphis, Tenn. They have purchased a tract of 15 acres of land, with substantial mill construction brick buildings, completely equipped and with steam heating and fire sprinkling system, and exceeding 75 by 1200 feet of floor space. This property has not only large track facilities for carload business, but is in the immediate proximity of the railroad freight houses. These works (one of thirteen of the American Fork & Hoe Company) are laid out on a grand scale, to provide for the rapid growth of this great and rich section of the country. A full and complete line of Light, Heavy and Special Steel Goods, as well as Wood Goods, will be made and carried in stock there, ready for delivery to the trade the coming season. These works will be in the immediate charge of men of large experience in both the manufacture and selling of Steel and Wood Goods, and the trade may feel fully assured of being promptly supplied with strictly high grade goods.

VOORHEES RUBBER MFG. CO.

In the manufacture of Rubber Belting and other rubber specialties, the Voorhees Rubber Mfg. Co., Jersey City, are noted for their superior product, which is obtained by their advanced grade of machinery, such as shown in the illustration submitted herewith. It represents one of the monster belt presses used by



them, on which they are able to manufacture the highest grades of Rubber goods only, and especially for severe service in mines, mills, on railroads, etc. All their machinery is up to date and in like proportion to the above belt press, an idea of the size of which may be had by counting the windows at the side of the building. It weighs 120 tons and has a pressing capacity of 2,500 pounds to the square inch. They received the highest award for rubber belting at the Louisiana Purchase Exhibition at St. Louis in 1904, and also the Gold Medal for mechanical rubber goods, of which they are leading manufacturers, embracing such goods as Rubber Hose, Packings, Valves and Tubing, Mats, Mattings, Gaskets, and Rubber-Lined Cotton Mill and Fire Hose.

RECENT TRADE PUBLICATIONS.

BEECH NOVELTY CO., Mansfield, Ohio, have issued a very handsome booklet giving the actual letters of commendation from their satisfied patrons who have had their Mop Wringers and Pails. The Beech Mop Wringer has been on the market for years, during which period it has made many friends, which they are pleased to show in this shape. It is very attractively gotten up. In connection with it they send us several circulars devoted to the Beech Mop Wringer, in which they say "The old method of wringing the mop by twisting with the hands leaves the dirt in the center, while our method not only excludes the water, but at the same time carries with it all impurities, leaving the mop clean." Those handling this descripton of goods should write for one of these booklets.

W. G. CREAMER & CO., 96 John Street, New York, issue a 36-page pamphlet Catalogue of Registers and Ventilators, in all the varied and conventional patterns and sizes demanded by the trade, including black and white Japanned, nickel plated, also gold, silver, copper and bronzed finish. Embraced in its contents are Lock or Asylum Registers, Improved Anchor Wall Frames, which secure the Register firmly in the wall. Creamer's patent novelty or half-convex Registers; Full Convex Side Wall Registers; Ventilating Plates and self-indicating ventilators, etc., etc. The information is presented in this catalogue that they manufacture Brass Railings for the exterior and interior of public buildings, dwellings, etc., and copper adjustable Ventilators for forcing air between decks on steamships and yachts, made to order any size.

NEW YORK ROLL WRAPPING PAPER COMPANY, 346 Pearl Street, New York, 24-page pamphlet of the Hopking Roll Paper and Cutter in all the styles; this cutter is made from 6 to 18 inches wide; this includes a large variety adapted to a number of uses.

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AD. PROVERBS.

First get good goods before you advertise. The fellow who placed the wagon before the horse was a Solomon, when compared with the advertiser who thinks he can build up a good trade through selling trashy goods.

When there's a will to advertise, there's always a way. The merchant may not find the way as easily as he imagined he would, but with the aid of good trade journals, ad writers, et al., he will eventually find the right way.

Its a dry ad. that gives no prices. Perhaps such advertisers wish to convey the impression to the readers, that they are philanthropists engaged in business solely for the purpose of giving poor humanity a chance to buy at their stores.

One ad. doesn't make a business, any more than one swallow makes a summer. It requires many ads.—all good ones—to build up any kind of a retail business nowadays. One step won't take you very far, you've got to keep on going. Ads. ditto.

Never put off till to-morrow the ad. you should run to-day. Some merchants are always going to advertise next week. To listen to them, one would think, with Uncle Rastus, that "it 'pears nex' week is goin' to be a mighty pow'ful busy time."

Too many words spoil the ad. A little white space in an ad. makes it stand out prominently on the printed page, but with some ads the more white space the better for the advertiser, as then there is less chance for him to prove his foolishness by his words.

Space in need is a "cinch" indeed. The merchant who advertises all the year, who pays advertising bills promptly, will have no difficulty in getting choice positions from the publisher and all the space he can use around the busy seasons, while his competitor—the-once-in-a-while advertiser—will have to take the "leavings" in space, or go without.

Lots of fellows reach third base only to die there—like some new advertisers who think they have a sure thing and then lie back.

Some advertisers try a paper three times and quit. Remember the times the bases have been full, when a fellow swats the ball out and brings them all home.

Just because business is good some men think they can get along without advertising, but they'll not condemn fire insurance simply because they haven't had a fire since they took out their policy.

Advertising is a trade tonic that can be depended upon to remove sluggish stocks if given in doses of the proper size, at the right intervals, and through the proper mediums.

Don't deceive yourself. A trolley car will back down hill if the current is cut off—so will your business if the advertising is cut off.

Nobody has a mortgage on success. There hasn't been a thing done since the world began that cannot be duplicated. and this applies to the advertising world as well as anything else.

When Alkali Ike visited New York and Delmonico's for the first time he ordered "$20 worth of ham-and-eggs—just to show them he was no piker." Some advertisers apparently use big space for similar reasons. Simply as a bluff—a splurge—a proof of nerve. The doctrine of big space is all right—*provided* the advertiser gets something to show for his money. "Something is show" means filling the dearly-bought space with facts, reasons, convictions.

Knock not at all.

He that knocketh shall himself be knocked, and with a much heavier hammer withal shall he be knocked than that wherewith he himself did knock.

Yea, if in his advertisements, he knock his competitors, even with a tack hammer, the public shall rise up and knock him with claw hammers and sledges. Yea, verily, they shall maul him with mauls.

Speak up! Advertising is the voice of business, nothing more. Use it to say something for yourself. If all the stores in your town are silent there is a rare opportunity for you to become articulate. If half of them are talking, the silent half will have little attention—be not one of them. If all are talking, endeavor to speak out above them all. This is a bustling world; bashfulness and silence are not business virtues. The business man who thrives is the one who has an advertising voice and uses it. So speak up!

Did you ever happen to be riding on a train through the country when a farm dog would rush out and run along after the car, barking to the fullest capacity of his lungs? The dog attracts a little attention from the passengers at first, but the train soon pulls away from him, and he and his wail are soon lost in the distance. The train hasn't been injured a particle, but the dog is tired and out of wind. The owner of the dog doesn't like the train because the engine sometimes scares his stock. But when he wants to go any place he goes to the station and pays his fare for a ride, and when the train hauls express to the town with his address on it he never refuses to accept it.

Well, that dog is just like a whole lot of men in this world. They lose no opportunity to bark at the trains of successful newspaper men in Kansas, but every once in a while some little fellow will jump up and with his handbill commence to bark at the big paper. The people listen to him and may side with him for a while, but when they want to go any place or send anything away they always go to the big paper. The dog imagines that the train is running away because it does not fight back, but the train is always back the next day. And it will continue to come around long after the dog is out of wind and has gone to the happy hunting grounds.

So when you get into a field don't bid for business with a bark at your competitor. In this present rush of business affairs people have no time to pay attention to a barker. Attend strictly to your own knitting, and saw wood, and after a while you will get big enough so you won't have to bark.

MODERN EDGE-TOOL MAKING.

The suppression of hand labor by mechanical processes in the old craft trades of Sheffield continues to make rapid progress, says the Ironmonger, and we are able to report a further development of this tendency which possesses peculiar interest, since it relates to a branch of industry which has been regarded as quite outside the application of machinery. We refer to the making of edge and joiners' tools. The term covers a wide range of goods which present many variations of shape, and are required to perform work which necessitates the highest effectiveness and durability. Machinery, however, lends itself more to straightforward work, and is most valuable on repetition articles. Until very recently, therefore, the opinion was stoutly and almost universally maintained by makers of edge and joiners' tools that whatever might happen in other industries it would be impossible to use machinery to any appreciable extent in their trade. That belief has now been completely shattered, and if the innovations carried out in one or two of the Sheffield works be followed generally, hand labor will play but a minor part in the production of the goods referred to in the near future.

A Sheffield tool works in which machinery had been introduced presents more the appearance of an engineering establishment than the home of one of the oldest of the city's handicrafts. Nearly every kind of cutting tool was being forged under power hammers, some of them of a special and ingenious design. Chisels, bits, and even plane irons were included, the most awkward shapes being successfully formed. The familiar forger and striker with their anvil and hearth had been dispersed in wholesale fashion, the machines which rendered them unnecessary being tended by young fellows who had undergone but a brief training for the work. Milling machines were extensively employed in forming teeth and cutting parts of tools, and turning out grosses more quickly than dozens under the old system when such processes were done by men using a file. Special machines had been installed for performing several other minor processes and the effect of the whole innovation has been enormously to economize production, and to place the makers on more equal terms as regards cost with their rivals abroad, who have enjoyed the advantage of machinery for years. In other similar works in the city machinery is being gradually introduced, and skilled workmen are being sent adrift. It is unfortunate for these men that few of them are able to adapt themselves to the new conditions, the result being that the victims of the industrial revolution which is in progress are increasing. The employers are certainly doing their best to mitigate the hardships which progress imposes on the few, and it is a fact that scarcely any apprentices have come into the trades for a number of years. The change means a serious increase to the capital outlay of the firms concerned, and owing to the enormously increased output they will have to seek for a corresponding increase of turnover.

A similar and even more drastic revolution is proceeding in the razor trade on account of the introduction from Germany of machinery for grinding blades hollow. To grind hollow blades by hand is a slow and costly process, but the machine turns them out with marvelous rapidity, and in such a condition that they can be quickly finished off by a trained youth. The blades are also forged by mechanical hammers. By these means the cost of producing razors has been greatly reduced, and already the firm possessing the plant we are referring to has been able to reopen accounts in the United States which had been closed for years in consequence of German underselling. More razors are bought per head of population in the United States than in any country in the world, and the Germans have captured a large slice of the trade with improved facilities for cheap production combined with high finish. Sheffield razors should soon regain their footing in that valuable market. Many razor grinders and forgers are earning very scanty wages or even nothing at all, and it is stated that some of them have punished themselves unnecessarily by refusing to follow the machines.

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RECENT TRADE PUBLICATIONS.

WHITMAN & BARNES MFG. CO., Chicago, Ill. Catalogue of Diamond Hay Carriers, together with Forks, Pulleys, Slings and Supplies. A pamphlet catalogue of 20 large pages, showing on each and every page the many styles of Carriers made by them, and the several parts thereof needed for repairs. Together with the Harpoon and Lock Lever Forks used in connection therewith; and a large line of Pulleys in great variety, demanded by this class of trade.

MOSS MANUFACTURING CO., Baltimore, Md. Circulars showing the latest improved Pulley Mortising Machines, Boring Bits and Pulley Gauges made by this company. Cuts are also shown of the Pulleys that are made to be used by this Mortiser, which are presented as an additional circular, all of them actual size. Suitable for any want of the builder in Public Buildings and other large edifices, and suitable to be used for Sash Cord, Cable or Chain.

THE ADVANCE MACHINERY CO., Toledo, Ohio, have issued a catalogue of Copper Appliances in great variety, such as those necessary for heating Glue, which are scientifically constructed from the largest in dimensions to the smallest in size. This catalogue is devoted to a variety of appliances for the scientific heating of glue, and they are especially adapted for the use of Endless Belt Makers, Pattern Makers, Book Binders, etc., where a limited quantity of glue is required and easy portability desired.

THE KILBOURNE MFG. CO., Troy, N. Y., have recently issued an illustrated catalogue of Strainers and other Specialties, which they say are not shown in their regular Wire Goods and Hardware Specialty Catalogue. This includes Black Enamel Handle Strainers, Wire Handle Strainers in large varieties, Tea Strainers, Tea and Coffee Balls, Bowl Strainers in large variety. It also includes nickel-plated Towel Racks and Bird Cage Hooks, which they manufacture. They also include a circular called "A Long Distance Telephone Call," which is cleverly gotten up.

ART METAL CONSTRUCTION COMPANY, Jamestown, N. Y., have presented to their patrons and customers a large and very handsome book exploiting their Metallic Filing Devices, Fixtures and Furniture for public buildings and general fire rooms. The product is built to meet the fundamental requirement for such equipments—incombustibility. It has other merits: Durability, convenience, attractiveness, economy of space and perfect sanitation. They claim no fixtures are so impervious to moisture, dust, microbes and vermin; none so readily kept clean. The material chiefly employed in the production is fine steel plates. It is now generally recognized that the first essential to a good filing system is that of security. Metal, therefore, is rapidly superceding wood for this purpose. This fact is attested by the very large growth in these lines during the past decade. Art Metal Construction Company solicit inquiries, and estimates and submission plans for any work will be furnished on application.

HENRY DISSTON & SONS FILE COMPANY, Philadelphia, Pa., have issued a large and pretentious price list of Files and Rasps which they have recently sent out to the trade. They state that in publishing this book they have endeavored to illustrate the different shapes and cuts of files most generally used. This will enable the customer to readily determine the file required for a particular purpose, and save both the dealer and buyer considerable trouble by enabling them to specify correct names, etc. The Disston brand files are made of the finest crucible steel. They are the only manufacturers in the United States who make the steel from which their files are produced, and thereby are enabled to secure an absolute uniformity of quality. The blanks are carefully forged to the most approved patterns adapted for the various classes of work. A number of shapes were originated by them, such as the Great American Cross-Cut Saw File, Chisel Point File for inserted teeth, Acme, with safe back for filing handsaws, etc., which are accepted by the trade as regular stock goods. The teeth are formed to give the greatest amount of strength, with sharp, keen, cutting edges, and at the same time to allow sufficient clearance to prevent clogging. Hardened by their special process, which imparts strength and durability, they state they are warranted in making the claim that for wearing qualities the Disston Brand Files are unequalled. Send for one of their Price Lists.

JOHN B. VARICK CO., Manchester, N. H., issue a stiff hanger in which they advertise "Sporting goods of every description," and add a synopsis of New Hampshire and Vermont Game Laws 1905 and 1906, which conveys information enough to warrant its being kept by the party who receives it.

INDIANAPOLIS DROP FORGING CO., Indianapolis, Ind., have recently issued a special catalogue of drop forged wrenches, combination pliers, ammonia flanges, automobile forgings, connecting rods, chisels, punches, and such other goods as come under the head of drop forgings. Included in this catalogue are "Always Ready" Wrenches, both black finished and nickel plated; Tiger Wrenches and Engineers' Wrenches, single and double head in a great variety of sizes. "S" wrenches are represented largely. They also make special drop forgings from estimates. They say "Send us model, blue print or drawing of piece wanted; state quantity for which order will be placed. State kind and quality of material wanted. State whether model, blue print or drawing shows 'forged dimensions' or 'finished dimensions.' If the latter, state how much allowance is desired." They also state that "All drop forgings made by us are inspected before leaving our factory. We guarantee workmanship and material, and replace without charge all defective forgings."

OLIVER IRON & STEEL CO., Pittsburgh, Pa., have recently issued their Standard Price List No. 32, which they call the Wagon Hardware Edition, and which is a pamphlet catalogue of 46 pages. Included in the contents are bolts, nuts, washers, picks, mattocks, grub hoes, etc. They say, "We are the pioneers in the line of Wrought Iron and Soft Steel Wagon Hardware, being the first to make this specialty a merchantable commodity, and having made the product a study for over thirty-five years. We believe we can safely guarantee our specialties in this line superior to any made." Included in this catalogue is every description of Hardware needed for wagon manufacture, and to those handling this class of goods it is a very valuable catalogue. They accompany the same with a Standard Price List of Telegraph and Telephone Line material, which is a pamphlet catalogue of 75 pages to which they refer. "In handing to the trade this edition of our 'Telegraph and Telephone Line Construction' Price List, we desire to call attention to the fact that, in addition to the material listed therein, we are in position to furnish promptly Railroad Track Screw Spikes, Drift Pins, Car Forgings and other kinds of material for the construction, equipment and maintenance of railways, as shown in our General Catalogue." They give an easy method of using code words in telegraphing, which is original with them. Embraced in this catalogue is every description of Hardware that would be embodied in the title, such as Terminal Pins, Cross Arm Braces, Cross Arm Bolts, Brace Bolts, Eye Bolts, Staple Bolts, Steel Guy Clamps, Etc. Write for catalogue.

THE H. C. TACK CO., Cleveland, Ohio, have issued a catalogue which they illustrate in colors of the number of styles in which they furnish tacks to the dealers. It is a very pretty catalogue in pamphlet form of 64 pages, and is devoted to their goods put up in attractive selling forms, all of which are illustrated in colors in this pamphlet. It embraces a great variety of tacks and small nails among the many different trade names by which they are known, such as Cut and Carpet Tacks, Cheese Box Tacks, Double Pointed Tacks, Furniture Nails, Hob Nails, Hungarian Nails, Etc. They put up Carpet Tacks in a number of attractive styles, such as Buck Eye, Golden Eagle, Honest Count, Standard Time, Indian Head, Colonial, Etc., which are demanded by the trade. Add this catalogue to your assortment.

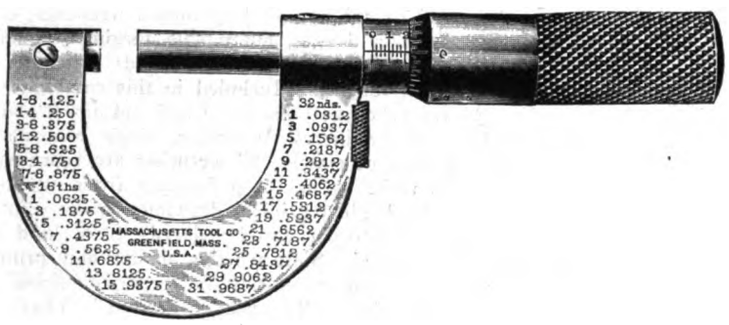
M. EBERHART & SON COMPANY, First Avenue and Seventy-sixth Street. Catalogue of imported and domestic specialties, including nudel cutters, bean cutters and dog clippers; with which is included a number of American specialties of acknowledged merit. A circular directs attention to an evolution in razor grinding, showing an improved method patented in 1902, in the use of which absolute satisfaction is guaranteed.

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NEW GOODS AND SPECIALTIES.

ONE INCH MICROMETER CALIPER NO. 12.

The Massachusetts Tool Co., Greenfield, Mass., are manufacturing a line of Micrometer Calipers with the merits of which the Hardware trade should become familiar. Their One Inch Micrometer Caliper No. 12, an illustration of which we present herewith, is shown nearly full size, has frame drop forged from steel bar. Has decimal equivalents stamped on frame. Has every necessary compensation for wear, and the following special

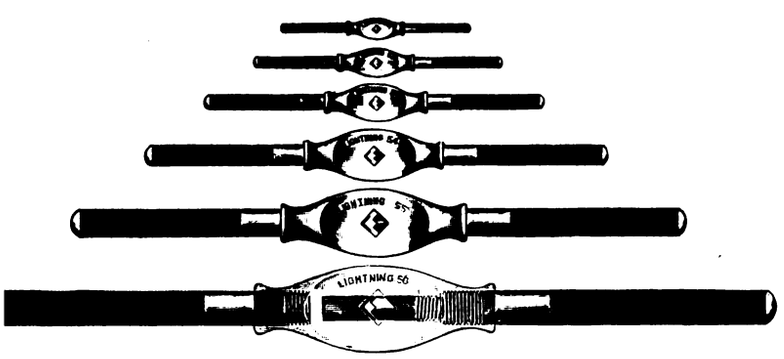


ONE INCH MICROMETER CALIPER NO. 12.

features: An eccentric locking device, convenient to operate, and which holds the screw at any desired position where transfers are desired. A square end thimble, designed to meet the ideas of those preferring this style. A Finer Graduation than is usually found upon Micrometers, is being marked for reading half-thousandths. A hardened cast steel spindle running in a hardened steel bushing, obviating any possible chance of roughing up or wear. A Hardened Steel Anvil, having face, shoulder and stem in perfect alignment with spindle and admitting of accurate adjustment from this end. They also manufacture this caliper with metric measurements. No. 12 M. prices same as No. 12.

A NEW TAP WRENCH.

The Wiley & Russell Mfg. Co., of Greenfield, Mass., have recently put on the market a new departure Tap Wrench. The accompanying cut shows this handsome and strong tool. This was gotten out with the view of furnishing a strong and handy wrench and also one that would sell at a price within the reach of every machinist and manufacturer. This tap wrench em-



bodies entirely new principles in regard to the working of the movable jaw, so as to obtain the greatest strength, and, at the same time, to have a very light and well-proportioned tool. The strength of this new tap wrench can readily be realized, as during the tests it was subjected to, as many as four men pulled with all their strength and it was found impossible to distort it or even throw jaws out of line. The detailed description of this wrench is as follows: The stocks are drop forged; the jaws of tool steel; the handles of finest bicycle tubing, capped and knurled. A quick motion to the jaw is given through differential screws by turning one handle. The tap is firmly gripped and cannot drop out. There are six sizes made, holding taps from the smallest to the 1½-inch diameter.

YALE SAUSAGE STUFFING, LARD AND FRUIT PRESS.

The Johnson Foundry and Machine Works, Battle Creek, Mich., are introducing through the Hardware and house furnishing trades the Yale Sausage Stuffing, Lard and Fruit Press, of which we give an illustration. The "Yale" Press is constructed of a steel cylinder, with convex steel bottom, which gives it great strength and facilitates the operation of pressing. It rests upon feet of malleable iron, into which clamps may be

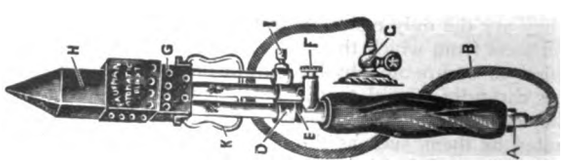


YALE SAUSAGE STUFFING, LARD AND FRUIT PRESS.

affixed for attaching firmly to any table. The top of the cylinder is provided with malleable iron ears, into which the beam, also of malleable iron, is hinged. The pins which retain the beam, are of malleable iron, and chained to the ears. The screw is provided with hand wheel to which a crank may be attached, for the purpose of exerting leverage upon the wheel; thus the screw is turned with ease. To the end of the screw is attached a steel concavo-convex follow-head, fortified by malleable spider, which will withstand any necessary pressure exerted upon it. The colander, of steel, fitted within the cylinder, is provided with handles for the convenience of removing it during the operation of pressing. The whole apparatus is finished with a heavy plate of tin, which will wear as long as the press itself. Thus all parts are constructed with a view of providing a press from the best material, with best workmanship, of greatest convenience, utility and strength. It is made in three sizes, 2, 4 and 8 quart; the 4 and 8 quart being provided with the Sausage Stuffing Attachment, but the 2 quart size is not.

KAUFMAN'S SELF-HEATING SOLDERING TOOLS.

A. G. Kaufman Manufacturing Co., 24-26 Murray Street, New York, are introducing to the trade the Automatic Blast Self-Heating Gas Soldering Tools. A practical improvement that in its work does away with the obnoxious furnace, troublesome

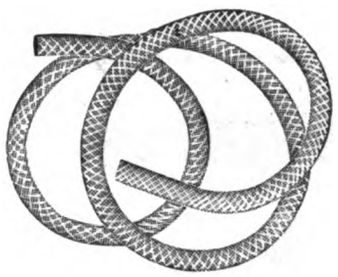


SELF-HEATING SOLDERING IRON.

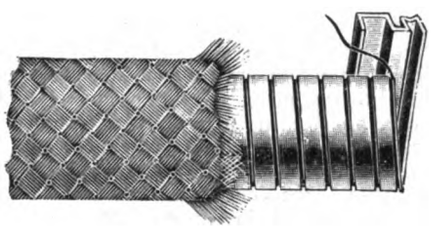
blower and dangerous fire pot. The tool consists of specially constructed double air blue burners (patented), on one side of which a handle and the other a copper point is adjustably attached These burners generate a tremendously hot and Powerful Blue

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Blast, which plays on the underside of the copper, bringing the soldering point to the desired temperature in a few minutes, keeping a steady heat throughout the day. A flexible tubing of any desired length is attached from the gas main to the handle. The



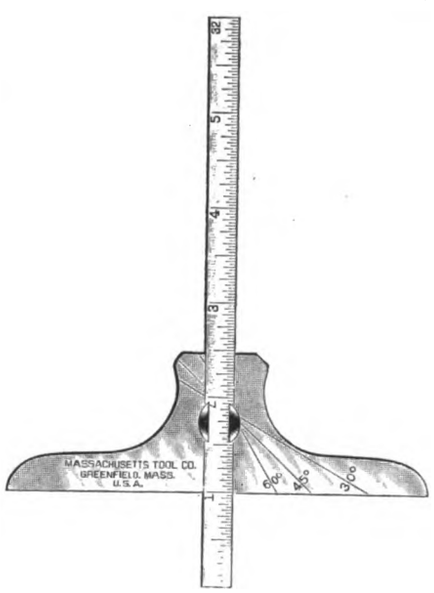
gas and air passing through the conducting tube directly to the burner can be regulated according to the weight of copper required. The flame is protected by an iron guard and the tool can be placed by means of the adjustable rest anywhere on the



bench without danger to fire. They can be placed anywhere depending upon the length of tubing and they take up but little room on the bench. The tools are adaptable for machine, coal and natural gas. Both the air and gas are adjusted independently of each other, therefore adaptable for various purposes.

RULE DEPTH GAUGE.

Among the high-grade tools manufactured by the Massachusetts Tool Company, Greenfield, Mass., is a Rule Depth Gauge, of which we give an illustration herewith. This Depth Gauge is made with 4-inch or 6-inch narrow tempered steel rule. Blade can be turned parallel with base, so as to occupy but little room

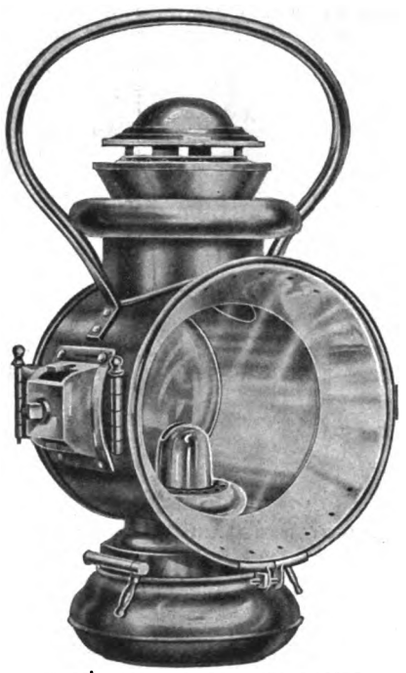


RULE DEPTH GAUGE.

in the tool chest, or it can easily be carried in one's pocket. Head is graduated with lines showing 30, 45 and 60 degrees. It can be made a useful T square. Rule graduated in 1-32 or 1-64.

HAM'S COLD BLAST AUTO LAMPS.

Among the lamps constructed for special purposes, made by the C. T. Ham Mfg. Co., Rochester, N. Y., John H. Graham, Agent, 113 Chambers Street, New York, the Cold Blast Automobile Lamp, so called, is exciting the most attention. To overcome the disagreeable features and weak points usually found in oil lamps, they have, in constructing their Auto Lamps, embodied the well-known principle which they have invented and applied, called the cold blast, which provides a forced supply of fresh air to the burner, thus insuring plenty of oxygen to feed the flame and producing a strong, brilliant and powerful white light. We present an illustration of the Auto Cold Blast Lamp, "Aurora," which is handsome in appearance and finish and possesses a



HAM'S COLD BLAST AUTO LAMPS.

combined strength and sturdiness of construction to withstand the hard usage an Auto Lamp is necessarily subjected to on account of the jolting of the machine in passing over rough roads. Heavy brass is used in its manufacture and all parts are securely riveted; wherever there is an extra strain the parts are strongly reinforced. Its dimensions are as follows: Extreme length, 8 inches; extreme height, 14 inches; height to top of dome, 12 inches; diameter of flange, 6½ inches; diameter of front glass, 6⅜ inches.

SMITH'S LINEMAN'S CLIMBERS.

H. D. Smith & Co., Plantsville, Conn., are making a superior article of Lineman's Climbers, which they are engaged in marketing through the Hardware and Electrical Supply trade, as shown in the cut herewith. They are made of the very best material, such as experience has proven to be the best for the

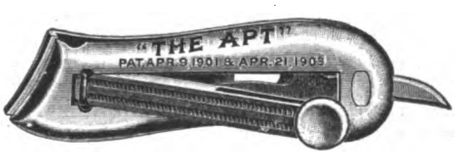


LINEMAN'S CLIMBERS.

purpose, and are fully guaranteed. The Spur is of the finest, of proper weight and length, properly angled, and of Whalebone temper, which is claimed to be the "toughest of tempers." Where the foot rests they are made broad and comfortable. They are made in sizes running from 15 inches by ½ to 18 inches.

THE APT NAIL CUTTER.

Louis A. Boettiger, of 48 Leonard Street, New York, is the manufacturer of the Apt Nail Cutter, of which we give an illustration. It is a useful little appliance, made from the best tool steel, hardened and tempered, and provided with self-sharpening



THE APT NAIL CUTTER.

jaws. The cut we show is full size and the cutter can be conveniently carried in the vest pocket. The nail cleaner slides into frame when not in use, and it may be used equally well in

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either hand. They are handsomely nickel-plated, and with every dozen sold the manufacturer provides an attractive display stand, with nickel-plated base and aluminum disc.

THE ACME BROOM AND DUST PAN HOLDER.

E. E. Josef Mfg. Co., Buffalo, N. Y., are the manufacturers of this little device, which they are introducing through the trade. It is intended to screw up in some convenient place, about 5½ feet from the floor, where the housekeeper can prevent her broom from getting out of shape by using the device and suspending the broom therein. Can also be used to securely hold the dust pan as well. They are made to be sold at a moderate price.



THE ACME BROOM AND DUST PAN HOLDER.

FLEXIBLE FLYER SLED NO. 6.

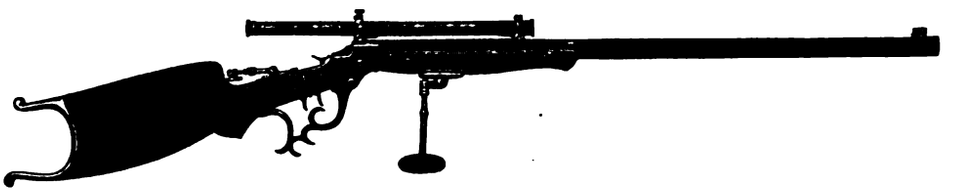
S. L. Allen & Co., 1107 Market Street, Philadelphia, Pa., have this year increased their line of Flexible Flyer Sleds by adding the one which we present in the illustration herewith. They previously made but five sizes of this sled, but the one exhibited is designed to carry six adults and is intended to compete especially with double runners or bob sleds. It is mentioned by the makers as being particularly fast but especially strong and light. The No. 6 is 101 inches in length, 8¾ inches high, 16 inches wide and weighs 41 pounds. It is steered in the same style as the other sizes of these sleds, without touching the feet to the snow or ice.



FLEXIBLE FLYER SLED NO. 6.

STEVENS-POPE TELESCOPE RIFLE.

We present herewith an illustration of the famous Stevens-Pope Rifle, equipped with Stevens Telescope, and manufactured by the J. Stevens Arms & Tool Co., Chicopee Falls, Mass. This model and the Stevens Ideal "Schuetzen" Rifle have scored such a remarkable series of consistent, notable victories during the past year that they have been declared to be practically invincible at competitive target shoots. At the National Meet of the Sharpshooters, known as the Bundesfest (Union Hill, N. J., June, 1904); at the U. S. .22-Caliber Rifle League Competition (Pittsburgh, Pa., January, 1905), at Zettler Club Shoot (New York City, March, 1905), at Charleston, S. C., Schuetzen Verein Jubilee (May, 1905), and at New England Shoot of Rifle Clubs (held at Springfield, Mass., August, 1905), Stevens and Stevens-Pope Rifles carried off Premier Honors by an overwhelming majority in each instance and strikingly demonstrated their marked superiority in every particular. The Stevens always put the shots where most needed. In the hands of a marksman they are an unconquerable factor at every competitive shoot in which they are entered. With the exception of the Charleston, S. C., and Union Hill, N. J., tournaments referred to above, the use of Stevens Telescopes was permitted in each of the important National Contests enumerated, and materially contributed toward raising records. The field for this most efficient and practical accessory is rapidly expanding—the day is not far distant when the Telescope will be just as popular and essential at a tournament as a Stevens Target Rifle is itself. Stevens Target Rifles are all listed in Stevens Catalogue No. 51. The Stevens-Pope Model, fitted with Stevens Telescope, is illustrated and described in detail on pages 20 and 21 of Stevens-Pope Catalogue. Stevens Rifle and Pistol Telescopes are fully described in a special telescope catalogue—beautifully printed and illustrated. Any or all of these valuable reference books will be mailed upon application to J. Stevens Arms & Tool Co., Chicopee Falls, Mass., U. S. A.



STEVENS-POPE RIFLE EQUIPPED WITH TELESCOPE.

SWISS TARIFF RATES.

Consul-General Guenther, of Frankfort, Germany, writes that the Swiss Diet has decided to allow, from January 1, 1906, goods from the United States to enter under the rates of the Swiss treaty tariff. Hitherto many of the products of the United States were only admitted upon paying the customs rates of the Swiss general tariff, which rates were much higher. This new departure secures to United States products the most-favored-nation clause. The action was no doubt induced by the conviction that the loss of the United States market for Swiss manufactures could not be made up and would injuriously affect Switzerland's economic life.

CONDITIONS IN CHINA.

Consul Cloud, of Hangchow, in answer to numerous inquiries from the United States about the real conditions in China, writes:

Hangchow is a city of 500,000 or more people, and was made an open port at the close of the Chino-Japanese war in 1896. At present, however, there are no foreign firms, aside from a few Japanese notion shops in Hangchow, and the immediate future does not promise any change in this direction. The amount and value of imports during these few years have nevertheless increased greatly and there appears to be scarcely any limit to the possibilities of the import trade in this region.

Hangchow is not a seaport, and all, or nearly all, of the goods imported are purchased from Shanghai jobbers and reshipped at that port. As far as I can learn, no goods are imported direct from America or from any other foreign country. The fact that the native merchants can find in Shanghai by personal purchases the kind and quality of goods most suited to their customers, and thus see just what they are buying and at the same time secure favorable terms of credit, renders it undesirable on their part to import the goods on their own responsibility.

ARTICLES THAT ARE NEEDED.

There are large lines of goods, such as notions, toys, kerosene lamps, straw hats, clocks, watches, garden tools, shoes, rubbers, patent medicines, kodaks, photographic supplies, cheap motor-boats, soap, towels, tinned provisions, etc., that would find a large market here, if these various articles could be placed directly before the people by live, up-to-date salesmen, and then followed by persistent and intelligent advertising. But the present practice of American firms of sending out catalogues in English to the various consulates, with the idea that they will reap a rich harvest, is as foolish as it is expensive. Not one Chinese in 100,000 can read English, and if he could, would not understand what it was all about, for the reason that the article advertised would be new to him.

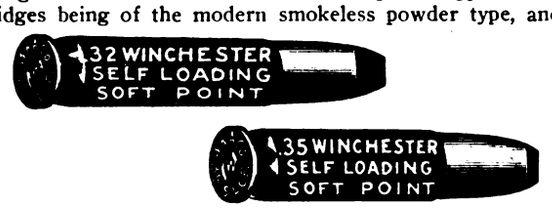
The Chinese, for the most part, are coming to appreciate foreign-made goods, and are only waiting to be shown what a given

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article is made for and how it will add to their comfort and convenience. For foreign firms to depend on elegantly printed and embossed catalogues in the English language to secure trade in China is to follow a policy based on utter misapprehension as to the requirements of trade in China. The opportunities are here, and the firm or firms willing to spend a few thousand dollars in putting agents out among the Chinese to show their wares and mix with the people, and who, too, are willing to make a class of articles especially adapted to the needs of the Chinese, are the ones that will reap rich harvests in the next few years.

A NEW WINCHESTER RIFLE.

The Winchester Repeating Arms Co. announce through their advertisement this week a new gun called the Model 1905 Self-Loading Rifle. The new rifle is made in .32 and .35 calibres, the cartridges being of the modern smokeless powder type, and are



A NEW WINCHESTER RIFLE.

furnished with either full metal patched or soft point bullets. The ballistic data given in the announcement indicates that the new cartridges are desirable both for hunting and target shooting. The operation of this rifle should not be confounded with that of machine guns, which reload and fire to the extent of their magazine's capacity without stopping after the trigger is first pulled. In using the Winchester Self-Loading Rifle, it is absolutely necessary to pull the trigger for each shot, which places its operation as completely under the control of the operator as that of any repeating rifle. The self-loading system permits rapid shooting with great accuracy, and on account of the ease and novelty of its operation adds much to the pleasure of shooting at either target or game. The Winchester Model 1905 Self-Loading Rifle is made with blued trimmings and a plain walnut stock, and forearm not checked. The barrel is round, 22 inches long and is fitted with Sporting front and rear sights. Octagon or half octagon barrels, or barrels longer than 22 inches cannot be furnished for this rifle. The stock is 14 inches long and finished with a rubber butt plate; drop at comb, 1⅜ inches; drop at heel, 2¾ inches; length of gun over all, 40 inches. Fancy walnut stocks and forearms, plain or fancy walnut pistol grip stocks, checked or unchecked, and stocks having special length or drop can be furnished for this gun when so ordered at the same prices as for other models.



WINCHESTER MODEL 1905 SELF-LOADING RIFLE.

♣

A. GEISEL MFG. CO., St. Louis, Mo. Catalogue of pieced tinware and galvanized ware for the trade. Japanned ware and shallow and deep stamped ware of all the accustomed styles. Included in the contents are stove sets and dripping pans in large variety. The catalogue comprises 96 pages and contains the usual assortment of these various styles of goods.

THE OAK RUBY.

The South Erie Iron Works, Erie, Pa., the manufacturers of the celebrated Parlor Stove called the "Oak Ruby," which is manufactured for hard coal, soft coal, coke or wood, and of which we present an illustration. The constituent features of this stove include a heavy inside fire pot, which, connected with a combination duplex and shaking grate and hot blast ring, forms an important feature. It is provided also with a large magazine and a large bailed ash pan. Among the nickel trimmings with which the stove is provided and which adds so much to its ornamental beauty, is the heavy nickel ring, the nickel swing top, foot rail and door panel. It has also nickel screw bars and hinge pins. It is made in three sizes, Nos. 2-18, 2-16 and 2-14, and can be furnished with or without the inside fire pot or magazine. The manufacturers state that prices will be quoted upon application.

SPECIAL BRANDS.

Referring to Special Brands, J. E. Janssen, of Eureka, Cal., writes as follows:

In my opinion the matter of Special Brands in jobbers' hands cannot be approved, nor can it be entirely condemned. That the jobber's own interest is the prime motive cannot be gainsaid. When the Manufacturers' Standard Brands—especially in Mechanics' Tools—are crowded out to aid this practice, it must prove a distinct cause for protest on the part of the retailer. The last thing that could be expected of the progressive retail dealer is to attempt to convert his customer to the use of Special Brands.

The faith of any user of a manufactured article is unavoidably increased by having the name of the manufacturer identified with it. With limited exceptions the jobber has not so far become known as a manufacturer. The small country trade especially in farming sections probably does not draw the line very close as to brands; but it would be absurd to assume that intelligent mechanics would readily accept substitutes for their particular requirements, and whenever the retail dealer finds that he cannot procure the desired article through the jobber he will be sure to do so through some other channel. On the other hand the mechanic, if backed in his wishes, will be tempted to apply to the Catalogue House.



THE OAK RUBY.

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JAP-A-LAC

REGISTERED TRADE MARK

"WEARS LIKE IRON"

WHEN WE TELL YOU

that JAP-A-LAC is positively the best selling colored varnish made, you may wonder if it is true.

We don't hesitate to say it. Here are a few points which ought to convince you.

JAP-A-LAC has over TWO HUNDRED THOUSAND DOLLARS in advertising back of it. The consumers know about it and buy it.

JAP-A-LAC is being ADVERTISED EVERY DAY in the year. More people are learning about it and asking for it.

JAP-A-LAC is unquestionably the BEST QUALITY colored varnish on the market. When a woman uses one she comes back for more.

JAP-A-LAC is EASILY APPLIED and DRIES QUICKLY. Women like to do their varnishing with JAP-A-LAC.

JAP-A-LAC may be used for finishing EVERYTHING ABOUT THE HOME—and is.

JAP-A-LAC has MILLIONS of FRIENDS and sells itself. You don't lose a minute's time talking about it, "Time is money."

JAP-A-LAC MAKES CUSTOMERS for you—when you handle it. A JAP-A-LAC customer bought $50.00 worth of other goods from a dealer a few days ago; he said so.

JAP-A-LAC is put up in SPECIMEN ASSORTMENTS of $26.46 each. If that's too much, try a $10.00 ASSORTMENT. Send us your order for one of them to-day; you'll begin to reap your profit when the goods arrive.

THE GLIDDEN VARNISH COMPANY,

MAKERS OF HIGH-GRADE VARNISHES FOR ALL PURPOSES

641 WILLIAMSON BUILDING,

CLEVELAND, OHIO

HARDWARE PATENTS.

The following list of Patents, Trade Marks and Designs of interest to the Hardware trade are furnished by Davis & Davis, Solicitors of American and Foreign Patents, Washington, D. C., and St. Paul Building, New York City.

PATENTS EXPIRED AUGUST 14, 1905.

387,738. DOOR CHECK. W. D. Scarborough, Pennington, Tex.
387,781. WINDOW SCREEN. G. H. Gould, West Lebanon, Me.
387,873. WRENCH. H. T. Glazebrook, Simcoe, Ontario, Canada.
387,905. SAD IRON. H. S. Pease, Cincinnati, Ohio.
387,942. LEMON JUICE EXTRACTOR. E. Baltzley, Philadelphia, Pa.
387,976. LANTERN. W. W. Hutchins, Newport, Vt.
388,000. COUNTERSINKING SCREW. J. T. Rider, South Oil City, Pa.

PATENTS EXPIRED AUGUST 21, 1905.

388,074. DOOR CHECK. Dennis A. Reardon, South Boston, and Charles A. Gardner, Hyde Park, Mass.
388,111. PRUNING IMPLEMENT. Andrew Bethscheider, Hebron, Neb.
388,114. WASHING MACHINE. David K. Breazeale, Rayne La.
388,125. CORKSCREW. Leroy W. Fairchild, New York, N. Y.
388,148. ADJUSTABLE CHAMBER GAUGE FOR DRAWING KNIVES. Hazen H. Perkins, Kewanee, Ill.
388,170. SKATE. John H. Young, Concord, N. H.
388,197. HANDLE ATTACHMENT FOR FILES AND SIMILAR TOOLS. Daniel Harkins, Hudson, Mass.
388,352. LEMON SQUEEZER. Charles M. Foottit, Marlow, County of Bucks, England.
388,376. CARPET SWEEPER. Hiram W. Ruton, Goshen, Ind.

PATENTS ISSUED AUGUST 22, 1905.

797,546. WRENCH. L. F. Atkinson, Battle Creek, Mich.
797,560. WRENCH. H. J. Conrath, Marietta, Ohio.
797,595. WRENCH. G. McKercher, Jackson, Mich.
797,609. TOOL HANDLE. E. A. Schade, New Britain, Conn.
797,660. COOKING DEVICE. S. R. Brooks, Alleghany, N. Y.
797,662. WRENCH. F. G. Cornell, Louisville, Ky.
797,795. SOAP RETAILER FOR WASH BOARDS. J. Derr, Toledo, Ohio.
797,836. PIPE WRENCH. W. H. Brock, Seaford, N. Y.

PATENTS EXPIRED AUGUST 28, 1905.

388,409. HINGE. J. M. Grau, Fort Leavenworth, Kan.
388,500. COOKING VESSEL. C. J. Parker, Alberton, Md.
388,599. STEP LADDER. O. M. Sweet, Silver Creek, N. Y.
388,710. MOP WRINGER. E. H. Noble and C. E. Warren, Postville, Iowa.

PATENTS ISSUED AUGUST 29, 1905.

798,113. LAWN MOWER. J. Peterson, Colorado Springs, Colo.
798,117. STEP LADDER. H. C. Rush, Dawson, Pa.
798,125. TOOL HOLDER. W. N. Ager, Cleveland, Ohio.
798,134. CONVERTIBLE BRUSH AND MOP HOLDER. M. R. Kelley and S. C. Sutton, Wilette, Tenn.
798,144. ASH SIFTER. E. McCauley, Newport News, Va.
798,209. KNOB FOR DOORS AND LATCHES. B. Phelps, Seattle, Wash.
798,303. NUT HOLDING WRENCH. A. Schurr, Jr., Lloyd, Mont.
798,325. WRENCH. G. H. Daddysman, Jr., Washington, D. C.
798,388. LADDER. J. H. W. Bodendieck and Van E. Pribble, East St. Louis, Ill.
798,412. COMBINED HOE AND EDGE TRIMMER. J. C. Hough, Dallas, Texas.
798,424. MONKEY WRENCH. J. S. Laitinen, Columbus, Ohio.
798,583. DOOR BOLT OR FASTENER. S. L. Harris, Proctor, Vt.

THE WHITMAN & BARNES MANUFACTURING CO., Chicago, Ill., have issued their Lawn Mower Catalogue for 1906 in pamphlet form, in which are illustrated various Lawn Mowers that will be their product the coming season. They have added to the line the new Diamond Ball Bearing and new Electrical Ball Bearing Mowers, and they now have a very interesting line of mowers, one worthy of the attention of all dealers. The final pages of the catalogue are devoted to showing the details of the ball bearing devices and the adjusting and locking devices used on these mowers.

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REVIEW OF THE MARKETS.

WIRE NAILS: There was a large number of orders placed for Wire Nails during August for Fall trade, at quotations that had few concessions in price from the prevailing rates. The deliveries it is feared will share with the moving of the large crops anticipated in the past congestion at a later date for which freight requirements are being provided along the grain carrying roads. Quotations are as follows, f.o.b. Pittsburgh, plus actual freight to point of delivery, 60 days, or 2 per cent. discount for cash in 10 days:

Carloads to jobbers.....$1.80
Carloads to retailers..... 1.85

New York.—The local market is firm and reports a good business prevailing, the demand being excellent and representing a better condition of trade than prevailed at any time this year. Quotations are as follows for small lots from store: $1.95 to $2.

CUT NAILS: The low quotations prevailing on Cut Nails has resulted in an improved condition of the market and the lowest quotations are likely to be withdrawn if the demand is continued. Quotations are as follows: $1.60, base, for carload lots, f.o.b. maker's mill. Iron Cut Nails for delivery at Pittsburgh, Buffalo and all points west of these cities are held at about $1.70, base, in carload lots.

New York.—The local demand is moderate and prices prevail as usual. Quotations are as follows: $1.90 for small lots from store.

BARB WIRE: The jobbers anticipating to a great extent a large trade resulting from such promising crops have placed orders with the mills exceedingly liberal, taking advantage of the concessions in quotations given them for large orders. All indications are that the Fall consumption will be large. The official quotations are as follows, f.o.b. Pittsburgh, 60 days, or 2 per cent. discount for cash in 10 days:

	Painted.	Galv.
Jobbers, carload lots	$1.95	$2.25
Retailers, carload lots	2.00	2.30
Retailers, less than carload lots	2.10	2.40

SMOOTH FENCE WIRE: The demand is increasing in volume and bids fair to find conditions of the market satisfactory in themselves to warrant a continuance, the official range of prices being held without concession. Quotations are as follows: f.o.b. Pittsburgh, 60 days, or 2 per cent. discount for cash in 10 days:

Jobbers, carloads.....$1.65
Retailers, carloads..... 1.70

The foregoing prices are for base numbers, 6 to 9. The other numbers of Plain and Galvanized Wire take the usual advances.

SCYTHES: The manufacturers have advanced the price of Scythes 25 cents per dozen, the said advance taking effect September 1.

RIVETS AND BURRS: Copper Rivets and Burrs are now quoted at 15, 10, and 5 per cent. discount to average buyers with a concession to large purchasers.

BRASS AND COPPER WIRE: Brass Wire is variously quoted at 22½ and 2 per cent. discount from list while in some quarters 20 per cent. is asked for medium quantities. Copper Wire is now quoted to regular trade at 25 per cent. discount.

SHEET COPPER, COPPER BOTTOMS, ETC.: Sheet Copper has been increased in price under date of August 30, to 21 cents per pound, while copper bottoms, pits, and flats, in harmony with the sheet copper list, experienced the same advance of one cent per pound under the above mentioned date, making them 23 cents per pound base, the price named being contingent on fair sized orders, there being current both lower and higher quotations according to the quality desired.

COPPER AND BRASS TUBING: Brazed tubing, both Copper and Brass, is now quoted at from 27½ and 2½ to 27½ and 7½ per cent. discount, the range in price depending mainly on the quantity taken.

SOLDERING COPPERS were advanced on August 29 one cent to 20½ cents per pound base, which is the present market price for fairly round lots.

ROPE: The following prices may be said to represent the market:

	Cents per pound.
Pure Manila, 7-16 and larger	11½ to 12¼
Pure Sisal, 7-16 and larger	10
No. 2 Sisal, 7-16 and larger	8

Less ¼ to ½ cent to the large trade.

LINSEED OIL: The following quotations are announced on "City" Raw Oil by the Dean Linseed Oil Co.:

In lots of less than 5 barrels.....54 cents per gallon.
In lots of 5 barrels or more.....53 cents per gallon.

The "American" brand for respective quantities, 1 cent per gallon less.

The five-barrel price applies only to deliveries of that quantity at one time.

Boiled Linseed Oil, 2 cents per gallon higher than Raw.
Calcutta Oil.....60 cents per gallon.

THE PHILADELPHIA TRADE.

Fall trade has opened auspiciously and orders are coming in quite freely. This is by no means confined to the Hardware business, but we hear similar reports from almost all other lines. In going over our sales for the year we are surprised to find an unusual demand for Tools. This is always a gratifying sign, as it indicates that work is plentiful and that a large amount of money is being paid out for wages. Notwithstandnig the fact that the cost of building is high, 1905 promises to be a record year in Philadelphia for building, and this is probably an indication of the conditions in the country at large. The instructions to salesmen contain notices of many advances in prices, and there is some difficulty in getting goods, so much so, that actual wants should be anticipated in order to insure prompt delivery. Collections are only on the average, although better conditions should be expected as soon as Fall trade is in full swing.

BIDDLE HARDWARE CO.

THE DAVENPORT TRADE.

There is very little of interest to report in general Hardware trade. The Summer stocks of seasonable goods have sold out more completely than usual and in some lines there were hardly enough to go around. Orders for the coming Autumn are being booked freely and in many lines are being shipped to fill present wants. There is already a scarcity of cars to move merchandise freight. The market on staple Hardware is strong and an advance is looked for by conservative buyers. The weather has been absolutely perfect for health, comfort and pleasure of the people, as well as for harvesting and for the benefit of growing crops. The prospects for a bountiful corn crop were never better at this season of the year. There have been a few bank failures, but these were largely confined to private or individual banks. There is a movement on foot favoring some sort of legislation placing all banks under State supervision. This would seem to be a protection to depositors and really to the advantage of the financially solid banking institutions. The banks report active demand of discounts, but have an ample supply of money to meet these demands. Volume of trade about normal, with collections fair.

SICKELS, PRESTON & NUTTING CO.

THE ST. PAUL TRADE.

This week St. Paul is having an immense crowd of visitors, because of the State Fair being held here. The attendance at the State Fair is the greatest ever anywhere. This State has a national reputation of having the best of any State and the result is that it attracts visitors from all neighboring States and others farther away, as many people interested in certain lines are sure of seeing the best there is in those lines. We are having a very busy week, entertaining our customers, showing them around our place of business and showing up new goods, but sales do not correspond with the number of callers, still it gets us acquainted with our trade and is a good thing. The market is advancing in some lines. As Tin, Lead, Zinc, Copper and Leather have advanced, more or less, goods requiring these raw materials are and should advance. Business is certainly good.

HACKETT, WALTHER, GATES HARDWARE CO.

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FILES

Nicholson
Arcade
American



Great
Western
McClellan

"These Brands are Sold by all Live Hardware Merchants"

RASPS

Kearney
& Foot
Eagle



J. B. Smith
"X-F"
Gold Medal

MANUFACTURED — BY — NICHOLSON FILE CO., - Providence, R. I.

THE SAN FRANCISCO TRADE.

It is really surprising how business keeps up. It is now about eight years since the current prosperity began with the election of President McKinley, and there are no signs of any trade reaction yet. Conditions on this coast, as reported from time to time, continue bright. All classes of trade, domestic and foreign, except the exportation of grain from this port, are reported flourishing. Our fruits, fresh, dried and canned, are meeting with a very brisk demand, the two latter especially. Our dairies and creameries are enjoying a period of large production and high prices. Grain is selling comparatively high. Hops and wool are both away above cost of production. Hides are in excellent demand, with prices marked up every now and then. In short, almost every product of the California farm is meeting with a brisk demand at prices which net the farmers handsome returns. The city and interior banks report money abundant and interest rates moderate, and there are few complaints of slow collections. Building operations continue extensive and real estate transactions frequent and large and easily negotiated. On all sides is heard the same cheerful note of commercial activity and good times.

Committeeman H. C. Bennett, president of the State Association; C. H. Philpott, chairman of the State Finance Committee, and F. H. Dickson, State Organizer, went to San Jose several weeks ago and the result is that the San Jose Retail Hardware and Implement Association has been formed within the past fortnight with the following list of officers: President, A. E. Holmes, of the San Jose Hardware Co.; vice-president, W. J. Boschkin, of the Boschkin Hardware Co.; secretary and treasurer, C. L. Snyder, of Mangrum & Otter Co. The executive committee are A. E. Holmes, W. J. Boschkin, C. L. Snyder, Frank Stock, of the John Stock Sons and W. C. Andrews, of the Farmers' Union.

The charter members of the association are: Garden City Hardware Company, San Jose Implement Company, Mangrum & Otter Company, Garden City Implement and Vehicle Company, The John Stock Sons, Boschkin Hardware Company, The City Store, San Jose Hardware Company, The Farmers' Union, Wright Hardware Company, Home Union, A. Greeninger Sons.

To all who are eligible to membership the following committee, A. E. Holmes, C. L. Snyder and A. M. Turel, have sent out circular letters declaring that "the following Declaration of Principals is the cornerstone of our organization:

"We believe that better results can be obtained by united, rather than by individual action. We also believe that the broad principle of corporation is better than that of unjust competition. Co-operation tends to conserve our energies, and promotes our interests, by bringing about a better feeling, and eliminates distrust and jealousy.

"We desire the co-operation and good will of the wholesalers, and we recognize that each have rights and equities, which the other should respect.

"This association is not formed to assist any particular firm or firms, or any particular branch of the Hardware or implement business, but for the general welfare of the Hardware and implement trade. It aims to discourage unfair and unmercantile competition, to remove by concert of action, all evils and customs that are against good policy and sound business principles, and to take such action from time to time, as will subserve the best interests and increase the prosperity of all."

The trade is well pleased with HARDWARE editorial remarks in August 10 issue, relating to the Parcels Post promoters, and now Secretary Henry Gracey of the State Association of Retail Dealers is sending to every retail Hardwareman in California the following letter:

"You very well remember the elegant fight put up a few months ago by the retail Hardware dealers all over the country against the proposed "Parcels Post" bill, and which succeeded in putting that measure to sleep.

"That it was only sleeping, fresh evidence is frequently given, as witness the stand lately taken by the Chicago Federation of Labor. The chief obstacle to the settlement of the teamsters' strike was the absolute refusal of the express companies to reinstate any of their old employees. Now comes the Parcels Post interests and points out to the federation a way in which the unions may "get even" with the express companies. A petition was drawn up beseeching President Roosevelt to assist the measure and that his next message to congress contain recommendations for its passage. In addition, word has been passed along to the unions to support the bill. In the meantime what are the opponents doing? Very little. If it comes around to the point where Uncle Sam is carrying eleven pound packages for a quarter, many of you will find the Hardware business a rough road. It looks as though it is up to you to do something. It is suggested that you resume the campaign with your Congressmen; where possible, make it a personal interview, but in any event start petitions, get as many good names attached as you can by individual effort and then put it in the hands of other interested parties. Most of the congressmen are at home among you, and can be reached and labored with, with much less effort than during the session. This is a vital question and your immediate attention is urged."

The San Francisco Retail Hardware Association has elected G. M. Hickman president and George L. Everett, secretary, and the following excellent executive board: F. W. Wright, of the Wright Hardware Co.; F. H. Ellis, of the Palace Hardware

(*Continued on page* 38.)

STANLEY RULE & LEVEL CO.

NEW BRITAIN, CONN., U. S. A.

Improved Carpenters' Tools.

SOLD BY ALL HARDWARE DEALERS.

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Your Responsibility



In the relation of seller to user is an important one. Your customer is probably your neighbor and friend and he looks to you for goods that are right. He expects you to give him his money's worth. When you handle the **Atkins Celebrated Silver Steel Saws** you feel secure in the knowledge that you are selling the finest goods it is possible to obtain in the Saw line. Are you selling them? If not, NOW is a good time to make a change for the better.

Write for Catalog and Discounts.

E. C. ATKINS & CO.

LEADING SAW & TOOL MANUFACTURERS

EASTERN BRANCH:
64 READE ST., NEW YORK CITY.

INDIANAPOLIS, IND.

Standard Carriage Heaters

have attained their widespread popularity by reason of their

Attractive design and finish;

Superior method of ventilation,

And minimum cost of operating.

This season they will be still more popular; we are giving

Free to Dealers



a handsome embossed metal rack, lithographed in colors, for displaying Standard Heaters on counters, in show windows, etc.

Don't fail to get our proposition at once.

You will find these racks an invaluable aid in selling, as the goods are constantly before the notice of your customers.

The
STANDARD STAMPING CO.,

Marysville, Ohio.

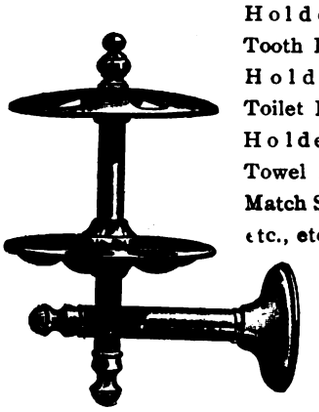
Bath Room Trimmings



We make over 70 patterns of Bathroom Trimmings of solid brass finely polished and nickeled.



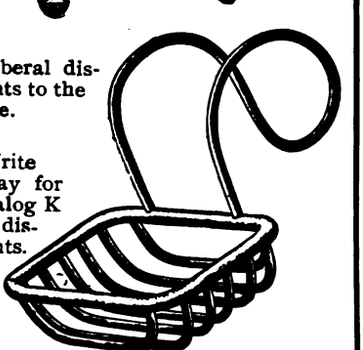
Robe Hooks, Soap Dishes, Glass Holders, Tooth Brush Holders, Toilet Paper Holders, Towel Bars, Match Safes, etc., etc.



Tooth Brush Holder No. K 47

Liberal discounts to the trade.

Write to-day for Catalog K and discounts.



Tub Soap Dish, No. K 50

NOVELTY MFG. CO.

Waterbury, Conn.



"TAKE THE PALM"

For all-around excellence. Of course they have carried off more than one highest award at International Expositions.

Do you wonder? We've been making them for

Nearly Three-quarters of a Century

Your Edge Tool business will hum the moment you let your trade know you've got them to sell.

White's Edge Tools never cumber your shelves. They're dividend earners. How about your Fall orders? A Sample order is all we ask.

The L. & I. J. WHITE CO.

BUFFALO, N. Y., U. S. A.

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THE SAN FRANCISCO TRADE.

(*Continued from page 36.*)

Co.; C. H. Philpott, of the C. H. Philpott Hardware and Sporting Goods Co.; Edwin Jones, of the Alexander-Yost Hardware Co., and W. A. Etting, of the W. A. Etting Hardware Co.

C. H. Philpott & Co., proprietors of one Hardware and one sporting goods store in San Francisco, have been appointed California agents for the Truscott Boat Manufacturing Co., of St. Joseph, Michigan, producers of the well-known Truscott launches. This State is supplied with waterways to such an enormous extent that the lovers of boating will hail with delight the advent of the appearance of the Truscott launch. Every season of the year launching is a sought after pastime in California, and to be able to purchase a "Truscott" in San Francisco has never entered the minds of sportsmen and launch lovers. The Truscott Company has had experience of eighteen years in the construction of boats and their equipment for customers in every portion of the globe, has made them more or less familiar with the requirements to meet all-round purpose of making a thoroughly safe, seaworthy, easily managed boat, and still maintaining a handsome appearance. INDUSTRIAL PRESS ASSOCIATION.

ALL ABOUT CUTLERY.

The use of knives dates from the earliest times, and begins with primeval man, who rubbed flint flakes until a sharp edge was obtained, thus forming a knife. So right through the ages of man's existence upon this earth—many thousands of years in point of time—a steady development in the manufacture of knives has been going on.

In early records knives and swords are intermixed, pointing to the offensive and defensive purposes for which knives were made. Indeed the term "cutlery," says the *Ironmonger's Chronicle*, applies to edge knives of various forms and shapes, many of which were used, concurrently, for warlike and peaceful purposes. Cutlery denotes knives, scissors, razors, and any other sharp-edged cutting instruments. The process of evolution from the flint and stone celts to knives of iron and steel, included in its march bronze knives and copperswords, and, incidentally, bronze reaping-hooks and other articles of husbandry. This development has been steadily going on until the present time.

Homer says the knives carried at the girdle in his day were of triangular form. Many of the knives found in British barrows have long, narrow blades, others again are broad and of dagger form. Both Normans and Anglo-Saxons carried about with them a met-soex, or eating-knife. King Athelstan left his knife on the altar of Beverley Minster as a pledge for his redemption of a vow of benefaction. Up to the end of the fifteenth century knives do not appear to have been used much at table, but as every one carried a knife at his girdle possibly it served to cut meat with in common with many other uses. Meat knives of Queen Elizabeth's day had handles of white bone with jewels set in them, thus being antitypes of the bone-handled table cutlery of later days.

Spring shears of Roman form were the only kinds of cutlery known with springs up to Norman times. Of course spring pocket-knives are, comparatively, a modern invention, but previous to their introduction "jack" knives, which shut into a groove or handle without any spring or lock, were made. The manufacture of metallic knives in England was doubtless at first isolated, and confined to those village smiths, who were cleverer than some of their neighbors. As time went on "cutlers," as makers of cutting weapons and tools were called, banded together in larger centers for mutual protection, and later were granted special charters in the manner customary in those days when guilds of traders were no sinecures, and when power to deal with commercial matters was needed, the law courts of the period not being competent to understand trade disputes.

The arms of the cutlers of London were granted by Thomas Holme, Clarencieux Knight of Arms, in the sixteenth year of the reign of King Edward IV., and later, cutlers were granted a crest, which consisted of an elephant bearing a castle.

Knives have been made in England for many centuries, but in the early days they were coarse, rough and crude. As time went on British cutlers advanced in the knowledge of their craft, and when James I. sat upon the throne of Great Britain it was generally acknowledged that the finest and best knives in the world were made in London. It is said that Richard Matthew, whose workshop was at Fleet Bridge, was the first Englishman who attained any great skill in making fine knives. During the reign of Elizabeth he obtained a prohibition against all strangers, preventing them from bringing any knives into England from beyond the seas (at that time the great place for making cutlery was Flanders.) The same Richard Matthew also obtained a patent from Queen Elizabeth for making knives and daggers with a new kind of handle, but complaints were lodged against him by other cutlers in the city of London; it being urged that the prices charged were prejudicial to Her Majesty's subjects.

In the London Hall of the Cutlers' Company there is an ancient picture of a cutler named Crawthorne, who gave certain charitable bequests to the cutlers of London in trust. The London Company of Cutlers were divided into three sections, namely, those who were smiths and forged blades, and consequently they were known as Bladers; the men who made hafts for the bladers, who were known as Haftmakers; and lastly, the Sheathmakers, who made the sheaths for knives, swords and daggers. In the reign of Henry VI. these three companies were incorporated in the one fraternity, under the name of the Cutlers' Company.

Sheffield has long been associated with the manufacture of cutlery, and 1565 it is recorded that at a Court of the Rolls of the Manor of Sheffield a jury of cutlers was impannelled "to assign marks to the different manufacturers, whereby their respective knives could be identified." In 1624 the Sheffield cutlers, who had been protected hitherto by the Lords of Hallamshire, received an Act of Incorporation "for the good order and government of the makers of knives, sickles, shears, scissors and other cutlery ware." In 1638 a hall was built in which they could transact business, and the "Feast," still given annually by the Master Cutler on his official appointment, was inaugurated. The trade marks granted mostly belong to one of three classes—(1) one or more letters, as IXL; (2) single words as names of persons or places, such as Carver, China, etc.; (3) designs, as a dagger, a cross, or an anchor.

The commencement of the manufacture of knives with springs in Sheffield is attributed to the seventeenth century, but, as a matter of fact, very few knives with spring blades were manufactured before the close of the eighteenth century. One of the earliest references to Sheffield cutlery occurs in Chaucer, in which it is said, "Sheffield thwitel bare he in his hose."

Dr. Johnson asserts that knives as table appointments were not introduced in Scotland before the Revolution. Before that period every man had a knife of his own as a companion to his dirk or dagger. The men cut the meat in small portions for the women, who put them into their mouths with their fingers; the use of forks at table was then considered a superfluous luxury, and in Scotland was forbidden to the Covenanters by the decrees of their Church. Princes and nobles carried knives at all times, substituting in later days swords. Spenser, in his "Faerie Queene," uses the word "knife" for a sword—"And after all his war to rest his wearie knife." Shakespeare, in the old quarto of 1597, makes Juliet wear a knife at the friar's cell. In the South Kensington Museum the dagger mark is to be seen on six of a set of fourteen knives, which have handles of ivory carved with portrait figures representing English sovereigns, all of which, with the exception of Edward V., are represented with jewelled crowns. Nine of these figures are shown with swords, four of them holding a sceptre in the right hand. On thirteen of the knives there is another stamped mark, which may be described as a diamond, joined at one point to a trident; the knives are of English make, and bear date 1607.

Although the manufacture of knives had been carried on for some time previously, it was not until 1820, when the first Lord Wharncliffe introduced his famous blade, that spring pocket-knives came into common use and were carried regularly in the pocket. The Wharncliffe blade had a long term of popularity, and is still sold in some localities.

To return to the practical side of cutlery, as far as it relates to knives, it is surely unnecessary to remind Hardwaremen what kind of knives are sold at the present day, nor yet to relate the various types in common use. Table knives have blades of different shapes, and handles of various materials, and different hues. Pocket knives have gone through many revolutions, and both large and small examples of cutlery have been produced. Knives with hundreds of blades and curious fittings have been made up, showing to what perfection the cutler's art has reached.

The manufacture of cutlery is no longer confined to Sheffield and London, indeed, the exclusive production has long passed from Great Britain. The great works at Solingen show how Germany has cultivated the industry, and Americans know that the fame of the cutler has crossed the Atlantic. Nevertheless British manufacturers may take heart, for Sheffield still leads the van, and by far the greater quantity of cutlery sold by ironmongers in this country is made there.

✤

"After all, Rabelais' religion and women are one and the same thing—a great perhaps."

"Life without love, my child, is the axle of existence without grease."

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Be Prepared To Meet The Demands Of The Public.

The following advertisements, as they appear at present in the different magazines create business and profit for you.

STAR SAFETY RAZOR



MEN OF ALL NATIONS KNOW OF AND USE THE STAR SAFETY RAZOR—WHY?

It is the best safety shaving device in the world. Kampfe Bros., Safety Razor makers for past quarter century. Razor complete, by mail, $1.50. Handsome Leather Case Sets $2.25 and up.

KAMPFE BROS., 7 Reade St., New York, or all leading dealers in high-class cutlery.

★★★NEW IMPROVED DIAGONAL RAZOR STROPS★★★

DIAGONAL GROOVED RAZOR STROPS : : : :

85c., $1.00, $1.25, $1.50 and $2.00

All one quality; several sizes. Single leather and in combination with linen canvas, ball bearing swivel.

KAMPFE BROS.

Inventors and Mfrs. of the world-famous STAR SAFETY RAZOR

Over five million in use. Established 1876.

KAMPFE BROS.

7 Reade St., New York

DIAGONAL GROOVED LEATHER COMBINATION STROP SIZE 2¼-24 INCH PRICE 2.00



DIAGONAL GROOVED LEATHER STROP SIZE 2¼-24 INCH, PRICE 1.50



The above illustrates the best razor strop in the world to keep a razor in fine trim. Use the best only, for best results. We cannot go into details in a limited space. Send for illustrated circular and learn how to become an expert in stropping your razor.

or all leading dealers in high-class cutlery. (Remember the word "Star.")

The Star Interchangeable Razor



Not one man in twenty-five knows how to strop a razor properly—

After careful study we have invented and are offering to t. e public our

STAR INTERCHANGEABLE RAZOR

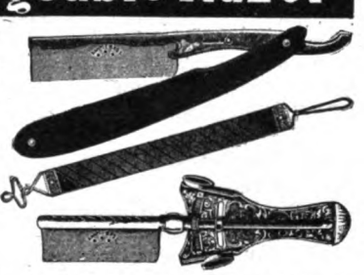
and our

STAR STROPPING DEVICE with Diagonal Strop.

With this outfit the self-shaving proposition is solved and the inexperienced operator becomes expert in the art of stropping a razor. Interchangeable Sets, $2.5c and up.

KAMPFE BROS., 7 Reade St., N. Y.

(M'f'rs Star Safety Razor)



or all leading dealers in high-class cutlery (Remember the word "STAR.")

WHY SHOULD YOU SUFFER? Be your own Chiropodist

SIMPLE SAFE SURE *USE THE* **STAR SAFETY CORN RAZOR**





By the use of our Corn Razor the most painful and annoying corn may be removed in a minute. It is not necessary to soak the callous skin or corn before using this simple device. Apply the razor with the guard and the blade resting on the corn; shave away the callous skin. You cannot injure the foot.

Price $1.00. Full descriptive circular mailed on request. On sale at all leading dealers in high-class cutlery, or mailed on receipt of price by

KAMPFE BROS., 22 Reade St., N. Y. City (Mfrs. STAR SAFETY SHAVING RAZOR)

A COURT DECISION protects you against the cutting of prices of any of our manufactured and patented articles. Ask us about it.

KAMPFE BROS., 22 Reade St., New York City

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HARDWARE DEALERS' RECORD.

Hardware dealers, the country over, are requested to contribute to this page. News of new stores, changes, improvements, etc., will be gladly received, and promptly published.

New Stores, Incorporations, Etc.

Brownwood, Mo.—Cooper-Broad Hardware Co. has been incorporated. Capital, $25,000. The incorporators are: P. J. A. Cooper, I. L. Cooper and Howard Broad.

Canajoharie, N. Y.—The Klinkhart-St. John Company, which was incorporated recently with a capital of $15,000, will conduct a Hardware business at the old L. S. Davis store, which has been remodeled.

Cincinnati, Ohio.—The G. Cluthe Company has been incorporated; Hardware and tools, capital, $15,000, by C. F. Wendeler, W. J. Wendeler, Charles Cluthe, Catherine Cluthe.

Connersville, Ind.—The Triumph Safe & Lock Company has been incorporated with a capital stock of $15,000. Directors are: Charles E. Blechschmidt, Charles J. Blechschmidt, and James A. Collins.

Conway, Ark.—The Grummer Hardware Company has filed articles of incorporation to do a general Hardware business. The capital stock of the company is $6,000. The incorporators are A. Sachowosky, H. Grummer and W. J. Grummer.

Cooper, Texas.—Cooper-Broad Hardware Company has been incorporated; capital stock, $25,000; purpose, manufacture and sale of saddles, etc.; incorporators, W. J. A. Cooper, J. L. Cooper and H. J. Broad.

Dayton, Wash.—J. L. Castle has established himself in the Hardware business.

Echo, Ore.—L. W. McAdam has engaged in the Hardware business.

Elvins, Mo.—Union Furniture and Hardware Company has been incorporated. Capital, $5,000, one-half paid. Incorporators—S. L. D. Smith, C. C. Short and Artie Smith.

Edison, Neb.—Chas. Wahffer is about to open a new Hardware store.

Everly, Iowa.—M. N. & C. A. Wilkins have engaged in the Hardware business.

Johnstown, Pa.—Lowman & Miller Hardware Company has been incorporated. Capital, $10,000.

Loomis, Neb.—Bloom & Loritson have engaged in the Hardware business.

Mountain View, Okla.—The Ware-Briston Hardware Co. has been incorporated with a capital stock of $5,000.

Newport News, Va.—The Hendricks-Goodman Hardware Company, Inc., has been granted a charter to conduct a general Hardware and merchandise business, with capital ranging from $2,000 to $5,000. The officers are W. W. Hendricks, president and general manager; W. W. Washburn, vice-president, and C. L. Goodman, treasurer and secretary.

North Yakima, Wash.—Moxee Hardware Company has been incorporated; capital, $30,000, with J. B. Bannerman, E. T. J. Abeling and H. S. Irwin, incorporators.

Norfolk, Va.—Norfolk Hardware Company has been granted a charter to do a general Hardware business, with capital ranging from $2,000 to $5,000. The officers of the company are: M. E. Sewell, Windsor, N. C., president; I. Evans Rodgers, Baltimore, vice-president, and H. B. Price, Norfolk, secretary and treasurer.

Plymouth, Mass.—Plymouth Hardware Company has been incorporated; capital, $10,000. President, Frank Harlow; treasurer, Austin R. Mosman; clerk, Edgar F. Bliss, all of No. 18 Main Street, Plymouth, Mass.

Ponderay, Idaho.—J. Pilligmeier is opening a new Hardware store.

Providence, R. I.—Cohen's Hardware & Electric Supply Co. has been incorporated with $50,000 capital. Incorporators: Joseph B. Cohen, Adolph Lederer and Geo. D. Langley.

Scott's Bluff, Neb.—King & Hall are opening a new Hardware store.

Siloam Springs, Ark.—The Benton Hardware Co. has been incorporated; capital, $50,000. Incorporators are: Connelly Harrington, L. P. Kempner and W. J. Doke.

St. Paul, Minn.—Raymer Hardware Co. has been incorporated; capital, $50,000; incorporators, Arthur C. Raymer, Walter J. Raymer and Joseph H. Farman.

Victor, Colo.—The Victor Hardware & Supply Co. has been incorporated with a capital stock of $25,000.

Changes.

Austin, Tex.—John Munro, Hardware merchant, is erecting a new business house.

Bult, Colo.—Sponer & Mead have succeeded to the Hardware business of P. J. Sponer.

Clarinda, Iowa.—The Clarinda Hardware Co. has succeeded to the business of Tharp & Klise.

Des Moines, Iowa.—The Acme Heating Co., under the management of C. R. Smith, has recently consolidated with the Stark Hardware Co.

Delhi, N. Y.—The new firm, Cavan & Anderson, took possession last week of the Hardware business of M. D. Sears.

Ensley, Ala.—Smith Hardware Company, which is located at Blocton, Ala., will move their entire business to Ensley on or about October 1st.

Goodlettsville, Tenn.—Bond & Patton have been succeeded in the Hardware business by George B. Bond.

Huntington, Mass.—George W. Ford has purchased E. A. Allen's Hardware store.

Heyburn, Idaho.—J. H. Dauer has succeeded to the Hardware business of Dauer & Hoggan.

Kingston, Ont.—John Lemmon, of the firm of Lemmon & Lawrenson, Hardware dealers, has purchased the interest held by the latter partner. The firm will hereafter be known as Lemmon & Sons.

Keswick, Iowa.—Ed. F. Smith has sold his Hardware business to R. L. Crumford.

Le Mars, Iowa.—C. E. Haas has purchased the Hardware business of Haas & Ruebach.

Malone, Tex.—L. F. Weeks has succeeded to the Hardware business of Weeks & Weeks.

Portland, Mich.—W. P. Culver, the local Hardware dealer, has sold his entire stock to George W. Allen.

Plainville, Conn.—The Hardware and plumbing business of J. W. Beard has been transferred to Frederick Hoerle, of Bridgeport.

Sedalia, Mo.—The Smith-Marshall-Howe Hardware Company has changed its name to K.-M.-H. Hardware Company.

St. Peter, Minn.—Evanson Bros. have sold their Hardware store to Smeby, Krohn & Bell.

Smith Center, Kan.—E. W. Luse has purchased the Hardware business of E. S. Barger & Son.

Standish, Mich.—The well-known Hardware firm of Dougherty & Bealon has been succeeded by W. M. Dougherty.

Stockport, Ia.—Leaverton & Tuller have succeeded to the Hardware business of Leaverton & Blackledge, in Stockport, Ia.

Strang, Neb.—E. E. Wheeler has been succeeded in the Hardware business by Wheeler & Mesman.

Readlyn, Iowa.—J. A. Beckins has purchased the Hardware business of C. J. Kuenster & Sons, in Readlyn, Iowa.

Roland, Iowa.—Fred John & Co. have sold their Hardware business to J. E. Waugh.

Miscellaneous.

For the six months ending with June, England's cycle export trade attained a value of £450,462, as against £369,320 for the first half of 1904. The number of bicycles represented by these values was 19,500—average value £6 12s. 6d.—exactly 449 machines in excess of the corresponding period of the previous year. The bulk of the increase was attributable to parts, the exportation of which amounted to £319,921.

The Austrian Motorcyclists' Association has decided to weigh racing motorcycles without tires and to fix a limit weight for the tires also. Ninety-nine pounds is suggested for the former and eleven for the latter. It is pointed out that as it is obvious that where tire makers have a fixed margin to work to, and not, as heretofore, restricted to a possible margin, a more durable sample will be evolved. The stability of the tires counts integral with the frame and engine in the chances of a competing machine. The weight limit of the frame is already known, possibly, too, of the engine, but with the addition of a fixed standard for the tires the third important item may be said to be standardized.

PATENTS
procured promptly and with care in all countries. Also trade marks and copyrights.
DAVIS & DAVIS
ATTORNEYS-AT-LAW.
WASHINGTON, D.C.
St. Paul Building, NEW YORK.

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THE VITAL PART

of any razor strop is the quality of the leather fibre. If too coarse it will give the finest razor a saw edge and draw its temper—if too loose and open grained it will mat down to a glassy uneven surface that rounds the edge.

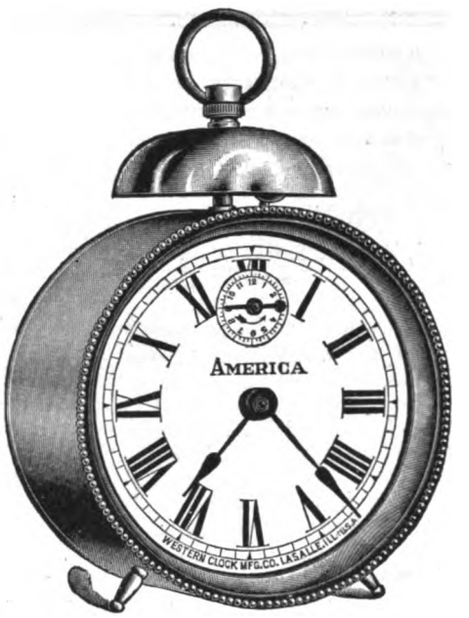
GIBFORD'S
RED—E—FOR USE
RAZOR STROPS

are made of the finest horse hide and calf skin for the sharpening and finishing strops and they must pass a rigid examination as to grain and strength of the leather fibre before they are sent to the factory where they are put through the patented process of treatment, which brings out that quality that gives the smooth, keen shaving edge to a razor.

Your razor counter isn't complete without RED-E-FOR USE razor strops. Try a sample dozen. Your jobber sells them.

GIBFORD MFG. CO.
ADRIAN, MICH.

The America Alarm



Gives you an opportunity to offer a clock, accurate, efficient, guaranteed, at a remarkably low price and is sold at a figure that leaves you plenty of room for profits. Your jobber has the "America."

The Western Clock Mfg. Co.
La Salle, Ill.

NEW YORK
51 Maiden Lane

CHICAGO
131 Wabash Ave.

THE BISSELL SWEEPER

LIKE the Steinway Piano, prides itself upon its age and its reputation. This is an age when mediocrity frequently takes refuge behind the claim of "novelty," "something new," as if novelty necessarily meant superiority.

It therefore behooves the trade to carefully consider the difference between the article of recognized merit and established reputation, and that which rests its hope for patronage chiefly upon the claims of "novelty," "something new," etc.



The Bissell Sweeper of to-day represents the highest point of development in the sweeper art, and logically so. We have been engaged in this business exclusively for twenty-nine years, and have developed mechanics in this highly specialized line that are veritable artists, and that necessarily cannot be found outside our factory. The reasons are plain; we have furnished the only opportunity in all this wide world for this particular development of mechanical skill.

Back of all this mechanical development which time and opportunity alone accomplishes, the Bissell Sweeper is absolutely the only one ever put upon the market under a sound, sincere price maintenance policy, that insures to the dealer a good profit in the sale of our product.

Write for our special State and County Fair Offer.

BISSELL CARPET SWEEPER CO.
(Largest Sweeper Makers in the World)
GRAND RAPIDS, MICH.

Branches:
NEW YORK, 25 Warren St.
TORONTO, 18 Pearl St.
LONDON, 38 Wilson St., Finsbury Sq.
PARIS, 42 Rue des Vinaigriers.

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HARDWARE MANUFACTURERS' RECORD.

Hardware manufacturers, the country over, are requested to contribute to this page. News of new factories or companies, changes, improvements, etc., will be gladly received, and promptly published.

New Incorporations, Etc.

Brooklyn, N. Y.—The Safety Wash Line Pulley Co. has been incorporated. Capital, $1,000.

Columbia, Tenn.—The charter of the All Purpose Harrow Co. has been filed. The capital stock is $5,000, and the incorporators are John W. Fry, H. F. Alexander, W. C. Salmon, Ernest Lovan and W. B. Turner. The company will manufacture and sell the all-purpose harrows, hay presses, wagons and other farming implements.

Dover, Del.—The Independent Steel & Wire Co. has been incorporated with a capital stock of $250,000.

Fort Worth, Tex.—Axtell-McKee Manufacturing Company has been incorporated; capital stock, $100,000. Purpose, Hardware manufacture. Incorporators: F. W. Axtell, J. H. McKee and J. D. Vroom.

Hamilton, Ohio.—The Niles Tool Company of Hamilton will soon acquire control of the John Bertram & Son Company, limited, makers of machine tools, Dundas, Ontario, Canada and the purchase will give the company a practical monopoly in the Canadian trade. The capital of the Canadian Company is $300,000.

Jersey City, N. J.—The Erst Tool Company has been incorporated; capital, $300,000. Incorporators—John Howard Wainright, Victor H. Erst and George B. Flaacke.

Lancaster, Ohio.—The Ohio Lock, Nut & Bolt Company, with $50,000 capital, has been incorporated by C. M. Rowlee, F. P. Barr, C. T. Moore, C. C. Florida and J. S. Sites.

Leavenworth, Kansas.—Great Western Stove Company has been incorporated; capital stock, $500,000. Incorporators: E. P. Wilson, N. H. Burt, F. C. Tuttle, Henry Devlin and O. Willson, of Leavenworth. Eugene Burt, of Oklahoma City, is territorial agent.

Lebanon, Pa.—The Lebanon Stove Works Company of this city, was chartered recently at Harrisburg with a capital of $50,000.

Menominee, Mich.—The Dudly Tool Co. has been organized, purchasing the interests of the A. Dudly Manufacturing Company of that city. The new company is capitalized at $15,000, wholly paid in, and was organized by Attorney F. J. Trudell. The following officers were elected: President and manager, Herman Heinrichs of Green Bay; vice-president, Albert Dudly, Sr., of Menominee; secretary and treasurer, William A. Greene, of Marinette. The following directors were also elected: Geo. G. Greene, Green Bay; Albert Dudly, Sr., William A. Greene, Herman Heinrichs.

Monessen, Pa.—Monessen Manufacturing Company has been incorporated for the manufacture of castings, forgings, fittings, tools, machines and machinery; capital, $5,000. Directors—Robert F. Luce, E. B. Graham, William Mitchner, Bellevernon; H. N. Odbert, Monessen; D. M. McCloskey, Charleroi.

Nashville, Tenn.—The new foundry of the Gray & Dudley Hardware Company has commenced operation. The building is 204 by 124 feet.

New York, N. Y.—The Soss Sash-Balance Manufacturing Company, manufacture a patented article and builders' Hardware; capital, $100,000. Incorporators, Henry T. P. Hopper, Frank Goodwillie and Morris P. Altman, Joseph Soss, John M. Quinn, all of New York.

New York, N. Y.—Greeb Bros. Co., manufacture and deal in building materials, tools and implements; capital, $1,200. Incorporators: Samuel C. Pulis, No. 31 Nassau Street; Louis A. Cuvillier, No. 103 West 80th Street, both of New York; Ella Westaway, No. 342 99th Street, Brooklyn.

Sheboygan, Wis.—The Sheboygan Sash Lock Co. is a new firm organized with $25,000 capital stock, to manufacture the Diehl storm sash hangers and fasteners, and other Hardware specialties.

Springfield, Mass.—The plans of the International Machine and Screw Company organized in December, 1904, with a capital of $500,000, have so far progressed that the company is looking for a location and hopes to start manufacturing within a few months. T. W. Leete is president and treasurer of the company and George T. Warwick is vice-president and general manager.

St. Louis, Mo.—The W. B. Knight Machinery Co. has been incorporated. Capital stock is $10,000. Purpose, to manufacture tools, Hardware and metal goods.

Wallingford, Conn.—The Kingsley Manufacturing Co. has been incorporated with a capital stock of $5,000. Purpose is to manufacture a certain kind of hasp lock.

Changes.

Hamden, Conn.—The Hamden Manufacturing Company, makers of Hardware and harness specialties, will buy the old factory of the Housatonic Company of Wallingford, and will occupy the building soon. The company has a paid-up capital stock of $50,000 and employs about fifty skilled workmen besides helpers and assistants.

Middleport, N. Y.—The Niagara Sprayer Company will move its plant from Perry Street, Buffalo, to Middleport, and locate in the Opera House Block. This company manufactures spraying machines. Power will be furnished by the A. L. Swett Electric Company of Medina.

New Haven, Conn.—The William Schollhorn Company, manufacturers of Hardware, has made plans for the erection of a five-story 100 by 40 addition to its plant.

Philadelphia, Pa.—The National Cutlery Company has purchased the three-story factory, at the southeast corner of Westmoreland and Boudinor Streets, lot 97.6 by 74.6 feet, from John M. Kennedy, Jr., for a nominal consideration. The assessed value is $12,000.

Springfield, Ohio.—The Western Tool & Manufacturing Company has increased its capital stock from $15,000 to $25,000.

NICE

BARN AND ROOF PAINT

has made more friends among consumers for Dealers and more friends among Dealers than any other Barn or Roof Paint ever made.

While price is low, quality has not been sacrificed.

Dealers find it a pleasure to sell goods of this class, because while realizing a good profit they can feel sure they are making a permanent customer who will be satisfied — yes pleased, with results and tell others about it.

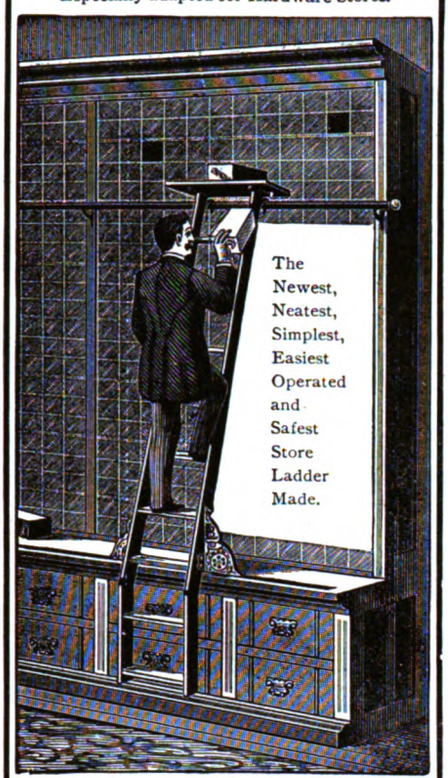
What better advertisement for any Dealer?

EUGENE E. NICE
272-274 So. 2d St.
Philadelphia

At the eighth annual International Automobile, Sporting and Cycle Exposition, held under the auspices of the Automobile Club of France, which will take place from the 8th to the 24th of December next at the Grand Palais of the Champs Elysees and at the Municipal Conservatories of the Cours la Reine, it is anticipated that the most comprehensive showing of motorcycles and bicycles that has ever been shown together will be placed on view.

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The BICYCLE STEP LADDER.
Especially adapted for Hardware Stores.



Ask about the new **noiseless** track.
Highest award World's Fair.
WRITE US.
THE BICYCLE STEP LADDER CO.,
65 Randolph St., CHICAGO ,ILL.

DEALERS

should insist on their jobbers supplying them with **Pelouze Family Scales** having the **New Silver Finished Dials.**

Capacity 24 pounds by ounces.

The best and handsomest finished scales on the market. While superior in many ways to other makes, prices are as low.
Send for complete Catalogue G; 40 styles: Counter, Family, Market, Candy and Postal Scales, Ice Scales, Spring Balances, etc.

Order through your jobber.

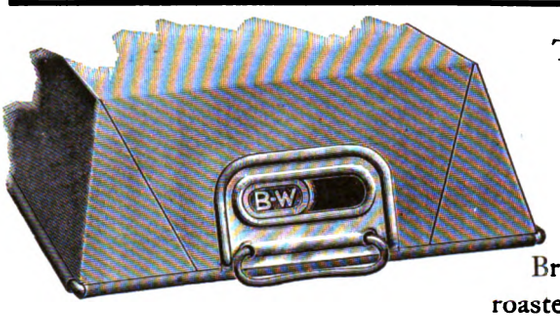
Insist on **Pelouze Scales** with **Silver Finish Dial.**

PELOUZE SCALE & MFG. CO.,
118-133 W. Jackson Boul., CHICAGO.



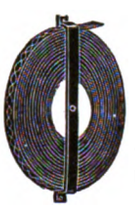
No. Top Silver dial, tin scoop.
No. E90 Silver dial, steel platform.

Received Highest Award at World's Fair, St. Louis.



The large handsome
nickel plated
ventilator
catches Mrs
Woman's eye
Brings "NEVER-BURN"
roaster to her attention
There are a doz points of merit to clinch the bargain

Made in Cleveland Ohio by The Bronson-Walton Co



BOX STRAPPING OF ALL KINDS
BOX CORNER FASTENERS, SEALS, ETC.
WRITE FOR SAMPLES, CATALOG AND DISCOUNTS.
STANDARD METAL STRAP CO., 336-342 E. 38 St., New York





Just a hint
Enamel tint
For wall or chair
Or benches bare
Will bring to you
The dollars fair

AD-EL-ITE
TINTED ENAMELS

FOR ARTISTIC, HYGENIC AND ECONOMICAL EXTERIOR AND INTERIOR DECORATION

Fast Sellers For Dealers With An Exacting and Exclusive Trade

BECAUSE—They are more economical than paint and give a beautiful finish that is not affected by heat or moisture.
BECAUSE—They produce a durable, lustrous gloss surface that cannot be obtained with paint.
BECAUSE—They are easily applied and are popular for home decoration.
BECAUSE—They can be kept clean by merely wiping off with a damp cloth.
BECAUSE—They can be nsed to renew walls, ceilings, picture frames, iron beds, radiators and all iron, stone and woodwork.
BECAUSE AD-EL-ITE TINTED ENAMELS ARE THE BEST SOLD AND MAKE SATISFIED CUSTOMERS

Write for
Samples and Prices

Adams & Elting Co.
CHICAGO, U.S.A.

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BICYCLE AND SPORTING GOODS RECORD.

Bicycle manufacturers and dealers, the country over, are requested to contribute to this page. News of new stores, changes, improvements, etc., will be gladly received, and promptly published.

New Stores, Incorporations, Etc.

Cleveland, Ohio.—The Smokeless Powder & Cartridge Co. has organized with a capital of $5,000, and will soon begin the manufacture of smokeless powder.

Clinton, Iowa.—Herman Kossengens and Henry Krischner have formed a boat building partnership, and will engage in the building, not only of launches, but boats of all sizes. Both are experienced boat builders and will doubtless achieve success.

Defiance, Ohio.—The Waverly Arms Co. is a new $40,000 corporation formed to manufacture a moderate-priced double-barrel shot gun. It takes over the business of the La Fave Arms Co. The American Steel Package Co. is at the head, of which is C. M. Willock of Pittsburgh, who controls a stock in the arms company and will be interested in the new gun plant.

Emporium, Pa.—The Sinnamahoning Powder Manufacturing Co., with a capital of $100,000, was organized. The new company has purchased a large tract of land and contemplate erecting a large plant.

Fulton, Ky.—The Fulton Manufacturing Company has filed application for a charter with the County Register. The capital stock is $15,000, and the incorporators are John T. Stubblefield, W. J. Cox, W. E. Hall, J. J. Oliver, J. H. McClure, L. M. Smith, W. D. Swiggart, Ed Thomas and Herschel T. Smith. The firm will manufacture from rough lumber—spokes, baseball bats, golf sticks, gun rods, stirrups, singletrees and other small wares.

Frederickton, N. B.—R. Chestnut & Sons have started a new industry in connection with their business in the shape of a new canvas canoe, which they claim is the only one of its kind made in Canada. Its principal feature is that it is non-leakable, and can be left out of the water any length of time without any fear of its spreading or leaking. It is wider than the ordinary canoe and is built more for pleasure trips. The factory is already working night and day filling orders, as there has been a big demand for these canoes. The makers are looking for agents. A catalogue will be sent to anyone interested.

Marlow, Tenn.—The Rand Powder Co., whose manufactory is being established on the Louisville & Nashville and the Southern railroads, near Dossett, has begun operations. The company will have a capacity of 600 or 700 kegs of powder a day. The plant has a power of 1,200 kegs a day. It is probable that after a short while its capacity will be increased to that extent.

Nacogdoches, Tex.—Richardson, Seale & Co. has been incorporated to do a general retail Hardware and sporting goods business. Charles E. Richardson, Edgar Thomason and James Seale are the incorporators. Capital, $20,000.

Newark, N. J.—Articles of incorporation of the Reliable Smokeless Powder Company of 164 Market Street, formed to manufacture and sell powder and other explosives, as well as guns, pistols and cartridges, have been filed in the county clerk's office. The concern is empowered to do business all over the world, and has an authorized capital stock of $75,000, of which $1,000 has been paid in by the incorporators, Albert B. Hague, Alfred M. Brink, William J. Young and Harvey R. Brink.

Rockford, Ill.—The America Co. is taking steps to increase its capital stock from $50,000 to $100,000. The company manufactures patented specialties, such as fishing rods, small sewing machines, wrenches and gasolene flat irons.

Springfield, Minn.—The Schmid & Lehrer Co. has been incorporated as dealers in Hardware and sporting goods with a capital stock of $75,000.

St. Louis, Mo.—A. B. Post, a resident of Kalamazoo, Mich., and for two years a traveling representative of the Simmons Hardware Company, has purchased the business of the Sperry Hardware Company of this city, and will continue the business at the present stand.

Terre Haute, Ind.—Majestic Powder Co. has been incorporated to manufacture and sell explosives and chemicals. Capital stock, $50,000. Edward Shirkie, Hugh Shirkie, J. C. Kolsem.

New Stores, Incorporations, Etc.

Bowling Green, Ohio.—The Lefever Arms Company has their new gun factory, for the manufacture of shot guns of a high grade, now in operation.

Chattanooga, Tenn.—The Chattanooga Automobile Company has been incorporated for the purpose of building, repairing, buying, selling and dealing in automobiles, motorcycles, bicycles, etc. The capital stock is $10,000, and these are the incorporators: Charles Forstner, Joseph C. Forstner, W. S. White, J. L. Foust and A. S. Dickey.

Chicago, Ill.—Chicago Hammock Company has been incorporated; capital, $5,000. Incorporators, George Ericksen, Bertine G. Berentson, Henry B. M. Brenson.

Chicopee Falls, Mass.—They are making ready to add still another wing to the already expansive plant of the Fisk Rubber Company. The addition will be 60 by 160 feet, three floors and basement.

Genoa, Italy.—The Board of Directors of the Terni Steel Works, Genoa, Italy, have decided to form a new company for the manufacture of artillery and munitions of war. Among the subscribers to the new undertaking are Vickers, Sons & Maxim, of London.

Hartford, Conn.—The Hartford Rubber Works is adding another factory to its already large plant. The new building will be built on the east side of Bartholomew avenue, running parallel with and on the east side of the present factory No. 2. It will cost $50,000, and will be used for storage purposes, although the arrangements will be such that it can be devoted to manufacturing purposes. The building will be 150 feet long and 43 feet deep, three stories high with a basement and a sub-basement. Work has already been started in laying the concrete foundations.

New York, N. Y.—Palmer Rankin Company has been incorporated to manufacture electric motors and drills; capital, $10,000. Incorporators: Herbert W. Grindal, No. 10 Wall Street; N. A. McCarthy and F. M. Daly, No. 80 Wall Street, all of New York.

Pittsburgh, Pa.—John W. Grove Company will conduct a store for the sale of toys, sporting, athletic and pyrotechnic goods, trunks, bags, etc., Pittsburgh, capital $25,000; directors, John W. Grove, J. Kambach, Pittsburgh; Robert S. Chess, Chartiers. Beaver Metallurgical Company, Beaver Falls, capital, $15,000; directors, Edward L. Hutchinson, Beaver Falls; Thomas C. Griggs, A. J. Pitcairn, Pittsburgh.

San Jose, Cal.—J. H. Issott has recently purchased the C. N. Smith property adjoining the livery stable, and is adding a business room to the building, in which he will conduct a cyclery and general jobbing estabishment.

Changes.

Burlington, N. J.—William Arbor and Benjamin Goldie have purchased the bicycle repair and sundry business of the Gray Manufacturing Co., at No. 27 East Broad Street.

Chicago, Ill.—After the first of September the Armac Motor Company, which has recently undergone a reorganization, will be doing business in its new quarters at No. 401 Carroll Avenue, a larger and more complete plant than was afforded them at the old location in St. Paul. The Armac people state that they will now be in a position to produce motor cycles with side cars and fore carriages fast enough to supply the market.

Elkhart, Ind.—The Buescher Toe Clip Co., of Elkhart, Ind., have disposed of their patents and good will of the No. 3 patent Buescher Toe Clip and the new improved L. A. W. lock to Stevens & Co., No. 99 Chambers Street, New York City. The New York concern will continue to manufacture these well-known articles and fill orders direct from this city.

Hartford, Conn.—R. C. Rueschaw, sales manager of the Pope Manufacturing Co., Hartford, has tendered his resignation, to take effect August 24. He has engaged with the Reo Motor Car Co., Lansing, Mich., in a similar capacity. Rueschaw will be succeeded by J. F. Cox, long the Pope purchasing agent, who in turn will be succeeded by J. P. Fogarty, assistant manager of the Pope Company's Chicago factory.

Mechanicsburg, Pa.—The D. Wilcox Manufacturing Co., manufacturers of carriage Hardware and bicycle, gun and special forgings, has increased its capital stock from $90,000 to $150,000, for the purpose of extending its factory and making improvements. Structural material has already been ordered for a 90-foot addition to the forging department.

Richmond, Ind.—Adolph Mansfield has sold out to H. M. Kramer and C. P. Hatfield.

Hartford, Conn.—On Thursday, the 17th ult., the officers and heads of departments of the Pope Manufacturing Co. enjoyed their annual outing. Ninety persons were included in the party, which made the trip to New Haven and Savin Rock, and there spent the day in an informal manner. The event serves to forge another link in the bond which has always signalized the organization of the Pope Company.

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The "FOLLETT"
NUMBERING MACHINE
PRICE $5.00
STYLE OF IMPRINT
123456

Six wheels—steel figures—printing from one to one million. Numbers consecutively, duplicates or repeats AT WILL.

Sent to responsible parties on approval.

CUSHMAN & DENISON MFG. CO.
240-2 W. 23d St., New York City.

THE SCHWERDTLE STAMP CO.,
STENCILS-BURNING BRANDS-
STEEL STAMPS & DIES-
SEALS-MACH. PLATES-CHECKS-
BRIDGEPORT, CONN.

Barrett Glass Cutters



Best in quality. Unsurpassed as sellers. Get prices from W. L. Barrett, Bristol, Conn.

GENUINE
BARNES' PIPE CUTTERS
get around the question of profits in pipe cutters.



The reputation they sustain for excellence makes them quick sellers.
Write us for catalog and prices.
BARNES TOOL COMPANY
New Haven, Conn.

H. & R. Single Gun

Automatic and Non-Ejecting

12 & 16 GAUGE
Steel and Twist Barrels

20 GAUGE
Steel Barrel.



Simplest "Take Down" Gun Made.

Suporior in Dosign, Workmanship and Finish and tho Most Popular Gun on tho Markot.

Harrington & Richardson Arms Co.

ALSO MAKERS OF H. & R. REVOLVERS.
Catalog on Request. - - - WORCESTER, MASS.

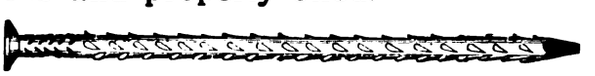
Nothing can compensate you for the loss of prestige and trade that may be caused by the breakage of one of your step ladders.

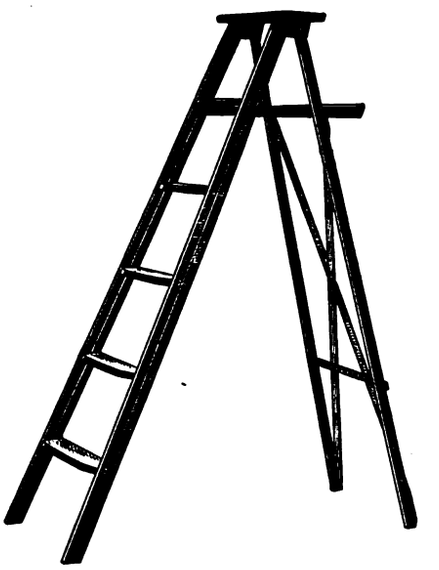
There is one way to overcome the possibility of such accidents—Sell

UDELL LADDERS

The strongest — The safest — The most durable —

because they are made of the best selected lumber, carefully joined with our patent BARBED WIRE NAILS and stamped steel bracket finished to prevent weather checks and properly oiled.





We use every precaution to insure the security of Udell Ladders.

They can be depended on to bring most satisfactory profits and a satisfied trade.

Booklets and Price Lists for the Asking

THE UDELL WORKS,

INDIANAPOLIS, IND.

MANUFACTURERS OF WOODEN WARE OF ALL KINDS FOR THE HOUSEFURNISHING DEPARTMENT

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BUFFALO
WIRE WORKS CO.
(FORMERLY SCHEELER'S SONS)
WIRE CLOTH
WIRE GOODS
Artistic Metal Works.
SEND FOR CATALOGUE.
BUFFALO, N.Y.
U.S.A.

Hardwaremen's Exchange

Notices of* HELP WANTED *or* SITUATIONS WANTED *will be inserted in this column, for subscribers, free of charge. Should not exceed four lines. Notices of* SIDE LINE OFFERED, SIDE LINE WANTED *and* ALL OTHER NOTICES, *two cents per word. No ad. received less than three lines.

Situation Wanted.

SITUATION WANTED. As Manager or Clerk in Hardware store. Fifteen years experience. Good habits. Best references. Address, "BEST MAN," care Hardware Publishing Co., New York.

SITUATION WANTED.—An experienced Hardwareman would like a situation as Salesman, or Assistant Buyer for some large house. J. E. Peters, 2100 Wabash Avenue, Chicago, Ill.

Side Line Offered.

SALESMEN calling on Hardware Dealers can increase their income by carrying a copy of HARDWARE with them. A few minutes talk with the Hardware Dealer almost invariably gets his subscription. A liberal commission goes to the salesman—why don't you try it?

HARDWARE PUBLISHING CO.,
300 Broadway, New York

Hardware Salesmen Wanted.

YOUNG MAN wanted as Salesman in Retail Hardware store. Apply in writing, giving reference and experience, to Geo. Howard, Mt. Vernon, N. Y.

HARDWARE Salesman understands Builders Hardware. 17 years with one house. Best references. At liberty Sept. 1st. J. E. R. care "HARDWARE"

For Sale.

FOR SALE.—Hardware store. Good locality. Western Pennsylvania. Address "J. A.," care HARDWARE.

FOR SALE.—Hardware stock in Western Pennsylvania, town of 4,500 population, on the main line of Pennsylvania Railroad, 2½ hours from Pittsburgh. Established ten years. Industries, principally mining, brickworks and railroad center. Junction for branch railroad, tapping one of the biggest Bituminous coal districts in Pennsylvania. Stock will invoice approximately $4,000. For further information, address "Sell," care of HARDWARE.



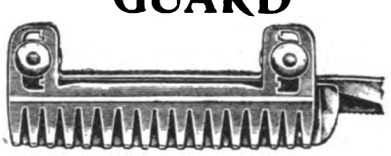
LET us make you a proposition. Send us correct inside dimensions of your boxes —depth of lid and small piece to show stock you now use State about how many you use per year, all sizes included.

National Metal Edge Box Co.

8th and Willow Streets, Philadelphia, Pa.



THE SHAVEZY GUARD



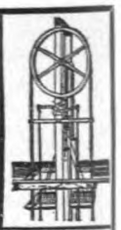
May be adjusted to any blade.
Instantly changed from right to left.
Is the Best and a Cheap Guard.

Get my prices, which are right.

L. T. WEISS, SOLE MANUFACTURER,
286-90 Graham St., Brooklyn, N. Y.

PARKS & PARKS
TROY, N.Y.
MANUFACTURERS OF
HARDWARE AND HOUSEHOLD SPECIALTIES

Improved Quick and Easy Rising Steam, Electric and Hand Power
ELEVATORS
Send for Circulars.
Kimball Bros. Co.,
1013 Ninth St., Council Bluffs, Ia.
KIMBALL ELEVATOR CO., 120 Cedar St., New York.
39 Vincent St., Cleveland, O.



Robert Murray.
24 Duane St.,
New York City.
General Hardware
Agent for Atlantic Screw Works.
Wood Screws of Every Description.
Agent for Maynard's Socket Shovels.

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MENTION
HARDWARE

When Writing
to Advertisers

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Every Housewife



Knows the superiority of grated corn for fritters and other dishes. Makes the cooking so much more tasty than corn cut from the cob. With the

Favorite Corn Grater

the inside of the kernel is extracted, leaving the hull on the cob. Pass the corn forward over the teeth, which will puncture the grain and the smooth edge will scrape out all the nutritious elements and leave the shell of the grain on the cob.

The grater is made of hardwood, fine steel and handsomely finished.

Size 12x3 inches. Dozen packed in paper box. Gross lots in cases. Weight, 70 pounds per gross.

Dealers have always found it a good summer seller.

J. M. MAST MFG. CO.

Lititz, Pa., U. S. A.

If you don't find what you want in our Classified Index Ask "HARDWARE"

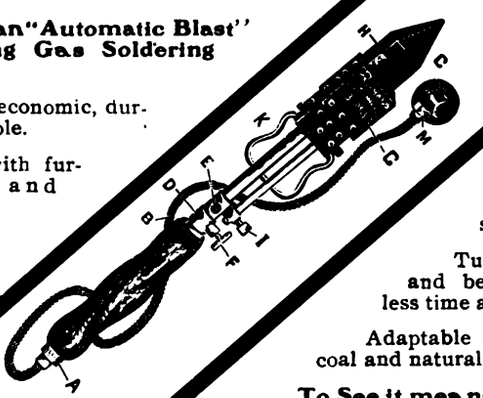
Solder Your Trade

To the latest and best soldering tool on the market to-day:

The Kaufman "Automatic Blast" Self Heating Gas Soldering Tool.

Simple, safe, economic, durable, practicable.

Does away with furnace, blower and fire pot.



Made for continuous soldering.

Turns out more and better work in less time at half the cost.

Adaptable for machine, coal and natural gas.

To See it means to Buy it

Write for particulars to

The A. G. Kaufman Mfg. Co.,

24 Murray St., New York.

STOP YOUR HORSES

READ THE HORSELESS AGE AND BUY AUTOMOBILES

IT PAYS—if done advisedly. Profit by the experience of others as told in THE HORSELESS AGE. Reliable information on the present use of automobiles for trucking, delivery etc. Advice on their care and operation, selection of the proper kind for your work and general news of the commercial and pleasure automobil movements.

WEEKLY—$2 A YEAR; $1 SIX MONTHS TRIAL. ESTABLISHED 1895

Sample Regular Issue on Request

Special Commercial Vehicle Number, July 5, 1905 Complete exposition of the subject to date. **Price 10 Cents**

"THE GASOLINE AUTOMOBILE"—By A. L. CLOUGH. A treatise for the beginner in automobiling by a competent engineer. **Price 50 Cents.**

THE HORSELESS AGE

9-11 Murray Street, NEW YORK

Automobile Cycle Skate



Our newest model. One size, extension 10 to 12 ins., ball bearings, 5-in. rubber tired wheels, metal parts sheet steel, finely nickel plated. Retail $10.00 per pair. With 4-in. wheel, $7.50 per pair.

Every dealer in Hardware, Sporting Goods, etc., will find it profitable to sell our line of Cycle Skates, as they appeal to both young and old, being adapted for use in Skating Rinks or on smooth sidewalks. Write for catalogue and trade discounts.

Cycle Skate and Sporting Goods Co.

37 Park Street. New York



Articles that save women labor are the easiest goods to sell.

THE 20TH CENTURY DUST PAN

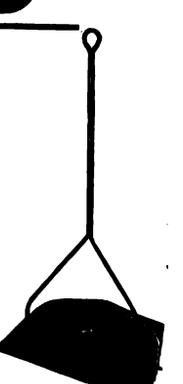
cuts in half the work of sweeping—It can be used without stooping and it fits the floor so snugly that every particle of dust is taken up. When raised the dust falls into the pocket so that the pan may be carried from room to room or hung up without spilling the contents.

Women readily appreciate its merits. A moment's demonstration will make a sale.

Retail Price 25c.

Discounts—Sample—etc., free on request.

SCHOFIELD & CO., - Freeport, Ill.

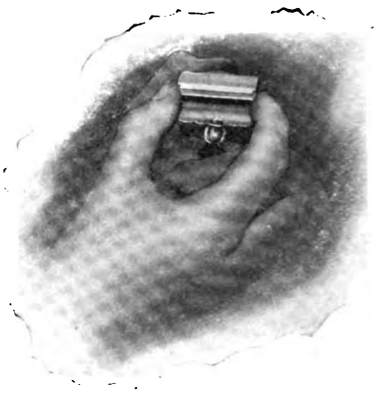


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Zinn

Automatic Razor

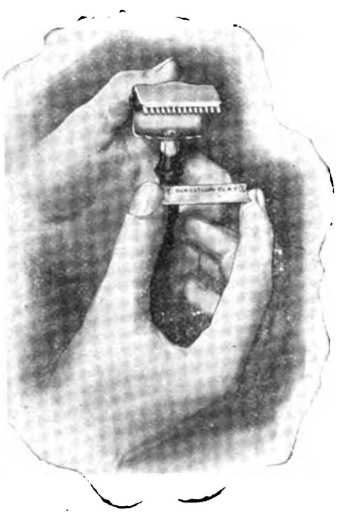


Have you only a bowing acquaintance with the Zinn? Then let's get acquainted. It's

The Razor With the Always Keen Blades

Twenty-four of them. They are so thin that 200 of them are only an inch thick!

They are electrically tempered and so hard they will cut glass and any and all kinds of whiskers. None too tough for the Zinn.



A Wonder of Simplicity and Efficiency . . . . .

Only two parts to it: Holder and blade.

Each blade packed in a separate envelope that absolutely protects it from dampness.

And each blade lasts a month!

Its capacity for giving a better shave in half the time with half the skill is unequalled.



NO HONING NO STROPPING

The Zinn Has Made Friends Fast and---Fast Friends--

through our extensive advertising in the best popular magazines among its millions of readers. We have sown for a plentiful harvest—**Now is the time to reap.**

Get in line, Mr. Hardware dealer. Get hold of the other end of our proposition. Stock up with the Zinn. Display Zinn. Talk Zinn. We protect you against cut-prices.



No. 1 Contains One Razor and 24 Blades, $5.00.



No. 2 Contains one Razor, 24 Blades, Telescope Badger Hair Shaving Brush and Williams' Shaving Stick, $6.50.

Don't argue--don't delay. Write for particulars to

H. F. HOFFMANN.
Mgr. Gem Cutlery Co.

34 READE STREET NEW YORK, U. S. A.

HOME OF THE CELEBRATED GEM SAFETY RAZOR.

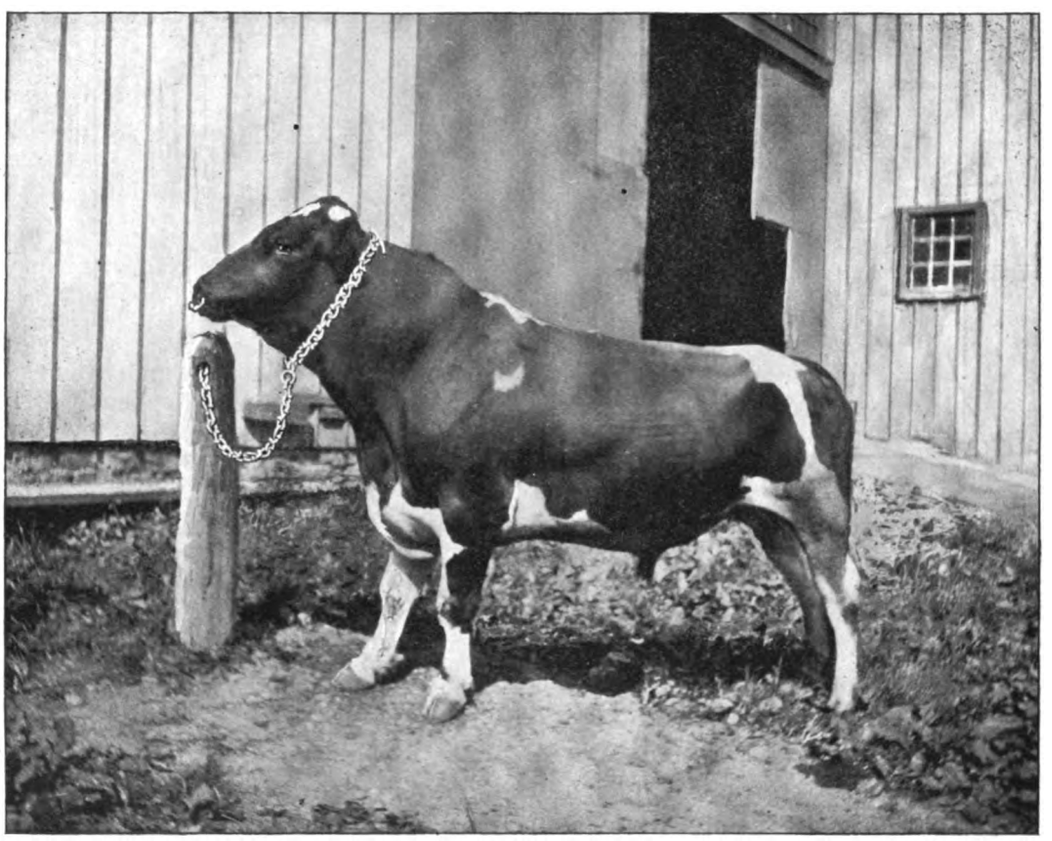
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NIAGARA COW CHAINS

"OHIO" PATTERN

Provided with our latest patented attachments. Steel Swivel and Ring--Two Toggles.

"DE KOL BUTTER BOY PRINCE"



REGISTERED HOLSTEIN-FRIESAN BULL, NO. 30,369.

NIAGARA COW TIES are an indispensable necessity in the new "Model" Dairies, which are being formed on so large a scale, and which are becoming so numerous and so successful throughout the country; for here, an equipment which provides not alone for a neat and attractive appearance but also for the actual welfare and security of the animals, is a matter of paramount importance. The adoption of **NIAGARA COW TIES** is now considered the first step toward attaining to the modern standard of improved Dairy conditions.

Every Hardware dealer should carry NIAGARA COW TIES in stock. Your customers will ask for them.

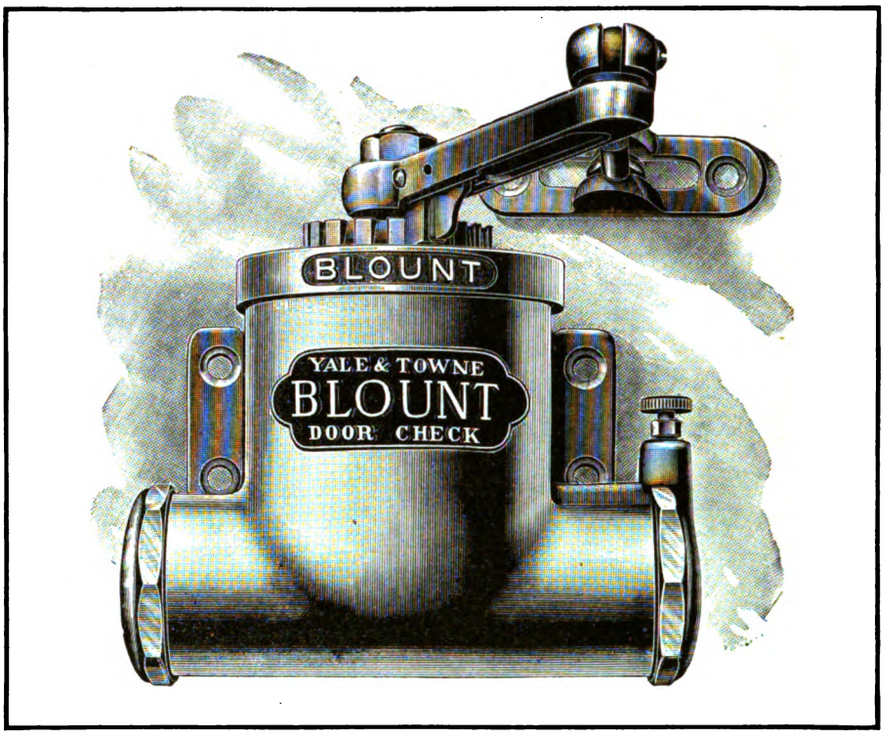
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ONEIDA COMMUNITY LTD.

ONEIDA, - - - NEW YORK

The Largest Weldless Chain Manufacturers in the World.

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The Blount Door Check is a Great Seller

because it is popular—it's popular because it's good; it's good because it's well designed and *well made*—better made than any other door check, and from better material. ¶ Experience has shown that the Blount Door Check and Spring will give perfect satisfaction under conditions that send checks of other makes to the repair shop or scrap heap. ¶ The Blount Check is well advertised and we assist dealers to give it local publicity. To those who handle the Blount Check, we furnish, on request, illustrated printed matter as listed below, bearing name and address of dealer. (Our name and address does not appear.) Write us for samples of our

Blount Check Catalogues,
Blount Check Brochures,
Blount Check Folders,
Blount Check Envelopes,
Blount Check Seals,
Blount Check Display Cards,
Blount Check Electrotypes for Advertising

and state quantities wanted; also send your card or letter head for the printer's use. ¶ We have a number of ideas that *sell* Checks: ask us about them when writing for the above samples.

The Yale & Towne Mfg. Company
9-15 Murray Street, New York City

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INDIA OILSTONES

Were placed upon the market in the year 1897, since which time their merits have been rapidly recognized and their uses have widely increased, so that they are now demanded for all kinds of sharpening work in every part of the world.

Up to the time of the introduction of the India Oilstones, the idea prevailed that artificially made sharpening stones could not replace those produced from the natural rock. The fallacy of this has been positively proven by the rapid and complete success of the

"INDIA OILSTONES—Sharp and Quick!"

The uniformity in grit and grade had much to do with their immediate popularity, but probably the greatest factor in bringing them to universal use was the fact that they could be produced with accuracy in any degree of coarseness or hardness to suit the particular work for which they are intended.

The fifty-four shapes in which they are regularly made and stocked, practically cover all the ordinary demands of the general trade, but when anything in special size, shape, grit or grade is called for, it can be made to order and delivered in reasonable time.

The materials of which they are composed are very carefully selected and prepared, and have peculiar qualities, which make the stones especially fitted for sharpening, *i. e.*, quick, cool cutting, combined with great durability. The seams and uneven spots with which it is necessary to contend in the natural product, do not occur in these stones.

Every stone is sold subject to the following guarantee, made good in any part of the world, "If this article should prove in any respect unsatisfactory, we agree to exchange or refund the full price paid for same."

MADE BY
NORTON EMERY WHEEL CO.,
WORCESTER, MASS.

SOLE SELLING AGENTS
THE PIKE M'F'G. CO.,
PIKE, N. H.

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Bishop Lanterns

Have proved themselves to be up-to date goods for up-to-date dealers.

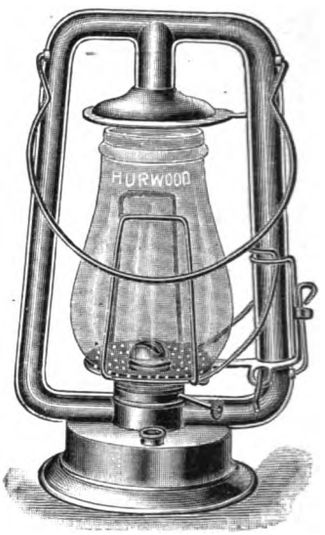
If you are looking for a lantern that is most easily filled, lighted and trimmed; one that gives a clear white flame and is wind and jar proof.—Buy the Bishop.

It puts all others in the shade as a seller. Drop us a line.

Mention HARDWARE.

The Hurwood Mfg. Co.

Bridgeport, Conn.



JUST HOW A FILE OR RASP IS MADE.

They Pass Through Many Hands.

Few persons who use a file or rasp, which, though it costs but a few cents, is an almost necessary article in many branches of manufacture, and in the household, have any idea of the care and skill needed to perfect them. It would doubtless surprise many such persons to learn that a file must pass through thirty or forty hands before it can be called ready for the market. An inspection of the big file works of Heller & Bros., in Woodside, gives a good idea of the process now in vogue.

The material used in making files is melted and rolled into strips of twenty feet at the Heller & Bros.' steel works at Forest Hill. These strips are then taken to the file works, where they go into the hands of the shearsman, who cuts them into required lengths, after which they go to the forger, who puts the "tong" on them. They are then annealed in large ovens of brick, where they remain for a period of four days to cool. After being removed from the oven the straightener handles them, and when he is through with them they are sent to the grinding room in a wooden car by an overhead trolley. They are then inspected and the trade-mark put on by the stamper.

When this is done they are put in the stock rack, from which the machine cutter takes them, who puts the first cut on them, commonly known as "over cut." When they are over cut the stripper files off the rough edges, raised by the process of over cutting.

The hopper is the next man to handle them. He puts the first cut on the edges, which is known as "hopping." The edger then puts the second cut on the finished edge, and is followed by the cutter, who puts on the cross or "up cut." The files are then inspected for the second time and the poor ones are rejected. The first-class ones go to the punching room, where the rasp or punch tooth is put on, and this is followed by a third inspection. The cropper is the next to handle them. He cuts them off to a uniform size with a powerful clipping machine. This completes the journey through the machines, and they then enter the hardening shop.

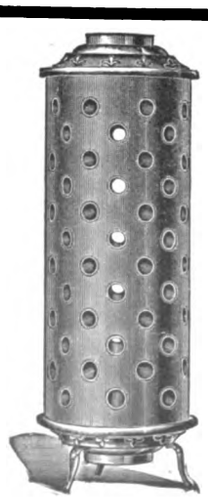
Here the oil used in the cutting process is removed and they are then covered with a secret preparation of chemicals to protect the teeth during the processes through which they have yet to pass, and are then placed away to dry.

After they are thoroughly dry they are put into furnaces heated by charcoal, until they become red, and then submerged in large tanks of salina. From the salina they are taken out and straightened, all curves being removed while they are still warm. The scrubber then removes the paste that still remains, with stiff wire brushes, and they are then placed into the cleaning furnace, where a powerful stream of steam and sand removes the last vestige of dirt and leaves them as bright as though polished. They are then placed in lime tubs and then to the drying furnace, which drys the lime on them, preventing rust. They are then oiled with sperm or lard oil, which keeps them in any climate for a long period without rusting. The temper is then drawn on the tong, which is done to prevent them from cracking in case of a fall.

They then arrive in the packing room, where they are tested for uniform hardness, straightness and to discover any other imperfections that may exist. They are then wrapped in waterproof paper and one-half dozen fill a box, the boxes are labeled and tied up and then put in fireproof vaults. The end of the journey is reached and they are not handled again until shipped away.

There are a great number of different style rasps and files made at the Heller works, such as a sixteen-inch horse rasp, half-file horse rasp, tonged half-file horse rasp, quarter-file horse rasp, beveled-edge horse rasp, half-file, half round or hot rasp, flat wood rasp, half round cabinet rasp, half-round shoe rasp, twenty-inch horse tooth rasp, twenty-two jointed horse tooth rasp, twenty-inch adjustable horse tooth rasp, flout-rasp cut, flout-file cut, ten-inch incisor tooth file, thirteen-inch bent incisor tooth file, flat bastard file, hand-bastard file, warding bastard file, mill bastard single cut, round bastard file, half-round bastard file, square bastard file, knife bastard file, taper saw file, single cut; slim taper saw file, single cut; double ended taper saw file, single cut; cross cut saw file, single cut; band saw file, single cut; cant saw file, single cut, and four-inch farriers' round knife file.

This company was established in 1836, and manufactures American horse rasps, files, farriers' tools, machinists' hammers and clay crucible cast steel. All these are made from their own production of special refined clay crucible cast steel and manufactured under machines of their own patented construction, as well as tempered by a secret process.



SAVE ONE-HALF YOUR FUEL

by using the

ROCHESTER RADIATOR

Satisfaction guaranteed or money refunded. Over 100,000 of them in use. Fits any stove or furnace. For Hard or Soft Coal or Wood or Gas. Price from $2.00 to $12.00. One square inch of radiating surface directly over the hot current is better than six in a drum, or a side heater with perpendicular tubes. We guarantee our radiators not to interfere with or choke the draft. They are easily cleaned. Write for descriptive catalogue and prices.



4,866 sq. ins.

ROCHESTER RADIATOR CO.

150 Furnace Street, - - Rochester, N. Y.

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A Clean Shot

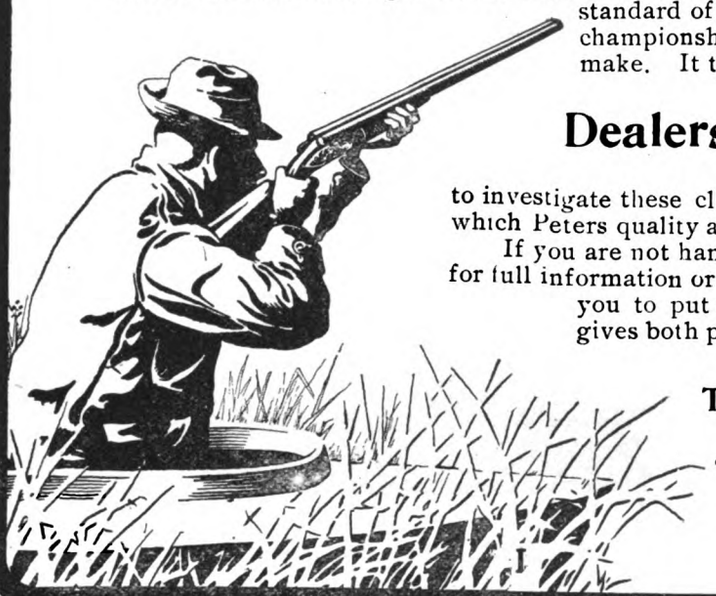


One of the beauties of **Peters** "Referee" shells is their clean way of bringing down game. They develop as much velocity and killing power as smokeless. Being loaded with semi-smokless powder, they are extremely clean and do not foul the gun.

Peters "League" loaded with black powder is the best shell of its grade on the market.

Peters smokeless shells, "Ideal," "Target," "High Gun" and "Premier" are preferred and used with great success by multitudes of sportsmen in every section of the country.

Peters Metalic Cartridges loaded with the famous Semi-Smokeless powder have attained a standard of quality and have won victories in the great championship matches, not approached by any other make. It therefore behooves



Dealers in Ammunition

to investigate these claims and take advantage of the business which Peters quality and Peters advertising are making.

If you are not handling this line at present, ask your jobber for full information or if you prefer, write us direct. It will pay you to put in a stock of Peters goods, the line that gives both profit and satisfaction.

THE PETERS CARTRIDGE CO.,
CINCINNATI, OHIO

NEW YORK : 98 Chambers St.,
T. H. KELLER, Mgr.



"To Swear By or To Swear At"

Metal Ceilings--Which?

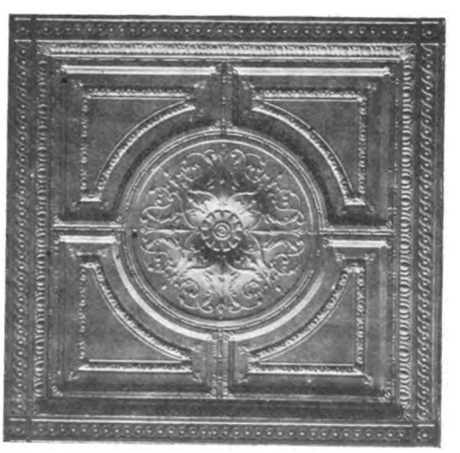
Turn anywhere--North--East--South--West--and you will find thousands of pleased customers swearing by Northrop Metal Ceilings because the

Original Northrop Metal Ceilings



Are unequalled in sharpness of stamping, simplicity of construction and architectural fineness.

Remember: If you'll send us the particulars about any room, we'll submit drawings and prices.



Name anything you wish in the way of metal ceilings, or walls for rooms of any size, shape, kind or purpose and the Original Northrop Metal Ceilings will fill the bill.

The latest and the best designs in metal ceilings are finely illustrated in our new catalog. You ought to have a copy.

Every Hardwareman ought to handle Northrop's Metal Ceilings because any mechanic can put them up.

NORTHROP, COBURN & DODGE CO., Manufacturers

40 Cherry Street, New York

MENTION HARDWARE

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GALVANIZED NAILS

Keystone Brand

The only properly galvanized Nails on the market

We guarantee our nails to be galvanized by the Hot Process with pure Spelter (zinc) and cooled by a patented method without submerging in water, therefore the nails are not made brittle and the strength is not affected.

Absolutely Smooth
Every Nail Perfect

We have the largest plant in the United States producing galvanized nails, our capacity being 300 kegs per day.

Prompt Shipments
Lowest Prices

Write for samples and prices

Made only by

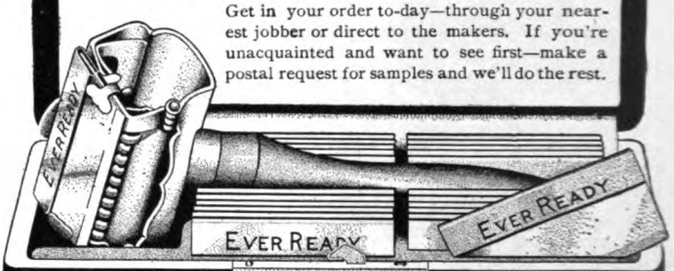
Keystone Nail Co., Inc.
Philadelphia, Pa.

EVERYBODY--EVERYWHERE
IS CALLING FOR
"Ever-Ready" Safety Razors

The only $5.00 retail proposition on the market to-day that gives the customer a run for his money and allows the retailer a profit that is worth his while. **"Ever-Ready" sets contain twenty-four keen, perfect blades**--a dozen more than any other similar priced razor. "Ever-Ready" blades are as thin as paper and yet can be rehoned and resharpened at will—another incomparable feature.

Advertised at $5.00--
BIG PROFITS TO RETAILERS

Get in your order to-day—through your nearest jobber or direct to the makers. If you're unacquainted and want to see first—make a postal request for samples and we'll do the rest.



"EVER READY"-THE RAZOR WITH A YARD OF BLADES

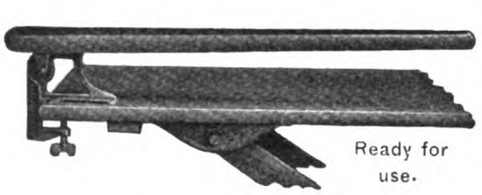
Reichard & Scheuber Mfg. Co.
66 Duane St., New York City

Makers of Yankee Safety Razors—Yankee Sets—Stropping Machines and Radio Magno Razors.

AUXILIARY IRONING BOARD



Turned back out of way.



Ready for use.

A Money Maker

USED THE YEAR 'ROUND - USED THE WORLD 'ROUND

A most substantial and satisfactory auxiliary to table or regular ironing board for ironing sleeves, shirt waists, etc. The turn-back feature is its great convenience. None other has it. Always in place. Never in the way.
It is not a cheaply-constructed article, but one built for every-day use and for universal satisfaction.

We have further information we will be glad to give you.
Better write for it.

W. H. GLENNY AND COMPANY, SPECIALTY MFG. DEPT.

ROCHESTER, N. Y., U. S. A.

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PRICES CURRENT

The prices in this Prices Current are intended for the Hardware trade only, and for such quantities as are usually purchased by retail dealers. They are carefully revised and represent quotations at which purchases can be made. Very small quantities, and broken packages, frequently make higher prices necessary.

Subscribers are requested to notify us of any discrepancies, as we desire to make this department of our paper worthy of their constant attention.

The list prices, from which discounts are given, will always be furnished the dealer upon request, by the manufacturer quoted.

Ammunition

CAPS—PERCUSSION—

Eley's E. B.....60c
G. D.....per M 34@35c
F. L.....per M 40@45c
G. E.....per M 50@52c
Musket.....per M 62@63c

PRIMERS—

Berdan Primers $2.00 per M.....20&5%
B.L. Caps (Sturtevant Shells) $2.00 per M.....20%
All other Primers per M. $1.52 to $1.60.

CARTRIDGES—

Blank Cartridges:
32 C. F., $5.50.....10&5%
38 C. F., $7.00.....10&5%
22 cal., Rim, $1.50.....10&5%
32 cal., Rim, $2.75.....10&5%
B. B. Caps, Can. Ball, swgd.....$1.90
B. B. Caps, Round Ball.....$1.49
Cent. Fire.....25%
Target and Sporting Rifle.....15&5%
Primed Shells and Bullets.....15&10%
Rim Fire Sporting.....50%
Rim Fire Military.....15&5%

SHELLS, EMPTY—

Brass Shells:
First quality, all gauges.....60&5%
Climax, Club, Rival, 10 and 12 gge..65&5%
Paper Shells:
Acme, Ideal, Leader, New Rapid, Magic, 10, 12, 16 and 20 gauge.....25&5%
Blue Rival, New Climax, Challenge, Monarch, Defiance, New Victor, Repeater, Yellow Rival, 10, 12, 13 and 20 gauge.....20%
Climax, Union, League, New Rival, 10 and 12 gauge.....25%
Climax, Union, League, New Rival, 14, 16 and 20 gauge ($7.50 list).....%20.
Expert, Metal lined, and Pigeon, 10, 12, 16 and 20 gauge.....33⅓&5%

SHELLS, LOADED—

Black Powder.....40%
Smokeless Powder, medium grade....40&5%
Smokeless Powder, high grade....40&10&10

SHOT—

Drop, up to B 25 lb bag.....$1.65
Drop, B and larger, per 25 lb bag.....1.90
Buck, 25 lb bag.....1.90
Chilled, 25 lb bag.....1.90
Dust Shot, 22 lb bag.....2.25

GUN WADS—℔ 1000—

B. E., 11 up.....$ 60
B. E., 9 and 10.....70
B. E., 8.....80
B. E., 7.....80
P. E., 11 up.....1.00 } 15%
P. E., 9 and 10.....1.25
P. E., 8.....1.50
P. E., 7.....1.50
Ely's B. E., 11 and larger.....$1.70@$175
Ely's P. E., 12 to 20.....$.00@$3.25

Animal Pokes

Iowa Farming Tools.	℔ doz.
Hawkeye	$3.25
Western	4.00

Anti-Rattlers

Fernald, Quick Shift, ℔ doz. pair, net..$2.00
Burton's, ℔ doz. pair, Nos. 2 and 5.....50c
Per doz. pair, No. 1.....75c
Per doz. pair, No. 4.....1.00

Kohler's:	℔ Gro.
Daisy, No. 4	Net. $5.00
Perfect, No. 2	Net. 7.20
Bolt Holder, No. 1	Net. 9.00

Anvils

American "Horse-Shoe".....9½c
Arm and Hammer.....8½@8¾c
Eagle Anvils, ℔ lb, net.....7½@8c
Peter Wright's.....10½c
Trenton.....9 to9½c
Columbian, all steel, ℔ lb, net.....9c

ANVIL AND VISE COMBINED—

Millers Falls (with drill).....$18.00, 15&10%

Augers and Auger Bits

Boring Machine Snells.....70%
Com. Auger Bits.....75@75&10%
Forstner Pat. Bits.....25%
Ford Auger Bit Co:
Auger Bits } 40@40&5%
Car Bits }
Machine Bits
C. E. Jennings & Co.:
D'ble Spur pattern car, No. 30..40&7½&10%
Nobles Double Spur, No. 32.....55&10%
No. 10, Extension Lip.....25&10%
Car Bits, No. 10.....25&10%
Car Bits, No. 30.....40&7½&10%
Ring Augers.....66⅔&10%
Jennings' Pattern.....60&10%@70%
Snell's Auger and Car Bits.....60%
Extra.....60%
No. 1.....60&10%
Russell Jennings' Augers and Bits.....25&10&2½%

HOLLOW AUGERS—

Ames.....25&10%
Bonney's Adjustable.....$9.00&10.00
Hibbard's Adjustable.....Net prices
Ives.....25&10%
Millers Falls, Goodell.....15&7½&10%
Universal, each $4.50.....25%

EXPANSIVE BITS—

C. E. Jennings & Co.....33⅓&10%
Clark's small, $18.....55&10%
Clark's large, $26.....55&10%
Ives' Model, ℔ doz. $60.....50%

DOUBLE CUT GIMLET BITS—

Common, net.....$3.00@$3.25
German Pattern, net.....$4.50@4.75
Mayhew's Diamond ℔ doz. $1.25.....40%
C. E. Jennings & Co.....45&10%
Ladds.....60&10%
Mayhew's.....40&10%
Snell's Bell Hangers.....60%&5%

TWIST DRILLS—

Bit Stock.....60&10%@60, 10&10
Taper and Straight Shank...60&10@60, 10&5

SHIP AUGERS AND BITS—

Ford Auger Bit Co.....40%
L'Hommedieu's.....15&10%
Snell's.....40%
Watrous'.....35&5&10%

Awl and Auger Handles

See Handles

Awls

	Per Gro.
Handled Brad	$2.75@3.00
Handled Scratched	$3.50@4.00
Patent Peg	$31@34c
Sewing, Com	88@$1.00
Shouldered Peg	65@70c
Shouldered Brad	50%
Socket Scratch ℔ doz	$1.00
Stanley Rule and Level Handled Brad	45%

Awl and Tool Sets

Aiken's Awls and Tools:
No. 10, ℔ doz. $7.50; No. 20, ℔ Doz. $10.....60%
Brad Sets:
No. 42, $10.50; No. 48, $12.50.....70%
Fray's Adj. Tool Hdls, Nos. 1, $12; 2, $18; 3, $12; 4, $9; 5, $7.....50%
Ice Awls.....55%
Miller's Falls Adj. Tool Holders:
Nos. 1, $12; 2, $12; 4, $12; 5, $18....15&10%
C. E. Jennings & Co's. Adj. Tool Hdls..33⅓%
Rollis Hdw. Co., Adj. Tool Holders, No. 1, $18.....80%

Axes

First quality, best brands.....$6.50to9.75
Ice, Bradley's.....30%
Bradley's wide bit, net.....$10.50
Long Island, net.....$9.25

HATCHETS—

Hunt's, Underhill's, Blood's or Plumb's:
Shingling, etc.....33⅓&5
Broad and Bbl.....33⅓%
Boy's Axes.....33⅓&5
D Simmons & Co.:
Broad } 50&5%
Shingling and claw }
Lath, Hunters', etc }
Picks and Mattocks.....50%
Peck Edge Tool Co.:
Hatchets, shingling, etc.....33⅓&5
Broad and Bb'l.....33⅓
Boy's Axes and Hatchets.....33⅓&5

Axle Grease

Dixon's "Everlasting" Graphite:

1	lb cans (36 in case)	15 ea.
2	" "	25 "
10	" firkins (6 in case)	$1.20 "
25	" "	2.75 "
50	" kegs	5.00 "
100	" "	9.00 "
200	" half bbls }	8½lb
375-400	lb " }	

Balances, Spring

Chatillon's:
Light, class A.....40&10%
Circular Balances, class C.....50%
Ice Balances, class B.....50%
Straight Balances, Class A1 and A2...40%
Class D. E. F.....30%
Class G.....20%

Balances, Sash

Caldwell's.....50%
Pullman's.....50&10%@60

Beef Shavers

Enterprise:
Japanned, each, $8.00.....25@30%
Tinned, each, $10.50.....25@30%

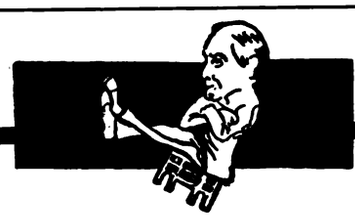
Bells

HAND

Hand Bells, polished brass.....60@60&10%
Pure bell metal.....60%
Silver chime.....33⅓@35%
White metal.....60%

DOOR—

Trip, Gem.....50&10%
Gong, Abbe's.....45%
Gong, Yankee.....55%
New Departure:
Rotary.....50@10%
Push.....50%



Think It Over!

Before placing your Fall orders for Axle Grease it behooves you to consider that the best is none too good for your trade—none other than



Frazer's Axle Grease

It is the standard by which other kinds are ad judged good, bad or indifferent.

The U. S. Government uses it—why shouldn't you? Think it over.

Frazer Lubricator Co.,

85 Murray St., New York.

GENUINE "NEVER-BREAK"

Steel Spiders are so branded on the handle. Steel Spiders are not all "Never-Break" spiders. Neither are they made of the same gauge sheet and with the same care and thoroughness.

"Never-Break" Steel Spiders are lacquered—not merely greased. They will not rust. They are never sold in job lots.



Write for catalogue of "Never-Break" Steel Spiders, Griddles, Maslins, Kettles, Stew Pots and Stew Pans. Tinned, polished and porcelain finish. Standard over twenty years.

Get our prices on Shovels, Spades and Sccops. Quality, Style and Finish guaranteed, grade for grade, equal to any others, not excepting oldest known brands.

THE AVERY STAMPING CO.

CLEVELAND, O.

"Saw your Ad. in HARDWARE"

--Don't leave that out when writing to these advertisers.

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COW—
Common wrought....75%@75&10%
Kentucky....70@70&10%
Kentucky, Sargent's list....70%
Texas Star....50%
Western, Sargent's list....70@70&10%

Bellows
Blacksmiths'....65&10@70%
Hand....25&10%
Moulders'....25&10%

Belting Rubber
Boston Belting Co:
"Boston"....50%
"Imperial," seamless stitched....45%
Niagara....60%
New Jresey Car Spring & Rubber Co:
Extra Para....40&10%
Reliable....50&10%
Staple....60&10%

Bench Stops
Morrill's No. 1, $10.00 per doz.; No. 2, $12.50....50%
Seymour Smith & Sons....25&10%
Miller's Falls....15&10%
Weston's....40

Binder Twine
	Per Pound
Sisal	10c
Standard	10c
Standard Manila	11c
Manila	12c
Pure Manila	13c

Bit Holders.
Angular....45%
Extension:
Barber's, ₱ doz. $15.00....45@50%
Ives' ₱ doz. $20.00....60&10%

Blind Adjusters
Columbian....33⅓%
Domestic, ₱ doz. $8.00....33⅓%
Excelsior, ₱ doz. $10.00....50&10&2%
North's....10%
Zimmerman's....50%

Blind Fastenings and Tenons
Security Gravity, ₱ gr....$9.00
Zimmerman's....50%

Blocks, Tackle
Eddy's....50&10@60%
Hartz' Steel....40&10@50&5%
Iron Strapped, Japanned Sheaves....70&10%
Iron Strapped, Lig Vitae Sheaves....60%
Rope Strapped, Japanned Sheaves....65&10%
L. V. Sheaves....40%
Lanes:
Junior, Self Sustaining....30%
Pat. Automatic....30%
Perfect Safety....30%
Stowell, Novelty Block....50&10%

Bolts
DOOR AND SHUTTER—
Cast Iron Barrel, Square, &c....60&10%
Cast Iron Chain....60&10%
Cast Iron Shutter Bolts....60&10%
Ives' Patent Door Bolts....60%
Wrought Barrel....80&80&10%
Wrought Barrel Bolts, Griffin's....75&10%
Wrought Square....70@70&10%
Wrt Shutter, St'nrd list....50&10%@50&10&5%
Wrought Spring, Sargent's....70&10@75%

CARRIAGE, MACHINE, &C.—
Common carriage (cut thread), ⅜x6 and smaller....75&2½%
Larger and longer....70%
Phila. Eagle, $3.00 list May 24, '99....80&10%
Bolt ends, list Feb. 14, '95....70&5%
Bolt ends, with C and T nuts....65&10%
Machine, ⅜x4 and smaller....75&5%
Machine, larger and longer....70&5%

TIRE—
American Screw Co:
Bay State, plain, list Dec. 28, '99....72½%
Bay State, fluted....72½%
Eagle Phila....82½%
Norway, Phila....80%
Common....72½@72½&10%
Norway, Phila....80%
Portchester, Norway....80%
Phila....80%

STOVE AND PLOW—
Plow....70&10@70&10&5%
Stove....80%@80&10%

MISCELLANEOUS—
Sink....80%

Bone Mills
Enterprise....25@30%
Stearns....40%

Borers, Tap
Enterprise....20@25%
Each	$1.25,	$1.65,	$2.50
Nos.	1	2	3

C. E. Jennings & Co.:
No. 6....30&10%
No. 10....25&10%
Common ring....20&10%
Ives....25&10%

Boring Machines
WITHOUT AUGERS—
	Upright.	Angular.
Jennings'		35&5&10%
Miller's Falls	$7.50,	15&10%
Snell's, Rice's Pat.	$2.50,	$2.75
Ajax		40%
Phillips		$4.00 net

Bow Pins
Hotchkiss....60&10%

Boxes, Mail
Heller's....40&5%

Box Hooks
Humason & Beckley's....60&10&10%

Box Openers
Humason's....₱ doz. net $5.00
Bemis & Call's....65%

Box Scrapers
Bradley's....20%

Box Strapping
Cary Mfg. Co's., in case lots:
"Universal"....20&10&10&10
Standard Metal Strap Co's.:
Eclipse....20&10&10&5%

Braces
Barbers'....50&10&10@60&10%
Barbers' Ratchet....60@60&10%
Common Ball American....60@60&10%
Ives':
Barbers'....60&5%
Barbers' Ratchet....60&60&10%
New Haven Novelty....70%
New Haven Ratchet....60&10%
Spofford....60&5%
C. E. Jennings & Co.:
No. 108@114½....50&5&10%
No. 208½@214½....50&5&10%
Lancasser Mach. & Knife Works....50%
Gen. Spofford's....60%

Brackets
Griffin's Folding....70&10%
Griffin's Pressed Steel....80%
Bradley's Patent, full cases....80&10&10%
Bradley's, in broken cases....80&10%

Bracket Saw Frames
Miller's Falls Co....25&10%

Bracket Sets
Miller's Falls Co....33⅓&10%

Bright Wire Goods
Standard list, June 24, 1903....90&10&10@90&10&10%&5%

Bull Rings
Humason, Beckley & Co's....80%
Rea's 2¼ in. net, ₱ doz....$1.50
Sargent's....80%
Seymour Smith & Sons....60%

Bull Punches
Humason & Beckley's, ₱ doz. net....$3.05

Butchers' Cleavers
Bradley's....40%
Foster Bros., flat heads....30%
Foster Bros., round heads....30%
Lancaster Mach. & Knife Works....33⅓40%
L. & I. J. White....30%
Plumb's....33⅓%

Butcher Knives
See Knives.

Butchers' Saw Blades
Miller's Falls Co., Star....15@15&10%
C. E. Jennings & Co....30&10%

Butter and Cheese Triers
Ordinary Black Handle....25%
Humason & Beckley's....40%

Butt and Rabbet Gauges
Stanley's....25&10%

Butts
BRASS—
Wrought Brass, list September, 1896....30%

CAST IRON—
Fast Joint, broad....40&10@50%
Fast Joint, narrow....40&10@50%
Loose Joint....70&5@75%
Loose Joint, Japanned....70&5@75%
Loose Joint, Jap. with Acorns....70&5@75%
Loose Pin....70&5@75%
Mayer's Hinges....70&5@75%
Parliament Butts....70&5@75%

WROUGHT STEEL—
Table and back flaps....75%
Narrow and broad....75%
Inside Blind....75%
Loose Pin....75%
Loose Pin, Ball and Steeple Tip....85%
Japanned, Ball Tip Butts....79&10%
Bronzed Wrt. Nar. and Inside Blind Butts....55&10%
Ex 10&10&10%

Calipers
Bemis & Call:
Wing....60%
Double....65%
Inside and outside....65%
Straight leg....65%
Call's Pattern, inside....55%

Can Openers
American....₱ gross, $1.75@$2.00
Goodell's Acme....₱ gross, 6.00
Hopper's....₱ gross, 15.00
No. 5, iron handle....₱ gross, $2.00@2.25
Phœnix....40%
Sardine Scissors....75&10%
Sardine Scissors, forged steel....₱ doz., $4.50
Sprague, Nos. 1, $2.00; 2, 2.25; 3, 2.50....75&10%
Universal, ₱ doz....50%

Cartridges
See Ammunition.

Casters
Bed....70@70&10%
French or Philadelphia Iron wheel....75%
Plate....60@60&10%
Payson's Furniture....70&1&10%
Payson's Truck....70&10%
Standard, Ball Bearing....45%

Cattle Leaders
Humason, Beckley & Co's....70%
Sargent's....70&10%
Welton's....70&10%

Chain
American Coil, Straight Link:
Inch	₱ 100 Lbs.
3-16	$7.50
¼	5.35
5-16	4.40
⅜	3.70
7-16	3.55
½	3.45
9-16	3.40
⅝	3.35
¾	3.30
⅞	3.25
1 to 1¼	3.25

Covert Manufacturing Co., Breast chain, Halter chain, Heel chain, Rein chain, Stallion chain....35&5%
Galvanized Pump chain, ₱ lb....5@5½c
Ger. coil, list July 24, '97....60&10@60&10&10%
Ger. Halter chain, list July 24, '97. 60&10&10%
Jack chain, Iron....60&10@60&10&5%
Jack chain, Brass....60&10@60&10&10%
Onelda Wire Dog chains....45@50&5%
Trace Wagon and Fancy Chains:
New list....60@60&10%
Bridgeport Trace chains....65%
Stake chains....65%
Heel chains....30%

COW TIES—
American....45@50%
Niagara....45&5@50&10&5%
Covert Mfg. Co.:
Cotton....45%
Hemp....45%
Jute....50%
Sisal....30&10%

Chain Guards
Aluminum S. & N. Co....50%

Carpet Stretchers
Montross' "Excelsior," ₱ doz., $6.00....20%
Ballard's....33⅓%
Cast iron, Steel points, ₱ doz....90%
Sockets, ₱ doz....$1.75@$2.00

Carpet Sweepers
	₱ Doz.
Bissell's Cyco Bearing:	
"Parlor Queen"	$30.00
"Elite"	29.00
"Boudoir"	27.00
"American Queen"	27.00
"Ideal"	25.00
"Gold Medal"	24.00
"Premier"	24.00
"Superior"	24.00
"Prize"	24.00
"Welcome"	24.00
"Grand Rapids," nickel	24.00
"Grand Rapids," Japan	22.00
"Standard," nickel	22.00
"Standard," Japan	20.00
"Crown Jewel," nickel	21.00
"Crown Jewel," Japan	19.00
"Crystal"	36.00
"Grand," length of case, 17 inches	36.00
"Club," length of case, 24 inches	54.00
"Hall," length of case, 28 inches	60.00
"Junior," nickel, length of case 12½ inches	22.00
"Junior," Japan, length of case 12½ inches	20.00
"Misses"	9.00
Sterling Carpet Sweepers:	
Model A, Nickel trimmings	25.00
" B, Japd. "	21.00
" " Nickel "	23.00
" C " "	21.50
" D, Japd. "	19.50

Carpet and Rug Beaters
	₱ Doz.	₱ Gro.
No. 12, Wire, Tinned	$0.85	$ 9.50
" 11, Wire, Coppered	1.10	12.00
" 11, Wire, Tinned	1.20	13.50
" 10, Wire, Glavanized	1.50	18.00

Cherry Stoners
Enterprise....25@30
Goodell's Family, net ₱ doz....$5.00
Rollman's, net, ₱ doz....6.00

Chisels
SOCKET FRAMING & FIRMER—
Standard Makes....70&10@75%
L. & I. J. White....80@30&5%
C. E. Jennings & Co., No. 70....25&10%
Jennings & Griffin Mfg. Co....65&2&10%

TANGED & MISCELLANEOUS—
W. & S. Butchers'....$4.75@5$5.00to2
C. E. Jennings & Co....25&10%
Jennings & Griffin Mfg. Co.:
Tanged Chisels....25&10%
Tanged Gouges....25&10%
Tanged Firmers....40%&10%
Tanged Gouges....40%
L. & I. J. White....25&5%

COLD CHISELS—
Good quality, ₱ lb....18&16c
Snell's best C. S....50&10%
Cronk's....50%

Cleaners, Sidewalk
	₱ Doz.
Challenge Shank	$3.25
Star Shank	3.25
Star Socket	4.00

Clippers
HORSE—
Chicago Flexible Shaft Co's.:	Each.
Lightning eBlt Clipping Mach.	$15.00 15%
New '98, Chicago	8.75 15%
1902 Chicago	10.75 15%
Twentieth Century	5.00 20%

Cocks, Brass
Hardware List:
Compression, Plain bibbs, Globe, Kerosene, Racking, &c., Cocks....70&10@75%

Coffee Mills
Box and Side....50&10@60%
Enterprise Mfg. Co....25@30%
Lane Bros. Co....30%

Compasses, Dividers, &c
Athol Calipers and Dividers....40%
Bemis & Call Co's.:
Compasses....50%
Dividers....65%
Compasses, Calipers, Dividers....75@75&10%
Stevens' "Ideal"....25&10%
Stevens' "Leader"....25&10%

Coopers' Tools
Bradley's:
Hoop Drivers....25%
Rivet Sets....20%
Cold Chisels....20&5%
Punches....15%
Vises....15%
Inshaves....20%
Barton's....20@20&3%
L. & I. J. White....20@20&5
Sandusky Tool Co....25&10@30&10%

Corkscrews
Detroit Cork Screw Co....33⅓%
Humason & Beckley Mfg. Co....50&10%
Samson, ₱ doz....$10.00

Corn Hooks
	₱ Doz.
Kretsinger Cut-Easy....net	$8.00

Corn Knives and Cutters
Bradley's....net
Wadsworth's....net $1.5

Countersinks
Mayhew's Diamond....40@45%
Smith's....25%
Snell's....4%
Wheeler's Patent....50%

Cow Ties
See Chain.

Crayons
Sargent's List....20%
Dixon's:	₱ Gro.
Eclipse....7 in., $3.75; 9 in.,	$4.25
Emerald	5.00
Oriole	5.0
Rainbow	3.12
Solid	7.50
Tailors, black, $5.62; red and blue	9.00

Curry Combs
Kohler's....40%
The Metal Stamping Co....40%
Southington Cutlery Co's....25&10%

Cutlery
Foster's Pocket....30%

Diggers
See Post Hole, etc.

Dividers
See Compasses, Dividers, etc.

Dog Collars
Walter B. Stevens & Son:
Brass....40%
Embossed Glit....30&10%
Leather....40%
Union Hd'wre Co., new list....50@50&10%

Door Checks
Bardsley's....4%
Columbia....50&10%
Eclipse....60&10%
Home....50&10%
Pullman's Screen, ₱ doz. net....$4.50

Door Holders
Empire....50%

Door Springs
Columbian Steel....3%
" Faultless....50%
Gem (Coil), list Oct. '95....3%
Pullman, Perfect....3%
Pullman Coil....3%
Star (Coil), list Oct. '95....3%
Torrey's Rod, 39 in., ₱ doz. net....$1.25
" 48 in., " " " 3.50
Victor, Coil....50&10&10%
Chicago Coil Springs....40&10%
Reliance Coil Springs....40&10%

Drain Cleaners
Iwan's Adjustable....55%
Iwan's Stationary....45%

Drawer Pulls
Drawer Pulls, Griffin Mfg. Co., list....75&10%
Sargent's list....60

Drawing Knives
Standard Makes....70&10@75%
Adjustable Handle....25@25&10%
Bradley's....40&5%
Jennings & Griffin....65&2&10%
Watrous....16⅔&10%
L. & I. J. White....20&5@25%

Drills and Drill Stocks
Automatic Boring Tools, Goodell's....40&5@40&10%
Blacksmiths'....60%
Breast, Goodell's....25@30%
Breast, Miller's Falls, each $3.00....15&10%
Stearns' bench....30%
Hand, Goodell's....30&10%
Whitney's Hand Drill, No. 1, $10.00, Adjustable, No. 10, $12.00....33⅓%

TWIST DRILLS—
See Augers and Bits.

Egg Beaters
Holt-Lyon Co.:	₱ Doz.	₱ Gro.
No. 5 Japanned, Dasher flared	$0.85	$9.50
No. A, Japanned, 6 doz, $6.80	1.15	13.00
No. 1, Tinned	1.40	16.80
No. B, Japanned, hotel size.	1.85	22.00
No. 6, Japanned, Dashar flared	1.65	19.20
No. 2, Tinned, hotel size	2.00	24.00
Taplin Mfg. Co.:		₱ Gro.
No. 60 Improved Dover		$ 6.00
No. 75 Improved Dover		6.50
No. 100 Improved Dover		7.00
No. 102 Improved Dover, Tinned		8.50
No. 150 Improved Dover, Hotel		15.00
No. 152 Improved Dover, Hotel T'd		17.00
No. 200 Improved Dover, Tumbler		8.00
No. 202 Imp'd Dover, Tumbler T'd		9.50
No. 300 Imp'd Dover Mammoth ₱ doz		2.00

Escutcheons
Wood....25%

Farriers' Knives
	₱ Doz.
"Challenge"	$3.00
Popes	3.00
Wilkinson's, net	3.00
Wostenholm's	3.25

Faucets
Iron Petroleum....70@70&10%
John Sommer's "Peerless," Tin Key....40%
"Boss," Tin Key....50%
"Victor," Metal Key....50&10
"Duplex," Metal Key....60%
"I. X. L.," Corked Lined....50%
"Reliable," Cork Lined....50&10%
"O. K.," Cork Lined....50%
"Chicago," Cork Lined....60%
"Perfection," Cedar....40%
"No Brand," Cedar....50%

SELF MEASURING—
Enterprise ₱ doz. $36.00....40&10%
Lane's....$40.10&2%

Files
DOMESTIC—
New list, Nov. 1, 1899:
American....75&10@75&10&10%
Arcade....75&10@75&10&10%
J. Barton Smith....75&10@75&10&10%
Disston's....75%
Disston's Superfine....60%

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Eagle ..... 75&10@75&10&10%
Great Western ..... 75&10@75&10&10%
Kearney & Foot ..... 75&10@75&10&10%
McClellan ..... 75&10@75&10&10%
Nicholson ..... 70&10@75&5%
Nicholson's X. F. Files ..... 40@40&10%
Royal ..... 80@80&10%

IMPORTED—
Stub's ..... Stub's list, 30@33⅓%

Filters

Acorn 50%
Fulper's Natural Stone ..... $3.50@$18.50
Subject to trade discount.

Fish Hooks

Am. Fish Hook Co. list ..... 60@60&10%
Kirby & Limerick, low list (50c. base) ... 10%

Fishing Tackle

	₱ Doz.
Bishop's.	
Level Winding Jeweled Reel	$78.00
Level Winding Steel Pivot Reel	66.00
Auto Even Spooler	30.00
Gun Cleaner	4.20
Lightening Fish Scaler	3.00
Fish Hook Shield	3.00

Fish Scalers

Covert's Saddlery Works:
Great American ..... 60&20%

Fruit, Wine & Jelly Presses

Enterprise ..... 20@25%

Fry Pans

Standard list ..... 70&10%

No.	0	1	2	3	4
₱ doz.	$3.00	$3.75	$4.25	$4.75	$5.25
No.		5	6	7	8
₱ doz.		$6.00	$7.00	$8.00	$9.00

Gauges

Bemis & Call's Steel 50%
Clapboard ..... 25&10%
Disston's Mortise 70%
Marking Mortise, etc 60%
Stanley's 35%
Starrett's Surface, Center and Scratch. ..... 25&10%
Wire, Morses 25%
Wire, P. S. & W., low list ..... 30@30&10%

Gimlets

"Diamond" Gimlets, ₱ gro. ..... $4.00@$4.25
Double Cut ..... 40&10@50%
Metal Head ..... 50&10%
Wood Head 50%

Gimlet Bits

See Augers and Bits.

Globe and Racking Cocks

See Faucets.

Glue

Le Pages Liquid ..... 25&25&10%
Mystic 40%
Martins ..... 40&10%

Glue Pots

See Hollow Ware.

Graters

Enterprise ..... 25@30%

Graphite, Lubricating

Dixon's Pure Flake:
632— 1 lb. cans ..... 20c. ea
633— 5 lb. screw top tin cans ..... 85c. ea
634— 10 lb. screw top tin cans ..... $1.60 ea
644— 25 lb. boxes ..... 15c. lb
645— 50 lb. boxes ..... 14½c. lb
646—100 lb. kegs ..... 14c. lb
647—350 lb. barrels ..... 12c. lb

Grindstone Fixtures

Cronk's 50%
Forest City ..... 30@30&10%
Sargent's Patent ..... 60&10&10%
Stowells Extra Heavy ..... 50&10&10%
Stowells Light ..... 60&10%

Gunpowder

See Ammunition.

Gun Wads

See Ammunition.

Hafts

Brittons, ₱ doz. $6.50

Halters

Covert Mfg. Co.:
Jute Rope Halters 50%
Sisal Rope ..... 30&10%
Web Halters ..... 35&5%

Hammers

HANDLED HAMMERS—
Cheney's:
Adze Eye and Plain ..... 40&10&10%
Blacksmiths and Riveting ..... 50&10%
Machinists and Engineers ..... 60&5%
Magnetic tack, Nos. 1 2 3
$1.25 $1.50 $1.75
40&10@40&10&10%
Maydole's ..... 33⅓&5@40&10%
Sargent's new list 40%
Fayette R. Plumb:
Plumb, A. E. Nail ..... 33⅓&7½%
Engineers and B. S. Hand ..... 50&12½%
Quaker City Hammers ..... 40&5%
Riveting and Tinners' ..... 40&2½%

HEAVY HAMMERS & SLEDGES—
Under 3 lb 50c lb. ..... 80&10@85%
3 to 5 lb 40c lb. ..... 80&10@85%
Over 5 lb 30c lb. 85%
Wilkinson's Smiths ..... 9½c@10c ₱ lb

Hammock Ropes

Covert Mfg. Co.:
Jute ..... 40&5%
Sisal 20%

Hand Cultivators

Ulrich Mfg. Co.:
Osborne's, ₱ doz. $15.00

Handles

WOOD—

Auger, assorted, ₱ gro. ..... $2.75@3.00
Auger, large, ₱ gro. ..... 3.25@3.50
Auger, Ives' Pat., No. 1 ..... 60&10%
No. 2 to 32⅛ 40%
Axe, Pick, etc. ..... 50&10@60%
Bliss Mfg. Co.:
Chisel, Brad Awl, File, Auger, Soldering Iron ..... 25@33⅓
Brad Awl, ₱ gro. ..... $175@$2.00
Chisel, Worcester, leather capped, ₱ doz. net $1.50
File, assorted, ₱ gro. ..... $1.40@$1.50
Firmer, Chisel, Apple, assorted, ₱ gro. ..... $2.25@$2.75
Hammer, Hatchet 50%
Hoe, Rake and Fork ..... 45@50
Rollis Hdw. Co. Hafts, $9.00 ..... 40&10%
"Simplicity" File Hdls, ₱ gro. ... $.90&1.50
Saw and Plane ..... 40&10@50%
Shovel and Spade, Wood D Handle 40%
Shovel and Spade, Long Handles .. 40&5@50%

CROSS-CUT SAW HANDLES—
Atkins ..... 40&5%
Champion ..... 45@45&10%
Disston's 50%

Hangers, Barn Door

Old Pattern ..... 60&10%
New England ..... 66⅔@70
Chicago Spring Butt Co.:
Fraction 25%
Oscillating 25%
Big Twin 25%
Lane's:
Covered ..... 60&2%
Hinge Pattern, net ..... $6.08 ₱ doz.
Standard ..... 60&5%
Special, No. 25 ..... $3.50
" " 30 ..... 3.90
" " 40 ..... 5.00
" " 20 ..... 6.25
Track for same, ₱ 100 ft. net 3.75
Cronk's:
Nos. 1, 1½, 2 and 3 ..... 60&10%
Nos. 11, 12 ..... 70%
Nos. 22, 21½, 22 ..... 60%
Nos. 32, 50 ..... 60&20%
No. 44 ..... 50%
McKinney's, "None Better", No. 2, $18; No. 1 Special, $15, ₱ doz. pr. .60&10%
Myers' Stay-on ..... 60&5%
Wilcox's New Century ..... 50&10&10%

Hangers, Garment

Pullman's ..... ₱ gro. net $9.00

Hangers, Parlor Door, Etc

Lane's:
Standard ..... net $3.20
Ball Bearing ..... " 4.15
No. 105 ..... " 3.85
New Model ..... " 2.25
New Champion ..... " 2.85

Hardware Shelving

OAK CABINETS—
J. D. Warren Mfg. Co.:
No. B 438, 40 drawers, no partitions, run. ft., $3.60; net each $30.00
No. 1656, 58 drawers, no partitions, run. ft., $4.38; net each 36.47
No. 1658, 84 drawers, no partitions, run. ft., $6.52; net each 54.28

OAK BASES—
No. 1700, open base with center shelf, run. ft., $1.85; net each 15.40
No. 1702, open base with center shelf, run. ft., $2.25; net each 18.75
No. 1703, with two adjustable center shelves, run. ft., $2.75; net each 22.92

NAIL BIN BASES—
No. 1732, 12 spaces, 150 lbs. each, run. ft., $2.71; net each 22.57
No. 1770, 8 nail spaces and 4 open shelf spaces above, run. ft., $3.10; net each 25.84
No. 1772, 8 nail spaces and 6 assorted oak drawers above nail bins, run. ft., $3.68; net each 30.68

Hasps and Staples

Cronk's 50%
McKinney's "Perfect", $1.10 ₱ doz. 50%
Wrought ..... 90@90&10%
Wrought, Stanley 80%
Wrought, Griffin 80%

Hatchets

See Axes.

Hay Tools

F. E. Myers & Bro.:
Myers Unloader, double steel track .. $7.00
Myers Unloader, wood track 7.00
Comb. Car, Double steel T 7.00
Comb. Car, wood track 7.00
Rev. Car, Double steel track 7.00
Rev. Car, wood track 7.00
Myers Unloader, cable 7.00
Myers Unloader, single rail 7.00
Sure Grip Sling Car, steel or wood track 12.02
Dbl. Rail steel track, complete, ₱ ft. ..... —
Single Rail steel track, complete, ₱ ft .20
D. H. Fork steel, regular, each 1.60
Nellis Fork, each 3.00
Double Grapple Fork, each 7.00
Sprouts, Shear Fork, each 1.50
Walker Fork, each 2.50
Common 6 in. wood sheave pulley, Fig. 433, ₱ doz. 3.20
Faultless steel frame K. P. pulley, Fig. 435, ₱ doz. 4.00
Faultless Steel Frame, 6 in. plain pulley, Fig. 485, ₱ doz. 3.50
Malleable Frame K. P. pulleys, Fig. 676, ₱ doz. 4.60
Reed Wood Frame pulley with hook, Fig. 434, ₱ doz. 4.00
Steel Frame pulley with iron sheave, Fig. 565, ₱ doz. 3.50
Floor pulley, wood sheave, Fig. 486, ₱ doz. 4.50
Hanging Hooks for double steel track, ₱ doz. 1.40
Hanging Hooks for single steel track, ₱ doz. 1.40
Hanging Hooks for wood track, 10 in., ₱ doz. 1.00
16 in., ₱ doz. 1.20
Floor Hooks, ¾ in., ₱ doz. 1.40
Malleable Rafter brackets, ₱ doz. ..... .70
Wrought Rafter brackets, ₱ doz. ..... .70
Rope Hitch, ₱ doz. 3.20
Discount on above 50%

Hay and Straw Knives

Auburn Hay, com. and spear point .. 40&10%
Iwan's Hay, sickle edge, ₱ doz., net .. $9.50
Iwan's Hay, imp. serrated, ₱ doz., net. 10.00
Kohler's Hay, sickle edge, ₱ doz., net. 10.00
Auburn Straw ..... 40&10%
Weymouth, pat. ..... 65&5%
Wadsworth's ..... 40&5%

Hedge Trimmers

Wadsworth's:
No. 1, ₱ doz., net $8.00
No. 2, ₱ doz., net 6.00

Hinges

WROUGHT IRON HINGES—
Screw Hook and Strap: 6 to 12 in., ₱ lb. ..... 3¼c; 14 to 20 in., ₱ lb. ..... 3c; 22 to 36 in., ₱ lb. 2¾c

STRAP AND T HINGES—
New list, Dec. 20, 1904:
Light Strap Hinges 70%
Heavy Strap Hinges ..... 75&5%
Light T Hinges 65%
Heavy T Hinges 60%
Extra Heavy T Hinges ..... 70&10%
Hinge Hasps 50%
Corrugated Heavy Strap ..... 70&5%
Corrugated Ex. Heavy T ..... 70&10%
Extra 10%

The Blackstone Rotary Washer

It's very name is a mark of merit and a guarantee of its superior workmanship and working qualities.

* * *

It is a genuine washday worry killer.

* * *

No woman ever invested in a Blackstone Rotary without immediately finding out that it adds to her purse, subtracts from her worries and compounds her interests in life.



The Blackstone Rotary Washer is a washday favorite.

* * *

For these very reasons it has been, and always will be, a good seller.

* * *

You miss an opportunity by not handling it and displaying it in your store.

* * *

You ought to have our catalogue and prices. It puts other washers in the shade when it comes to giving all-round satisfaction.

The Blackstone Mfg. Co., Jamestown, N. Y.

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SPRING HINGES—

Bommer Brothers:
Bommer Spring Hinges....40%
Bommer B. B. Floor Hinges....40%
Hardaley's Patent Checking....15%
Chicago Spring Butt Co.:
Chicago Spring Butts....25%
Triple End Spring Butts....50%
Chicago Ball Bearing Floor Hinge....50%
Garden City Fire Engine House Hinge..25%
Chicago Saloon Door Hinge....25%
Columbian:
Steel Hinges....60%
Floor Hinges....60%
American....80&5%
Gem....30%
Oxford....80&5%
Acme, Steel....85%
" Brass....25%
Niles Mfg. Co....30%

GATE HINGES—

Clark's, Nos. 1, 2, 3....50&10@60&10%
N. E., ₱ doz., $7.80....60%
N. E., Reversible, ₱ doz., $5.60....60%
N. Y. State, ₱ doz., $4.20....60%
Western, ₱ doz., $4.20....60%

BLIND HINGES—

Parker....70&10@70&10&10%
Sargent's, Nos. 1, 3, 5, 11, 13....75%
W. H. Co's., No. 2 Mortise Gravity....60%
Stanley's Steel Gravity Blind Hinges with Screws, $1.20 ₱ doz. sets....30&10%

Hitching Cords

Covert Mfg. Co....45&2%
Covert Mfg. Co....——
Hitchers Stall....35%

Hollow Ware

ENAMELED—

Lalance & Grosjean Mfg. Co. list Nov. 1, '01:
Agate Nickel Steel Ware....50&20%
Pearl Agate Ware....50&20%
Blue and White Ware....60&15%
All White Ware....50&20%
Regal Steel Ware....60&10%
Peerless Ware....70&10%
Granite Ware, list Jan. 1, 1894, revised Jan. 2, 1895....40&10%
Iron Clad:
Peppered Ware, high list....70%
Mottled Ware, high list....75%

STOVE HOLLOW WARE—

Blacklock:
Ground....55@60&10%
Plain or Unground....60@65&10%
Country Ware ₱ 100 lbs. net...$2.75@$3.00
Enameled Ware....50@55&10%

WHITE ENAMELED WARE—

Maslin Kettles....70%
Tinned Boilers and Saucepans....40@45%
Enameled....50@55%

GLUE POTS—

Tinned....35%
Enameled....40%

SILVER-PLATED HOLLOW WARE—

4 mo. or 5% cash in 30 days.

Hartford Silver Plate Co....40&5%
Holmes & Edwards Silver Co....40&15&5%
Meriden Brittania Co....40&10%
Rogers & Brother....40&5%
William Rogers Mfg. Co....40&10%

Hooks

BUSH—

Jennings & Griffin's....33⅓&5%
Wadsworths....60%

CAST IRON—

Ceiling, Sargent's list....50&10@60%
Chandelier....60@60&10%
Clothes Line, Sargent's list....50&10&10%
Coat and Hat, Sargent's list....50&10@60%
Coat and Hat, Stowell's....70%
Harness, Sargent's list....50@50&10%
Lamp....60@60&10%
Picture....50&10%
Screw Hat....60&10@70%
Wardrobe....60&10@60&10&10%

WROUGHT IRON AND STEEL—

Cotton, ₱ doz....$1.25
Wrought Staples, Hooks, &c. See Wrought Goods.

MEAT—

Enterprise....40%
Humason & Beckley, new list....85&10%

WIRE—

Atlas, new list, single cases....75%
Ten case lots....75&10%
Wire Coat and Hat, Acme....60@60&10%
Wire Coat and Hat, Gem....60&10%
Wire Ceiling, Gem....60&10%

MISCELLANEOUS—

Belt....80&10%
Covert Mfg. Co.:
Safety Gate and Scuttle Hooks....35&5%
Grass, Wadsworth's....60%
Gronk's, Grass, ₱ doz....$3.00
Hooks and Eyes, Brass....60&10&10%
Hooks and Eyes, Mal. Iron....70&10%
Cotton, box and hay....60@10&10%

Horse Clippers

See Clippers.

Horse Nails

Nos.	6	7	8	9	1	
A. C.	25c	23c	22c	21c	21c	40&5%
American, all sizes, net						9½c
Nos.	6	7	8	9	10	
Anchor and New Haven	23c	21c	20c	19c	18c	40% @40&5
Nos.	6	7	8	9	10	
Ausable	28c	26c	25c	24c	23c	50&10%
C. B. K.	25c	23c	22c	21c	21c	40%
Capewell	19c	18c	17c	16c	16c	10&5%
Champlain	28c	26c	25c	24c	23c	40&10@50%
Clinton Fin.	19c	17c	16c	15c	14c	30&10%
Essex	28c	26c	25c	24c	23c	40&10@50%
Lyra, all sizes, net						9½c
Maud S.	25c	23c	22c	21c	21c	50%
Neponset, Nos. 5 to 10, ₱ lb.						12c
Northwestern	25c	23c	22c	21c	20c	25@25&5%
Putnam	23c	21c	20c	19c	18c	33⅓%
New Hutnam	19c	18c	17c	16c	16c	10&10%
Vulcan	23c	21c	20c	19c	18c	25&10%
Western, net						8½c

Horse Shoes

F. O. B. Pittsburgh:
Horse and mule, Iron, ₱ keg....$4.00
Steel, ₱ keg....3.75

Horse Ties

Covert Mfg. Co.:
Cotton....45%
Hemp....45%
Sisal....50%
....30&10%

Hose, Rubber

Boston Belting Co.:
"Boston"....50%
Niagara....60%
N. J. Car Spring & Rubber Co.:
Extra Para....40&10%
Reliable....50&10%
Staple....60&10%
Standard....70&10%

Hose Bands

Star Hydrant....80&80%
Steam....70%

Ice Awls, Chippers &c

Copeland Ice Pick, ₱ gross....$9.00 net
Crown....net
Gem Ice Shave....net
Sargent's Ice Awls....55%
Snell's....50%
Star....net

Ice Cream Freezers

See Freezers, Ice Cream.

Ice Shredders

Enterprise,....No. 33, ₱ doz. $6.00 25@30%
No. 84, ₱ doz. 15.00 25@30%

Jack Chain

See Chain.

Jacks

See Wagon Jacks.

Jack Screws

See Screws.

Kettles

Spun brass, plain....20@25%

Knives

Kimball's:
Bread Knives, ₱ doz. $1.50....20%
Butcher Knives....25%
Shoe Knives....25%
Cronk's Chopping....33⅓%
Dunlap Kitchen and bread Knives....25%
Foster Bros., butcher, &c....30%
Table and Pocket, see Cutlery.
Wilson's Butcher Knives....net

Knives, Hay and Straw

Wadsworth....40&10%

Knife Sharpeners

Pike's:
Nat. Grit Carving Knife Hones ₱ doz....$3.00
Solid Stone Carving Knife Hones ₱ doz....$2.50
Quick Edge Pocket Knife Hones ₱ doz....$3.00
Mounted Kitchen Sandstone ₱ doz....$1.50
} 40%

Knobs

Bardsley's wood, door shutter and base....10@15%
Base, rubber tip, 2½ in bead, ₱ gro....$1.15@$1.25
Dor Mineral....65@70c
Door Por. Jap'd....70@75
Door Por. Nickel....$2.10@$2.20

Lanterns

C. T. Ham, Class A, B, C and D....40&10%

Latches

₱ Doz.
Cronk's barn door, net....$2.00
Lane's Barn Door....40&10%

Lawn Mowers

Champion....75&10%
Clipper Improved....50&10&10&5%
Enterprise....40&10%
Genuine Philadelphia Mowers:
Styles M, S, C, K, T....70&10%
Style A (all steel)....60&10%
Style E, low wheel....60&10%
Style E, high wheel....70&10&5%
Drexel, low list....40&10%
Gold Coins, low list....40&10%
New Departure, high wheel....70&10%
New Departure, low wheel....75%
Pennsylvania....60&10

Lawn Sprinklers

Enterprise....25@30%
Philadelphia Lawn Mower Co.:
Philadelphia Lawn Sprinkler:

Nos.	1	2	3	
Per Dozen	$12.00	$15.00	$34.00	30%

Kohler's:
Daisy, net, ₱ doz....$7.50
Mystic....6.00
Rainmaker....4.80
Dew Drop....1.20

Lawn Swings Easy

Ulrich Mfg. Co., ₱ doz....$75.00

Leads

Covert Mfg. Co.:
Cotton....45%
Hemp....45%
Jute....50%
Sisal....30&10%

Lead Pipe, Etc

₱ Lb.
Bar Lead....5½@6c
Block Tin Pipe....35@37½%
Lead Pipe, full lenghts....5 to 5½
Lead Pipe, tin lined....12½c
Sheet Lead, full rolls....6¼c

Lemon Squeezers

Berger Bros., ₱ doz...8 in., $1.00; 10 in., $1.40 30%
Hotchkiss, Straight Flush, ₱ doz....$9.60
Little Giant....50@50&5%
Porc. lined, Iron, ₱ doz....$1.75
Porc. lined, Wood, ₱ doz....$1.25
Wood, common, ₱ gro....No. 0, $5.25 @$5.50; No. 1, $5.25@$6.50

Levels

C. E. Jennings & Co's.:
Hexagon....25&10%
Iron Bench, new design....25&10%
Hollis Hardware Co.:
Adj. Steel 7 in., $24.00....40%
12 in., $27.00....40%

Lifters

See Transom Lifters.

Lines

Cotton and Linen Fish....40%
Cotton Chalk, 20 feet....40&10%
Cotton Trot....20%
Samson Cot., Nos. 4, $2.20; 4½, $2.75....20%
Silver Lake braided, ₱ gro., Nos. 0, $6.00; 1, $6.50; 2, $7.00; 3, $7.50....20%
Wire Clothes:

	18	19	20
1000 feet	$2.20	$2.00	$1.65
75 feet	1.80	1.70	1.30

Loaded Shells

See Ammunition.

Locks

DOOR LOCKS, LATCHES, &C—

Lockwood Mfg. Co....40%
R. & E. Mfg. Co....40%
Reading Hardware Co....45&20%
Sargent & Co....40&10%

CABINET—

Eagle Lock Co....33⅓%
Corbin....33⅓%
Yale....33⅓%

PADLOCKS—

Acme bicycle and satchel, ₱ doz., $9.00...40%
Ames Sword Co....40%
Brown's brass....25%
Brown's chain....25%
Champion....40%
Eagle....40%
Slaymaker's:
General line....35&10%
Scandinavian....90%
" steel keys....50%
Smith & Egge bicycle....50%
Wrought iron....75&10@80%
Yale Lock Co....60%

TRUNK—

Corbin's....25&10%
Eagle....40%

Machine Bolts

See Bolts.

Mail Boxes

See Boxes, Mail.

Mallets

Hickory....45@5&50%
Lignumvitæ....45@5&50%
Bliss:
Carpenters, Tinners, Box, Carvers...33⅓%

Maslin Kettles

See Hollow Ware.

Mattocks

Cronk's Garden....33⅓%
Regular Goods....70&10%@75%

Meat Cutters

American....30%

Nos.	1	2	3	4	5	6
Each	$5	$7	$10	$25	$50	$80

Dixon's, ₱ doz....30&10@40%

Nos.	1	2	3	4
Each	$14	$17	$19	$30

Enterprise....25@25&7½%

Nos.	5	10	12	20	22	32
Each	$2	$3	$2.75	$6	$4.50	$6

Little Giant....33⅓@40%

Nos.	305	310	312	320	322
Each	$35	$48	$44	$72	$68

Woodruff's, ₱ doz....30&10@40%

Nos.	100	150
Each	$16	$18

Beef Shavers (Enterprise)....25@30%

Meat Jiuce Extractors

Enterprise....25&30%

Metals, Anti-Friction

	₱ Lb
Magnolia Metal Co.:	
Defender	18c
Cosmic	10c
Magnolia, Anti-Friction	25c
Mystic	15c

f. o. b. New York or Chicago.

Melting Ladles

Monroe's Patent, ₱ doz., $4.00....40%
Sargent's....60@60&10%

Mitre Boxes

C. E. Jennings & Co....30&10%
Seavey's, ₱ doz., $30....40%
Stanley Rule and Level Co.:
Nos. 340 to 460....30%
Nos. 50 and 60....35%

Motors

COFFEE MILL—

Specialty Novelty Co., each....$5.00

Nails

WIRE AND CUT NAILS—

See Review of the Markets for Quotations.
Wire nails and brads, Papered Assn list, July, 1899....90, 90&10%

PICTURE—

Niles' Patent....40%
Porcelain head, combination list....60&10%
Porcelain head, Sargent's list....60%

Nail Nippers

"Gem," ½ gross lots, ₱ gross....$21.00
" less quantity, ₱ dozen....2.00

Nail Pullers

Ajax, 5 lbs., ₱ dozen, net....$7.50
Black Hawk, ₱ dozen....9.00
Cyclops....50&10%@50%
Cronk's, ₱ dozen, net....$12.00
Eureka, No. 74, ₱ doz., net....$8.50
Eureka, No. 75, ₱ doz., net....$8.00
Giant, No. 1, ₱ doz., $18.00; No. 1½, $16.50; No. 2, $15.00....50&5%
Lightning, ₱ doz., $18.00....25%
Morris No. 1, list $20.00....50%
National, ₱ doz., $24.00....10%
Pelican, ₱ doz., $ 9.00....40@40&10%
Rollis Hardware Co., No. 1, $18.00...50&10%

Nail Sets

₱ Gro
Hunters, Cup Point, knurled....$10.00
Hunters, Cup Point, plain....9.00
Octagon....4.00@4.75
Round, assorted....3.00@3.25
Square....4.00@4.25
Snell's:
Octagon, ₱ gro....$5.25
Corrugated....6.75
Knurled....6.75@7.50

Nippers

Acme....50%
Smith's cutting....50%
Todd's cutting....50%

Nut Crackers

₱ Gro
Acme, Japanned, $30.00....40%
Acme, Nickel Plated, $3.00....20%

Nuts

Cold Punched:

Mfrs. or U. S. Standard.	Off List
Square, plain	$4.20
Hexagon, plain	5.40
Square, C. T. & R.	5.10
Hexagon, C. T. & R.	5.80

Hot Pressed:

Mfrs. U. S. or Nar. Guage Standard	
Square, blank	5.40
Hexagon, blank	5.40
Square, tapped	5.40
Hexagon, tapped	5.80

Oils

Linseed, city, raw, in barrels, ₱ gal....49c
Linseed, city, boiled, in barrels, ₱ gal..51c
Out of town on spot, ₱ gal....46c
Calcutta, raw, in barrels, ₱ gal....60c
Lard, prime city, ₱ gal....56@56c
Lard, Extra, No. 1....48@49c
Lard, No. 2....36@38c

Oilers

Brass and copper....50&10
Tin or steel....65&10

Cushman & Denison's:	₱ Doz
Gem	$ .50
Leader	.80
Perfect oilers	1.50
Star pocket oilers	.75
"Paragon," brass	45@50%
"Paragon," zinc	60&10%

Wilmot & Hobbs Mfg. Co's. Steel anti-rust....70@70&10%
Zinc and tin....65@65&10%
American Tube & Stamping Co.:
Spring bottom cans....70@70&10%
Railroad oilers, etc....60@60&10%

Oil Stones, Etc

AXE STONES—

Pikes':			
Hindostan, large axe	8c	₱ lb	40%
" small "	10c	" "	
Queer Creek Axe	20c	" "	

OIL STONES—

Pikes':			
Lily White Washita	60c	₱ lb	
Rosy Red "	60c	" "	
Extra "	50c	" "	
No. 1 "	40c	" "	
No. 2 "	30c	" "	
Lily White " round edge slips	90c	" "	
No. 1 Washita, round edge slips	70c	" "	
Washita Pen Knife pieces	70c	" "	
No. 1 Hard Arkansas stone 3 to 5½ in. long	$2.80	" "	33⅓
No. 1 Hard Arkansas stone 5½ to 8 in. long	$3.50	" "	
No. 1 Soft Arkansas stone 3 to 5½ in. long	$1.50	" "	
No. 1 Soft Arkansas stone 5½ to 8 in. long	$1.70	" "	
Soft Arkansas, round edge slips	$2.50	" "	
Hard Arkansas, round edge slips	$4.00	" "	
Hard Arkansas Pocket Knife pieces	$4.00	" "	

Pikes':
Washita and Arkansas stones, mounted in pol. hardwood cases, all sizes....40%
India Oilstones, all grades and sizes....33⅓%

Queer Creek Oilstones	20c	₱ lb	40%
Chocolate Oilstones	50c	" "	
Regular Hindostan	8c	" "	
Small Hindostan	10c	" "	

Packing, Steam

RUBBER—

Boston Belting Co.:
Phoenix, net ₱ lb....50c
Plumbago....50%
Pure Packing, "Excelsior"....50%
Extra....60%

MISCELLANEOUS—

	₱ Lb
American Packing	8c@10c
Cotton Packing	16c@25c
Italian Packing	9½c@13c
Jute	4½c@5c
Russian Packing	8½c@11c

Padlocks

See Locks.

Parers

APPLE—

Advance	₱ doz	$ 4.00
Baldwin	" "	4.00
Bonanza Improved	each	6.50
Daisy	₱ doz	4.00
Dandy	each	7.50
Eureka Improved	"	20.00
Family Bay State	₱ doz	15.00
Improved Bay State	" "	36.00
Little Star	" "	5.00
New Lightning	" "	7.00
Reading, 72	" "	3.25
Reading, 78	" "	6.25
Rocking Table	" "	6.50
Turntable, '98	" "	6.00
White Mountain	" "	5.00

POTATO—

	₱ Doz
Saratoga	$7.00
White Mountain	6.00

Pencils

Dixon's:	₱ Gro
Carpenter's	$2.17@3.75
Carpenter's, blue or red lead	4.00@7.50
Office	1.87@7.50
Lumber	6.37
Colored lumber	9.00
Black artists	9.37
Colored	4.38@7.50
Assortment boxes	1.31@2.50

Percussion Caps

See Ammunition.

Picks and Mattocks

List Feb. 23, 1899....70&10@75%

Pipe Hangers, Conductor

Iwan's, Perfection wire....50%

Planes and Plane Irons

WOOD PLANES—

Bailey (Stanley R. & L. Co.)....40%
Bench, first quality....40&10%
Bench, second quality....50&10%
C. E. Jennings & Co....50&10
Molding....33⅓&5

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IRON PLANES—

C. E. Jennings & Co., iron....50&10%
Sargent's....60@60&10%
Standard Tool Co....50@60&5%
Stanley Rule & Level Co.:
Bailey's....40%
Miscellaneous....35%

PLANE IRONS—

Buck Bros....80%
Butcher's....$5.00@5.25 to £
C. E. Jennings & Co....16⅔&10%
Stanley R. & L. Co....35%
L. & I. J. White....20&5@20%

Pliers and Nippers

Button....75&10@75%
Cronk & Carrier:
Pliers.
No. 1....60&10%
" 20, net....$9.00
" 40....75%
" 50....80%
" 65....40%
" 70....50%
" 80....40%
" 85....40%
Wm. Johnson's Gas Pliers....66⅔%
Smith's Side Cutting....25%

Plow Bolts

See Bolts.

Plumb Bobs

Keuffel & Esser Co....33⅓%

Plumbs and Levels

Cook's....40&10&10%
Davis':
Inclinometers....30%
Iron Levels....25&10%
Disston's....70%
Machinists'....25%

Pocket Levels

Stanley's....45%
Duplex....35%

Poachers

See Egg Poachers.

Police Goods

Tower & Lyons....25%

Polish Metal

Presoline Liquid, new list....40%
Prestoline Paste....40@40&10%
U. S. Metal Polish Paste, 3 oz boxes,
₱ doz....$ .50
₱ gross.... 4.00
¼ pound boxes, ₱ dozen.... 1.25
1 pound boxes, ₱ dozen.... 2.95
U. S. Liquid, 8 oz cans, ₱ dozen.... 1.25
₱ gross.... 12.00
Barkeeper's Friend Metal Polish
₱ dozen.... 1.75
₱ gross.... 18.00

Polish, Stove

Black Eagle benzine paste, 5 lb cans, ₱ lb.... 10c
Black Eagle, liquid, 10 oz. cans, ₱ doz.... 75c
Black Jack paste, ¾ lb cans, ₱ gross. 9.00
Black Kid paste, 5 lb can, each.... 65c
Ladd's Black Beauty, ₱ gross, $10.00. 50%
Joseph Dixon's, ₱ gross, $5.75.... 10%
Dixon's Plumbago, ₱ lb.... 8c
Fireside, ₱ gross.... 2.50
Gem, ₱ gross., $4.50.... 10%
Japanese, ₱ gross.... 3.50
Jet black, per gross.... 3.50
Peerless Iron enamel, 10 oz. cans ₱ doz 1.50
Wynn's:
Black silk, 5 lb. pail, each.... 70c
Black silk, ½ lb. box, ₱ doz.... 1.00
Black silk, 5 oz box, ₱ doz.... 75c
Black silk, ½ pint liquid, ₱ doz.... 1.00

Poppers, Corn

Square.	₱ Doz	₱ Gro
1 qt....		$ 9.00
1½ qt....		11.00
2 qt....		13.50

Post Hole Diggers

Disston's Samson Digger, ₱ doz. $34.. 25%
Kohler's:
Little Giant.... ₱ doz., net $12.00
Hercules.... " " 9.50
Invincible.... " " 9.00
Pioneer.... " " 7.20
Universal.... " " 13.00
New Champion.... " " 5.50
Rival.... " " 7.50
Ryan's.... ₱ doz., $20.00 25%
Iwan's: ₱ Doz
Split handle.... net $7.00
Perfection.... " 8.00
Rockford Tack & Nail Co.:
Rockford brand.... ₱ doz., " 6.50
Atlas pattern.... " " " 7.50

Post Hole Augers

Iwan's Patent Improved....40&5%
Perfection.... ₱ doz., net $8.25
Split handle.... " " 7.50
Vaughan's, 4 to 9 in.... " " 6.00

Potato Hooks, Etc

Hoe Down Hooks....75&10&2%
Hop Hooks....60&10&2½%
Potato Hooks....70

Powder

See Ammunition.

Presses

See Fruit and Jelly Presses.

Primers

See Ammunition.

Pruning Hooks and Shears

Cronk's Pruning Shears, all styles....33⅓%
Disston's Combined Pruning Hook and Saw, ₱ doz., $18.00....25@25&10%
Disston's Pruning Hook, ₱ doz., $12.00. 25@25&10%
Smith's:
Pruning Shears....60&10%
Rockdale Pruners....33⅓%
Standard Tree Pruners....75%
E. S. Lee & Co's. Pruning Tools....40%
P. S. & W. Co's. Shears....40%
Waters' Tree Pruners....75&10%

Pulleys

Awning....60@60&10%
Axle....50&10@60%
Brass screw....45&10%
Ceiling....50@10&60%
Clothes line, Japanned....60%
Common Sense....60%
Dumb Waiter....60@60&10%
Empire Sash Pulley....60%
Fox all steel....50%
"Grand Rapids," all steel....50%
Hay Fork, swivel eve., ₱ doz., 4 in., $3.75; 6 in., $5.00....55%
Hay Fork, Hartz, 4¼ in., ₱ doz., $6.00.. 50&10%
Hay Fork, 5 in., solid, $5.70....50%
Hot House....50&10@50&10&10%
Stowell's Anti-Friction, 5 in. wheel, ₱ doz., $12.00....40%
Side, Anti-Friction....60%
Shade rack....45%
Upright....50&10@50&10&10%

Pumps

Cistern, best grades....60@60&10%
Pitcher Spout, best grades....75&80%
Power Pumps, Myers'....50%
Spray Pumps, Myers....50&10%
Spray Pumps, Kohler's:
Daisy, net ₱ doz.... $ 7.50
Mechanical, net ₱ doz.... 7.50
F. E. Myers & Bro., low list:
No. 1, Fig. 328, 3 in. Shallow Well Pump.... 13.00
No. 8, Fig. 328, 3¼ in. Shallow Well Pump.... 15.00
No. 5, Fig. 307, 3 in. Deep Well Pump.... 15.00
No. 6¼, Fig. 307, 3¼ in. Deep Well Pump.... 17.00
No. 14, Fig. 521, 3 in. Deep or Shallow Well Pump.... 15.00
No. 32, Fig. 523, 3 in. Deep Well Pump.... 17.00
No. 56, Fig. 331, 3 in. Shallow Well Pump.... 14.00
No. 59, Fig. 332, 3¼ in. Shallow Well Pump.... 17.00
No. 70, Fig. 333, 2¼ in. Deep Well Pump.... 15.00
No. 72, Fig. 333, 3 in. Deep Well Pump.... 15.00
No. 102, Fig. 448, 3 in. Lift Pump.... 9.00
No. 108, Fig. 448, 3¼ in. Lift Pump.. 11.00
No. 128, Fig. 510, 3 in. Lift Pump.... 7.00
No. 131, Fig. 510, 3¼ in. Lift Pump.. 8.50
No. 225, Fig. 399, Windmill Pump... 12.50
No. 235, Fig. 408, Windmill Pump... 16.00
No. 240, Fig. 406, Regulator Pump.. 28.00
No. 302, Fig. 477, Spray Pump, complete.... 11.50
No. 330, Fig. 547, Knapsack Spray Pump.... 10.00
Discount 50% f. o. b. Ashland.
No. 268, Fig. 513, Low Down Tank Force Pump, net.... 5.00
No. 320, Fig. 492, Bucket Spray Pump, net.... 2.00

Punches

Bemis & Call Co's.:
Cast Steel Drive....50%
Morrill's....50%
Niagara Hollow....45%
Niagara Solid....55%
Saddlers' or Drive, good....60@65%
Snells' Tinners'....40&5%

Rail

Barn Door, Light, Inches...	½	⅝	¾
₱ 100 feet....	$1.40	1.95	2.60

Barn Door, "None Better" No. 1, ₱ ft...3¾c
Barn Door, "None Better" No. 2, ₱ ft.....4c
B. D. for N. E. Hangers:
Angular, ₱ ft., 6c....70%
Double Flange, ₱ ft., 8c....70%
Cronk's: ₱ Ft
O. N. T. style, No. 13....2¾c
Double braced....3c
Lane's:
O. N. T. 1 in., ₱ 100 ft., net....$2.75
O. N. T. 1¼ in., net.... 3.00
O. N. T. 1½ in., net.... 4.00
Hinge Hanger, 1 in., ₱ 100 ft.... 3.50
" " 1¼ " " " " 3.96
Stowell's Wrought steel....25%
Sliding Door, Bronzed Wrought iron, ₱ ft....6½c
Sliding Door, Steel, Brass Plated, ₱ ft. 5½c
Sliding Door, Wrought brass, 1⅜ in ₱ lb. 36c....25@30%
Victor Track Rail, 7c ₱ ft.....60&10&2½%

Rakes, Etc

Cronk's:
Malleable....70%
New Champion....75%
Victor....80%
Anti-Clog Lawn....75%
Never Break Garden....75&10%
Queen City Lawn....40%
Kohler's:

	Net
Lawn Queen, 20....	$3.45
" 24....	3.60
Jumbo Lawn, 36....	5.25
Paragon (wood head)....	2.75
Steel Garden, 10th....	2.24
" " 12th....	2.40
" " 14th....	2.64
" " 16th....	2.88

Rasps, Horse

Disston's....75%
New Nicholson Horse Rasp...70&10@75&5%
See also Files.

Razors

Electric....List Net
Boracic....60%
Fox....50%
J. R. Torrey Razor Co....20%
Wostenholm & Butcher, $10.00 to £.....10%

Razor Hones

Belgian German and Swaty, all sizes...50%

Registers and Ventilators

HOT AIR—
New list, July 1, 1905:
Black Japanned, White Japanned, Bronzed Finishes, Electro-Plated and Nickel Plated....70&10%
White Porcelain....60%
Solid Brass and Bronze Metal....50%

Revolving Chimney Tops

Iwans' Volcano....50&5%

Rifle Cleaners

Bishops':
Small Bore Rifle Cleaner, ₱ doz.....$3.00

Rings

See Bull and Hog Rings.

Rivets and Burrs

COPPER—
Belt with Burrs....50&60@60%
Hose with Burrs....50&10@60%
IRON OR STEEL—
New list, Jan. 8, 1904.
Tinners....75%&5%
Miscellaneous....75%&%



GET BUSY

That is the one secret of success in the Hardware trade.
The rapid sales and quick turning over of capital that

A Line of Arcade Goods

will produce is a revelation to Hardware dealers, and there is a reason for it. Consumers know the excellent quality that the name Arcade signifies. They know that it stands for the highest satisfaction and greatest efficiency that their money can buy. It is this knowledge that makes them demand Arcade Goods when they are in need of any of the 300 articles we manufacture.

To prove their unquestionable merit to any doubting dealer we will send a sample of any article desired.

We show on this page four articles that are money-makers for the dealer.



The Crystal Coffee Mill

THE CRYSTAL COFFEE MILL

with glass hopper and tumbler. This is the most perfect mill made and with it the most discriminating customers may be interested. Its superior advantages are appreciated on sight.



The Gem Mop Head.

THE FAMOUS GEM

is known to housekeepers everywhere as the one dependable mop head. It is made of the best steel and equipped with the latest improved spring adjustment. It is a most durable, saleable and profitable article.



The Jewel Coffee Mill

THE JEWEL COFFEE MILL

with glass canister holding one pound of coffee. This is a companion of the Crystal, but sells at a lower price. A liberal dose of these two mills will prove a tonic to your coffee mill trade.

You can satisfy every requirement of your trade with one of the sixty different styles of wood, glass and metal mills which we manufacture

THE EIGHT SPACE SPICE CABINET

is made of hard wood in natural finish. It is strongly built to withstand the roughest usage. Each compartment is labeled and fitted with iron pulls. The general effect is one that appeals to the careful housewife.



Eight Space Spice Cabinet

Write for Our Latest Catalog

ARCADE MANUFACTURING CO.

Freeport, Ill.

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Rivet Sets
Regular list....70%

Rollers, Stay
Cronk's:

Nos.	50	55	56	60	65
₱ Dozen	$1.00	.60c	.75c	.75c	.90c

Rope
	₱ Lb
Cotton Rope:	
Best ¼ in. and larger	16½c
Medium	14½c
¼ in. and larger	
Common	10½c
Jute Rope:	
A grade	6c
C grade	5½c
Manilla Pure:	
7-16 in. and larger	12c
⅜ in.	12½c
¼ and 5-16	13c
Sisal, Pure:	
7-16 in. and larger	10c
⅜ in	10½c
¼ and 5-16 in	11c

Root Cutters
Lane's....25%

Rules
Athol, Steel....33⅓%
Boxwood....60&10@60&10&10%
Ivory....35&10@35&10&5%
Keuffel & Esser Co.:
Folding, wood....35&10%
" steel....33⅓&10%
Lufkin's:
steel....50&10%
Lumber....60%
Miscellaneous, Stanley's....60%

Sad Irons
DOVER ASBESTOS—
Polishing....50%
Pressing....50%
Laundry....45%
Sleeve....50%
Tourist....50%
Toy....50%
Blacklock:
Plain black in cases, ₱ 100 lbs....$2.75
Bronze finished in cases, ₱ 100 lbs....3.15
Aluminum finish, in cases, ₱ 100 lbs. 2.95
Full nickel, in cases, ₱ 100 lbs....3.75
COLD HANDLED—
Enterprise Mfg. Co. of Pa....20&5&5%

Safety Fuse
See Fuse.

Safety Lifts
Burr Mfg. Co., steel....70&10%

Sand and Emery Paper and Cloth
Baeder, Adamson & Co's. list:
Emery cloth....50&10@60%
Garnet paper....25%
Flint and emery paper....50&10@60%

Sash Balances
Caldwell Mfg. Co....50%
Pullman....50&10@60%
Victor bronze....75%
Victor steel....70%

Sash Chain
Competition....50&10%
Giant....40%
Monarch B. C. Co....70%
Pullman bronze....70%
Pullman cop steel....70&10&10%
Royal metal....65&5%
Steel B. C. Co....70&10%
Steel, copperplated....70%
Victor bronze....70%
Victor steel....75%

Sash Cord & Weight Fastener
Ives....40%

Sash Cord
Cable Laid Italian, ₱ lb....16@18c
Cable Laid Russia, ₱ lb....15c
Common India, ₱ lb....10¼@10½c
Patent Russia, ₱ lb....14c
Patent India, ₱ lb....12½@13c
Silver Lake:
A Quality, drab, ₱ lb....40c
A Quality, white, ₱ lb....35c
B Quality, drab, ₱ lb....35c
B Quality, white, ₱ lb....30c

Sash Fasteners
Imperial....¼33⅓%
Sash rollers....70%
Ives casement fasteners....40%
Champion....50%
Monitor, steel....25%
Shutter sheaves....60%
Window screen sash lifts....62%

Sash Locks
Champion meeting rail....50%
Champion side....60%
Ives' patent:
Bronze and Brass....62½
Crescent....50&10,
Iron....62½
Window ventilating....60%
Robinson pat. ventilating sash lock....40%
Wrought bronze and brass....55%
Wrought steel....55%
Payson's signal....80%
Pullman patent ventilating....25%

Sash Weights
Ton lots at factory (Eastern)....$25.00

Sausage Stuffers or Fillers
Enterprise Mfg. Co....25@25&7½%
National Specialty Mfg. Co....30%

Saws
Atkins:
Band to 14 in. wide....90%
Band ¼ to 3-16 in. wide....50%
Butcher....40&10%
Pruning and Compass....40%
Circular....50%
Cross Cut....35&5%
Gang....50%
Hand, Panel and rip....40%
Wood....40&10%
Diamond Saw and Stamping Works:
Sterling Kitchen saws....25%
Disston's:
Circular, solid and inserted tooth....50%
Band 8 in. to 16 in. wide....60%
Band ¼ in. to 1¼ in....60%
Cross cuts....50%
Narrow cross cuts....55%
Mulay, mill and drag....50%
Framed wood saws....35%
Wood saw blades....35%
Wood saw rods....5
Hand saws, Nos. 12, 99, 9, 16, D100, D85,⅝ 120, 76, 77, 8....22½
Hand saws, Nos. 7, 107, 107½, 3, 1, 0, 00, combination....30%
Compass, keyhole, pruning, dovetail, &c....25%
Butcher saws and blades....35%
C. E. Jennings & Co's.:
Butcher....30&10%
Hand Panel, rip & other saws..20&2½&10%
Peace:
Cross cuts....50%
Hand panel and rip....30%
Richardson:
Circular and mill....50%
X cuts....50%
Hand saws....30%
Star, Butcher....25%

HACK SAWS AND FRAMES—
Chatillon....30%
Diamond Saw & Stamping Works:
Sterling hack and saw blades....35%
Sterling hack saw frames....20%
Disston's:
Concave blades....25%
Keystone flex. back and mach. blades.40%
Hack saw frames....30%
Griffin's:
Complete....40&10%
Saw blades....35&5&10%
Star, saws and blades....22%

Saw Filer
Disston's D8 Clamp and Guide, $30.00
₱ doz....30%

Saw Frames
C. E. Jennings & Co....20%
Richardson's Wood....net

Saw Sets
Atkins,
Criterion saw sets, ₱ doz....$6.00
Excelsior saw tools, " " 6.00
Disston's Monarch, Nos. 1 & 10 & Star....30%
Hart's patent lever....20%
Kohler's:
"Giant Royal," ₱ doz. net....$8.50
"Royal," ₱ doz. net....5.00
Morrill's:
Nos. 1, $15.00; 10, $15.63; 11, $15.63....50%
Cross cuts, Nos. 3 & 4, $20.63; 5, $30.00..50%
Richardson's....25%
Seymour Smith & Son, hammer, ₱doz.$4.75
Stillman's, ₱ doz....1.00
Taintor's Positive, $18.00 ₱ doz....60%

Scales
Chatillon's:
Eureka....40%
Favorite....40%
Grocers' triple scales....50%
Family, Turnbull's....30@30&10%
Hatch:
Counter....40%
Tea....40%
Union Platform, plain....$1.80@$2.00
Striped....$2.00@$2.20
Pelouze....50%

Scale Beams
Chatillon's No. 1....30%
Chatillon's No. 2....40%

Scrapers, &c
Adj. Box scrapers(S. R. & L. Co.)$6.00..45%
Box, 1 handle, ₱ doz....$2.00
Box, 2 handle, ₱ doz....$3.00@$4.00
Foot....55&5&60&5%
Ship, Common, ₱ doz., net....$2.40
Ship, R. I. Tool Co....10%

SIDEWALK—
Kohler's steel No. 7, ₱ doz....$2.50

Screens
DOOR—

Phillips,	₱ Doz
Style E, ⅞ in	$10.00
Style O77, ⅞ in	7.50
Style X V, ⅞ in	10.50

WINDOW AND FRAMES—
Phillips:
Flyer pattern....60&10&60&10&5%
Air Line pattern....60&10%
Perfection....60&10&60&10&5%
Screen frames....70&5@60&10%

Screw Drivers
Brace Screw drivers....25&10&5%
Buck Bros....30%
Screw Driver Bits....27½
Champion....40%
Disston's Flat Blade, electric, telegraph and cabinet makers....70%
Electric spiral, No. 01, ₱ doz., net....$6.00
Electric spiral, No. 02, " " " 5.00
Ellrich's socket and ratchet....40&10%
Fray's hollow hdle sets, No. 3, $12.00....50%
C. E. Jennings & Co., No. 285....40&10%
Jennings & Griffin....66⅔%
Sargent & Co's.:
No. 1 forged blade....50&10&50&10&5%
Nos. 20 and 40....66⅔%
Screw Driver bits(Snell's) ₱ doz....60c
Stanley R. & L. Co's.:
No. 64, varnished handles....60&10%
No. 86....70&10%
Victor....55%
Defiancio....70%
Snell's No. 5....75%
No. 10....80%
Nos. 20 and 30....70%
Tower & Lyon:
Champion....40%
Magazine....25%
Machinists'....40%
Belsley's patent....33⅓%

Screws
WOOD SCREWS—
List July 22, 1903.
Drive screws, diamond point....87½&10%
Iron, bright flat head....87½&10%
Iron, bright round and oval head....85&10%
Brass, flat head....85&10%
Brass, round head....80&10%
Bronze, flat head....77½&10%
Bronze, round head....75&10%
Nickel Plated, iron flat head....77½&10%
Nickel Plated, iron round head....77½&10%

MACHINE—
List, January 1, 1898.
Brass, flat head; Brass, round head; Iron, flat head; Iron, round head..50&50&10%

COACH, LAG AND HAND RAIL—
G. P. Coach, list Oct. 1, '99....75&12½%
Hand Rail....70&10&75%
Lag screws, list Oct. 1, 1890.
Cone Point....75&17½%

BENCH, HAND, ETC—
Bench, iron, ₱ doz....1 in., $3.50@$3.75 1¼, $3.00@$3.25; 1¼, $3.50@$3.75
Bench, wood, beech....30@30&5%
Hand, wood....30@30&5%
Jack Screws, Miller's Falls, roller bearing....50&10%
Jack Screws, Miller's Falls, without roller bearing....40&10&10%
Jack Screws, P. S. & W....50@50&5%
Jack Screws, Sargent's....70&10%

Scroll Saws
Cricket....10&10%
C. E. Jennings & Co....25%
Lester, complete, $10.00....15&10%
Rogers, complete, $4.00....15&10%

Scythes
₱ Doz
Wadsworth's:
Natural Finish, grass; Polished Blade, grass; Painted or Bronzed, grass; Clipper, grain; weed and bush....40%

Scythe Rifles
3-Coat, ₱ gro., $10.00....} 40%
4-Coat, ₱ gro., $12.00....}

Scythe Stones
₱ Gro
No. 1, Indian Pond....$ 7.00
No. 2, " " 4.50
White Mountain....9.00
Black Diamond....12.00
Lamoille....11.00
Green Mountains....6.00 } 40%
Leader Red End....4.50
Willoughby Lake....9.00
Extra Quinnebog....7.00
Pike's Corundum....24.00
" Emery....15.00

Seeders
Raisin, Enterprise....25@30%

Shears
Acme (cast)....40@40&5%
Ætna, Steel Japanned....30&30%
Ætna, Steel Nickeled....70&30%
Barnard Lamp Trimmers....40%
Carrier Cutlery Co.:
N. P. Straight Trimmers....66⅔%
N. P. Bent Trimmers....66⅔%
Japanned Straight....70&10%
Japanned Bent....70&10%
Cronks
Nickel Plated....60&10%
Japanned....60&30%
Heinisch's:
Straight Trimmers, etc.60&10&60&10&10%
Tailors' Shears....40%
Tinners' Snips....40%
Pruning, See Pruning Hooks and Shears.
Seymour's Standard List:
Japanned....70%
Nickeled....60%
Standard Cutlery Co.:
Japanned....70&10%
Nickeled....60&10%
Star Brand:
Nickel Scissors....60%
Nickel Shears....60%
Japan Shears....70%
Tailors' Shears....40&10%
Pruners....70%
Tinners' Snips....40&10%

Shears, Hedge
Wm. Wilkinson & Sons....50%

Sheaves
SLIDING DOOR—
Corbin's list....60&10&2%
Hatfield's Pattern....70&10@80%
Stowell's Anti-Friction....50%
Patent Roller....60&10@60&10&5%
SLIDING SHUTTER—
Sargent's list....70%

Shells
See Ammunition.

Ship Tools
L. & I. J. White....25%

Shot
See Ammunition.

Shovels and Spades
Association List, Nov. 15....40%
F. E. Kohler Co....net prices
Avery Stamping Co....net prices

Shutter Bars
Ives'....45%

Shutter Bolts
See Bolts, Shutter.

Sifters, Flour
Hunter's Genuine, ₱ gross....$10.50@$11.50

Skate Sharpeners
Eureka....₱ doz.. $1.75; ₱ gro., $18.00

Slaters' Tools
Plumbs....30%

Slaw and Kraut Cutters
Disston's:
Slaw, vegetable, corn grater, turnip shredder....40%
Kraut cutters, 24x7, 26x6, 30x9....55
Kraut cutters, 36x12, 40x12....40%
Enterprise Mfg. Co....25@30%
Tucker & Dorsey:
1 knife, ₱ gro....$18.@$20.00
2 knives, ₱ gro....$22.50@$30.00
Kraut cutters....40%
Woodrough & McFarlin....40%

Sledges and Heavy Hammers
See Hammers.

Slicers
Vegetable, Enterprise....25%

Smiths' Bellows
See Bellows.

Snaps, Harness, &c
German, new list....40@40&10%
Sargent's:
Patent Guarded....66⅔%
Covered Spring....50@55%
Covert Mfg. Co.:
Covert Breast strap, bkle snaps....45%
Yankee Breast strap, bkle snaps....17½%
Breast strap protector....45&2%
Double for bits or trace carrier....45%
Trojan snaps....45%
High grade snaps....45%
Jockey snaps....35%
Derby snaps....30&2%
Rope snaps....35&5%
Yankee snaps....30&2%

Scythe Snaths
National Snath Co....45&5%
Grain cradles....40&12½%

Spoke Shaves
Bailey's (Stanley R. & L. Co.)....50&10%
Razor Edge....25%
Iron, ₱ doz....50&10%
Miller's Falls....15&10%
Seymour Smith & Sons, iron....30%
Wm. Johnson's:
Wood, best....30%
Wood, second quality....33⅓

Spoons and Forks
Boardman's:
Nickel silver, catalogue "D"....net list
SILVER PLATED FLAT WARE—
L. Boardman & Son, cat'lge "D" net list
International Silver Co.:
"1847"....40&10%
"Anchor"....6%
"Eagle"....50&10%
"Star"....50&10%
Rogers, Smith & Co....50&10%
Rogers & Hamilton....40&10%
Holmes & Edwards....50&10&10%
German silver, unplated....60@60&5%
KNIVES AND FORKS, NO. 12—
₱ Doz. Net
"1847"....$3.50
"Anchor"....3.25
"Eagle"....3.25
"Star"....3.25
Rogers, Smith & Co....3.25
Rogers & Hamilton....3.25
Holmes & Edwards....3.00

Springs
See Door Springs.

Spring Balances
See Balances.

Spring Hinges
See Hinges.

Squares
Disston's Try sq're & T bevels, new list..70%
Try square and T bevel....60&10&10&10%
Winterbottom's Try and Mitre:
Iron Handle....40%
Wood Handle....50%
Nickel-pl'ted, new list, Jan. 5, '00.70&10&10%
Steel and iron....70&10&10%

Staples
Barbed blind, ⅜, ⅝, & ¾ in., ₱ lb....6½c
FENCE—
Same price as Barb Wire, see trade report.

Stay Rollers
Cronk's, No. 50, net ₱ doz....$1.00
" " 55 " " " 60c
" " 56 " " " 84c
" " 60 " " " 84c
" " 65 " " " 80c
Lane's, Nos. 1, 2 and 3....40%

Steels
Chatillon's "Dicks"....20%

Stocks and Dies
BICYCLE—
Holroyd & Co....40&10%
BLACKSMITH'S—
Butterfield's....35&40%
Gardner....33⅓&10%
Holroyd & Co....50&10&5%
Holroyd's R'd Adj. screw plates....50%
Reece's new screw plates....25%
Lightning screw plate....25%
PIPE MAKERS—
Holroyd & Co....80&10%@80&10%

Stones
See Oilstones.

Stops
See Bench Stops.

Store Door Handles
See Handles.

Store Ladders
Lane's....10%
Myers' Noiseless....50%

Stove Bolts
See Bolts.

Stove Polish
See Polish, Stove.

Sweepers
See Carpet Sweepers.

Tackle Blocks
See Blocks.

Tacks, Brad, &c
List January 15, 1899.
American cut tacks....90&25%
S. S. cut tacks....90&30&5%
Carpet Tacks:
American blued....90&25&5%
American tinned....90&25&5%
Swedes Iron Tacks:
S. S....90&30&10&5%
Bill Posters' and Railroad Tacks:
S. S....90&45&5%
Common and Patent Brads....80&10&5%
Gimp Tacks:
S. S....90&45&5%
Hungarian Nails, steel....80&20&5%
Lace Tacks:
S. S....90&45&10%
Looking Glass Tacks....65&5%
Trimmers' Tacks:
S. S....90&30&10&5
Trunk and Clout Nails:
Steel, black....80&10%
Steel, tinned....80&10%
Upholsterer's Tacks:
S. S....90&40&5%
MISCELLANEOUS—
Double Point, in dozens....90&Stone
Shade, in dozens....90&10&10%
Shade, in bulk....90%

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Tack Pullers

Columbia, No. 1, ₱ doz., net.....$5.00
" 2, " " " 1.00
Little Jack, ₱ doz., net..... 1.00

Tapes, Measuring

Eddy's:
American Asses' skin.....40&10@50%
Leather Case.....25&25&10%
Star steel.....40@40&10%
Steel.....30&5@35%
Chestermans.....25@25&5%
Keuffel & Esser Co.:
"Favorite" Ass skin.....40&10@50%
"Favorite" Duck & Leather.25&5@25&10%
Metallic steel, lower list.....35@35&5%
Pocket.....35@35&10%
Lufkin's steel and metallic.....30@33⅓%

Tap Borers

See Borers, Tap.

Taps

American Screw Co.:
Machine screw.....70%
Holroyd & Co's.:
Blacksmiths.....60&10%
Machine screw.....75&10@80%
Machinist's Hand:
1-16 to 1¼ in. inc.....65&10%
1⅜ to 2 in.....50&10&5%
2⅜ to 3 in. inc.....33⅓&10%
3⅜ to 4 in. inc.....20%
Pipe, ⅛ to 1¼ in.....80&20%
Pipe, 2 to 3 in.....80&15%
Pipe, 3½ and 4 in.....66⅔&15%

Tap Wrench

Rollis Hdw. Co., $6.00.....50%

Thumb Latches

See Handles.

Ties, Wall and Veneer

The Metal Stamping Co., Niagara...20&10%

Tinware

Stamped, Japanned and Pieced..net prices

Tire Bolts

See Bolts.

Tobacco Cutters

National Specialty Co.....40%
Enterprise Mfg. Co.....25@30%

Toilet Clippers

See Clippers.

Trammel Points

C. E. Jennings & Co., "Eureka".....25%
Disston's.....70%
Sargent's.....40&10%
Stanley's.....45%

Transom Lifters

Payson's solid grip, Nos. 643 and 644, ₱ 100, net.....$33.00
Payson's:
Balance, Iron list.....70&10&10%

Traps

FLY—

Balloon..... ₱ doz. $1.25, ₱ gro., $12.00
Globe..... " " 1.25, " " 12.00
Harper..... " " 1.40, " " 13.50

GAME—

Enterprise Mole..: .....15&10%
Hawley & Norton.....65%
Newhouse.....45@45&5%
Victor.....70&10@70&10&5%

MOUSE AND RAT—

Hotchkiss:
Metallic Mouse.....50%
Improved Rat.....50%
New Rat.....50%
Mouse, round wire, ₱ doz., $1.00.....10%
Mouse, wood, choker, ₱ doz. holes.....90
Marty French rat & mouse traps (Genuine):
No. 1, Rat, ea. $1.21; ₱ doz.....$13.25
No. 3, Rat, ₱ doz., $6.50; case of 50.. 5.75
No. 3½, Rat, ₱ doz., $5.25; case of 72. 4.70
No. 4, Mouse, ₱ doz., $3.85; " " 150 3.00
No. 5, " " " $3.00; " " 150 2.25
Smith & Egge Mfg. Co.: ₱ Doz.
Superior Rat Trap.....$15.00
Yankee Mouse Trap..... 5.50
Yankee Rat Trap..... 11.00

Trouser Hangers

Pullman No. 1, ₱ gro.....$ 9.00
" 4, " " 24.00

Trowels, Mechanics

Brade's Brick.....30%
Disston's:
Brick and Pointing.....30%
Plastering.....25%
"Standard Brand" and Garden.....35%
C. E. Jennings & Co.:
Brick.....30%
Plastering.....25%
Pointing.....30%
W. & McP. Plastering.....25%
"Rose" Brick, Plst'rng & Moulding..25&5%

Trowels, Garden

Kohler's:
Mal. Hdl. Jap., ₱ gross, net.....$5.00
" " Tinned, ₱ gross, net..... 6.20
Wood Hdl., ₱ gross, net..... 4.50
Disston's.....35%

Vegetable Slicers

Enterprise Mfg. Co.....25%

Vises

Oval slide.....60&10%
Solid box.....60&10@60&10&10%
Columbian Hdw. Co.:
Nos. 110 and over.....50&5%
Nos. 100 and under.....50&10%
Solid box, horseshoers', Nos. 60, 65 & 70 50&10%
Machinists', Parallel.....40&45%
Coachmakers'.....40%
Armstrong's:
Combination.....50%
Plain and Hinge.....60%
Bonney's Champion.....40&10
Holland's.....40%
Howard's.....40%
Little Giant Bench.....25&3⅓%
Lowell Hand.....33⅓%
Massey:
Perfect.....20%
Clincher.....35@40%
Wood-working.....15@20%
Planer.....15@20%
Comb. Pine.....40%
Millers' Falls:
Mechanics'.....10%
Oval Glide.....60&10%
Ball Clamp.....45&10%
Hand.....15&10%
Moore's.....20%
Prentiss.....20@25%
Sargent's.....40%
Sneliker's.....30@33⅓%
Stephen's.....30@33⅓%
Trenton.....40@40&5%
Wright's Pipe.....40%

SAW FILERS

Bonney's No. 1 & 3.....40%
Wentworth's.....40&10@50%

Wads

See Ammunition.

Wagon Jacks

Covert's Auto Screw Jacks.....30&2%
Mfg. Co's. steel.....45%
Automobile.....45%
Lane's steel.....30&10%

Washer Cutters

Otis A. Smith's.....20&10&10%

Weights, Hitching

Covert Mfg. Co.....40&2%

Well Wheels

Japanned, 8 to 14 in.....net

Weed Extractors

"Pastime," ₱ doz., net.....$1.75

Window Cleaners

Barnes Mfg. Co.....40%
Bosley's Peerless.....60%
Bosley's X. L. C. R.....70%
Clayton's.....25&10%
Phœnix.....60%

Window Stop Adjusters

Ives' new list.....35%
Taplin's "Perfection".....35%

Wire Gauges

See Guages.

Wire and Wire Goods

Brass wire.....30@30&5%
Bright Wire Goods:
New list June 24, 1903.....90&10&10&10%
Cast steel wire.....50%
Copper wire.....15%
Annealed & Tin. on spools.....70&10&10%
Brass and Cop. on spools.60&10@60&10&10%
Spooled wire, ass'd for retailing.....70&5
Market Wire, Bright or Annealed:
Nos. 6 to 9.....80 5
Nos. 10 to 18.....80
Nos. 19 to 26.....80 10
Nos. 27 to 31.....80 5
Galvanized:
Nos. 15 to 26.....75 5
Coppered:
Nos. 6 to 14.....75 10
Nos. 15 to 18.....75 10
Tinned:
Nos. 6 to 14.....77½
Nos. 15 to 18.....75
Cast steel.....6
Charcoal iron.....60
Gun screw.....65
Picture wire, list of Oct. 2, 1900..... 85&10@85&10&10
Stub's steel wire.....$6.00 to$ 33

Wire Clothes Lines

See Lines.

Wire Cloth, Netting, &c

Galvanized wire netting.....80&10@80&15
Painted screen cloth, good quality, ₱ 100 sq. ft.....$1.20@$1.2

Wire Rope

Bright.....50&2½
Iron, galvanized.....42½&2½

Wire Rope Clips

Crosby.....25

Wire Stretchers

W. C. Heller's grip, ₱ doz.....$1.5

Wrenches

Agricultural.....75&10@75&10&10
Alligator.....70&10
Baxter's.....70@70&10
Machinists.....50
Solid handle.....50
Bemis & Call's:
Briggs pattern.....30&10
Improved Pipe, bright.....60
Patent Combination black.....40&5
Patent Combination bright.....40%
Bicycle:
Club.....40%
Superior.....40%
Featherweight.....40%
Protection.....40%
Boardman's.....30@33⅓%
Coes':
Genuine.....40&10&5&5%
"Mechanics".....40&10&10&5&5%
Coes' pattern, wrought bar....60&5@60&10%
Donohue's engineer.....40&10%
Eagle pipe.....50&10%
Gem.....30%
Stillson pipe.....60&10%
Acme.....60@60&10%
Ball Dog.....70%
Hercules.....70%

Don't Take Chances

on cheap Hack Saws. You can't afford it. They cost too much. Besides, they spoil both your trade and reputation.
Buy the "Best By Test" Kind—

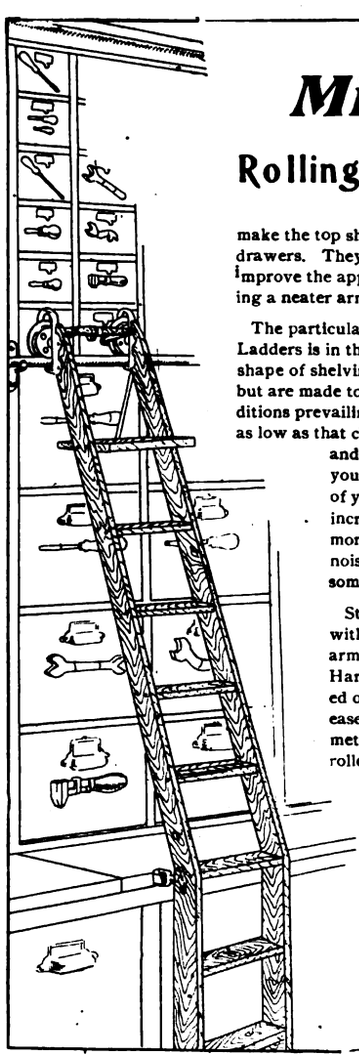
The Sterling



HACK SAW

It will enhance your reputation, bring you "repeat" orders and "round up" the Dollars you're after.
Sell? A single order will convince you.

Diamond Saw & Stamping Works
BUFFALO, N. Y., U. S. A.



Milbradt

Rolling Step Ladders

make the top shelf as accessible as the lower drawers. They increase the shelf capacity and improve the appearance of the store by allowing a neater arrangement of the upper shelves.

The particular advantage in using Milbradt Ladders is in their adaptability to any size or shape of shelving. They are *not* kept in stock, but are made to order to meet the special conditions prevailing in *your* store. The price is as low as that charged for ready made ladders and the service is far superior. If you would save the time and labor of your clerks, if you would gain increased shelf room install one or more Milbradt Ladders. They are noiseless, safe, durable and handsome.

Style No. 1, (illustrated) equipped with either stationary or swinging arms is particularly adapted to Hardware stores. Made of selected oak with extra wide top step for ease in handling goods. Runs on metal or wood track, with rubber rollers running against base.

Descriptive catalog, with measurement instructions mailed on request.

The
Ebbing Manufacturing Co.,
1400 N. 8th St.
St. Louis, Mo.

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HARDWARE BUYERS' DIRECTORY

CLASSIFIED LIST OF ADVERTISERS

Agricultural Implements.
Geneva Tool Co., Geneva, Ohio
John H. Graham & Co., New York
American Fork & Hoe Co., Cleveland, O.

Animal Pokes
American Fork & Hoe Co., Cleveland, O.

Anti-Friction Metal
Magnolia Metal Co., New York

Anvils
Alfred Field & Co., New York
Columbian Hardware Co., Cleveland, O.

Arbor Presses
Chandler & Farquhar, Boston

Augers and Auger Bits
John H. Graham & Co., New York
C. E. Jennings & Co., New York
Russell Jennings Mfg. Co., Deep River, Conn.

Automobiles
J. Stevens Arm & Tool Co., Chicopee Falls, Mass.

Automobile Forgings
Thomson Drop Forge Co., Plantsville, Conn.

Awls
The H. H. Mayhew Co., Shelburne Falls, Mass.
Hurwood Mfg. Co., Bridgeport, Conn.

Axes and Edge Tools
L. & I. J. White Co., Buffalo, N. Y.

Axle Grease
Frazer Lubricator Co., New York
Snowflake Axle Grease Co., Fitchburg, Mass.

Axle Oil
The Frank Miller Co., New York

Babbitt Metal
Magnolia Metal Co., New York

Bait, Pflueger's Luminous
Enterprise Mfg. Co., Akron, Ohio

Balances, Sash (Spring)
Pullman Mfg. Co., Rochester, N. Y.

Bank Railings
The Wm. Bayley Co., Springfield, O.
J. E. Bolles Iron & Wire Works, Detroit, Mich.

Barb Wire
Fuller Bros. & Co.. New York

Barn Paints
E. E. Nice, Philadelphia, Pa.
Geo. W. Pitkin Co., Chicago, Ill.

Bath Room Fixtures
Buffalo Mfg. Co., Buffalo, N. Y.
Novelty Mfg. Co., Waterbury, Conn.

Bearing Metal
Magnolia Metal Co., New York

Beef Shavers
Enterprise Mfg. Co. of Pa., Phila.

Beet Forks
American Fork & Hoe Co., Cleveland, O.
Geneva Tool Co.. Geneva, O.

Beet Hoes
American Fork & Hoe Co., Cleveland, O.
Geneva Tool Co., Geneva, O.

Bellows, Smiths'
C. E. Jennings & Co., New York, N. Y.

Bells and Gongs
John H. Graham & Co., New York

Belt Dressing
Jos. Dixon Crucible Co., Jersey City, N.J.

Belt Shifters
Chandler & Farquhar, Boston

Belting
Ames Sword Co., Chicopee, Mass.
Voorhees Rubber Mfg. Co., Jersey City, N. J.

Bench Shears
Chandler & Farquhar, Boston

Bicycles
Gendron Wheel Co., Toledo, Ohio
J. Stevens Arms & Tool Co., Chicopee Falls, Mass.

Bicycle Chain Lubricant
Enterprise Mfg. Co., Akron, Ohio

Bicycle Stands
F. E. Meyers & Bro., Ashland, Ohio

Bicycle Step Ladders
Bicycle Step Ladder Co., Chicago, Ill.

Bicycle Sundries
Cushman & Denison, New York
Harrington & Richardson Arms Co., Worcester, Mass.
Smith & Egge Mfg. Co., Bridgeport, Conn.
Edwin B. Stimpson & Son; New York

Bits
Alfred Field & Co., New York
C. E. Jennings & Co., New York
Russell Jennings Mfg. Co., Deep River, Conn.
The H. H. Mayhew Co., Shelburne Falls, Mass.

Blocks, Tackle
Lane Bros., Poughkeepsie, New York

Boiler Feeders
N. A. Watson, Erie, Pa.

Bolt and Screw Cases
J. D. Warren Mfg. Co., Chicago

Bolts, Bolt Ends, Etc
Columbus Bolt Works, Columbus, O.
Garland Nut & Rivet Co., Pittsburg, Pa.

Bolts, Wrought Barrel
Griffin Mfg. Co., Erie, Pa.

Boring Machines
Ajax Mfg. Co., Pittsburgh, Pa.
C. E. Jennings & Co., New York

Box Corner Fasteners
Cary Mfg. Co., New York
Standard Metal Strap Co., New York

Box Hasps and Hinges
Cary Mfg. Co., New York
Standard Metal Strap Co., New York

Box Straps
Cary Mfg. Co., New York
Standard Metal Strap Co., New York

Braces, Carpenters
John H. Graham & Co., New York
C. E. Jennings & Co., New York
The H. H. Mayhew Co., Shelburne Falls, Mass.

Brackets
E. E. Josef Mfg. Co., Buffalo, N. Y.

Brackets, Folding
Griffin Mfg. Co., Erie, Pa.

Brackets, Shelf
Griffin Mfg. Co., Erie, Pa.
Piqua Bracket Co., Piqua, Ohio

Brad Awls
Hurwood Mfg. Co., Bridgeport, Conn.

Brands, Burning
Schwerdtle Stamp Co., Bridgeport, Conn.

Brass and Composition Castings
Magnolia Metal Co., New York

Brass Goods
Walworth Mfg. Co., Boston, Mass.

Brass Novelties
Novelty Mfg. Co., Waterbury, Conn.

Bridge Rods
Columbus Bolt Works, Columbus, O.

Builders' Hardware
Champion Safety Lock Co., Geneva, O.
Columbian Hardware Co., Cleveland, O.
The Wm. Bayley Co., Springfield, O.
John H. Graham & Co., New York
Hobart B. Ives Co., New Haven, Conn.
Taylor & Boggis Foundry Co., Cleveland, O.

Bungs
John Sommer's Son, Newark, N. J.

Butcher Knives, Tools and Steels
John Chatillon & Sons, New York
Lamson & Goodnow Mfg. Co., Shelburne Falls, Mass.
L. & I. J. White Co., Buffalo, N. Y.

Butchers' Scales
John Chatillon & Sons, New York
Osgood Scale Co., Binghampton, N. Y.

Butchers' Tools
John Stortz & Son, Philadelphia, Pa.

Butts, Door
Bommer Bros., Brooklyn, N. Y.
Griffin Mfg. Co., Erie, Pa.
McKinney Mfg. Co., Allegheny, Pa.

Butts, Spring
Bommer Bros., Brooklyn, N. Y.
Columbian Hardware Co., Cleveland, O.
Niles Mfg. Co., Chicago

Cabinets, Bolt
J. D. Warren Mfg. Co., Chicago, Ill.

Cabinets, Hardware
J. D. Warren Mfg. Co., Chicago, Ill.

Cabinets, Medicine
Udell Works, Indianapolis, Ind

Cabinet Hinges
Columbian Hardware Co., Cleveland, O.

Calipers
Alfred Field & Co., New York
C. E. Jennings & Co., New York
Massachusetts Tool Co., Greenfield, Mass.
Sawyer Tool Mfg. Co., Fitchburg, Mass.
Smith & Egge Mfg. Co., Bridgeport, Conn.
L. S. Starrett Co., Athol, Mass.
J. Stevens Arms & Tool Co., Chicopee Falls, Mass.

Can Openers
John H. Graham & Co., New York
A. F. Meisselbacher & Bro., Newark, N. J.

Canopies (Mosquito)
I. E. Palmer, Middletown, Conn.

Carpenters' Pencils
Jos. Dixon Crucible Co., Jersey City, N. J

Carpet Beaters
Holt-Lyon Co., Tarrytown, N. Y.

Carpet Sweepers
Bissell Carpet Sweeper Co., Grand Rapids, Mich.
Streator Metal Stamping Co., Streator, Ill.

Carriage Bolts
Columbus Bolt Works, Columbus, O.

Carriage Top Dressing
Frank Miller Co., New York

Carriers, Hay
F. E. Meyers & Bro., Ashland, Ohio

Cash Registers
National Cash Register Co., Dayton, O.

Catalogue Cases
J. D. Warren Mfg. Co., Chicago, Ill.

Cement Rollers
John Stortz & Sons, Phila., Pa.

Chafing Dishes
Buffalo Mfg. Co., Buffalo, N. Y.

Chains
Covert Mfg. Co., West Troy, N. Y.
Alfred Field & Co., New York
Fuller Bros., New York
Oneida Community, Oneida, N. Y.

Chains, Cow
Covert Mfg. Co., West Troy, N. Y.
Oneida Community, Kenwood, N. Y.

Chains, Halter
Oneida Community, Ltd., Kenwood, N. Y.

Chains, Sash
Oneida Community, Kenwood, N. Y.
Smith & Egge Mfg. Co., Bridgeport, Conn.

Chairs (Invalid)
I. E. Palmer, Middletown, Conn.

Checks, Brass
Schwerdtle Stamp Co., Bridgeport, Conn.

Cherry Stoners
Enterprise Mfg. Co. of Pa., Phila.
Goodell & Co., Antrim, N. H.

Chisels
L. & I. J. White Co., Buffalo, N. Y.

Chisels, Cold
Hurwood Mfg. Co., Bridgeport, Conn.
John Stortz & Son, Philadelphia, Pa.

Chisels, Firmer
Alfred Field & Co., New York
C. E. Jennings & Co., New York
L. & I. J. White Co., Buffalo, N. Y.

Clamps
North Bros. Mfg. Co., Phila., Pa.
Smith & Egge Mfg. Co., Bridgeport, Conn.

Clamps, Rug and Carpet
E. E. Josef Mfg. Co., Buffalo, N. Y.

Cleavers
John Chatillon & Sons, New York
L. & I. J. White Co., Buffalo, N. Y.

Clippers, Horse and Barbers'
American Shearer Mfg. Co., Nashua, N. H.
Alfred Field & Co., New York
John H. Graham & Co., New York

Clocks Alarm
Western Clock Mfg. Co., La Salle, Ills.

Closet Pulls
Smith & Egge Mfg. Co., Bridgeport, Conn.

Clothes Bars
A. J. Phillips Co., Fenton, Mich.

Coat Hanger (Folding)
Leader Mfg. Co., Hartford, Conn.

Coat, Hat and Ceiling Hooks
Columbian Hardware Co., Cleveland, O.
John H. Graham & Co., New York

Coffee and Spice Mills
The Wm. Bayley Co., Springfield, O.
Enterprise Mfg. Co. of Pa., Phila, Pa.
W. H. Glenny & Co., Rochester, N. Y.
Lane Brothers Co., Poughkeepsie, N. Y

Coil Springs (Door)
Pullman Mfg. Co., Rochester, N. Y.

Coke Forks
Geneva Tool Co., Geneva, O.

Conductor Pipe
Am'can Steel Roofing Co., Middletown, O

Contractors' Plows
Syracuse Chilled Plow Co., Syracuse, N. Y.

Contractors' Tools
John Stotz & Sons., Philadelphia, Pa.

Cooking Utensils (Never Break)
Jos. F. McCoy Co., Cleveland, Ohio.

Coopers Tools
L. & I. J. White Co., Buffalo, N. Y.

Cork Pullers
Enterprise Mfg. Co. of Phila., Pa.
Erie Specialty Co., Erie, Pa.

Corkscrews
Erie Specialty Co., Erie, Pa.
Alfred Field & Co., New York

Corn Hooks
Geneva Tool Co., Geneva, O.

Corn Sheller, (Hand)
The Wm. Bayley Co., Springfield O.

Cotton Hoes
Geneva Tool Co., Geneva, O.

Counterfeit Detectors
Pelouze Scale & Mfg. Co., Chicago

Counters, Hardware
J. D. Warren Mfg. Co., Chicago, Ill.

Counters, Nail Bin
J. D. Warren Mfg. Co., Chicago, Ill.

Countersinks
C. E. Jennings & Co., New York

Cover Lifters, Stove
Fanner Mfg. Co., Cleveland, O.

Crayons
Jos. Dixon Crucible Co., Jersey City, N. J

Cupboard Catches
Champion Safety Lock Co., Geneva, O.

Cupboard Turns
Champion Safety Lock Co., Geneva, O.

Curled Hair
Baeder, Adamson & Co., N. Y., Phila. Boston and Chicago

Curry Combs
John H. Graham & Co., New York

Cuspadors
Buffalo Mfg. Co., Buffalo, N. Y.

Cutlery, Pocket
John Chatillon & Sons Co., New York
Cronk & Carrier Mfg., Elmira, N. Y.
Jos. Rodgers & Sons, Sheffield, England

Cutlery, Table
Alfred Field & Co., New York
Lamson & Goodnow Mfg. Co., Shelburne Falls, Mass.
Jos. Rodgers & Sons, Sheffield, England

Cut Nails
Fuller Bros. & Co., New York

Cutters, Rod
J. Stevens Arms & Tool Co.

Cutters, Wire
Cronk & Carrier Mfg. Co., Elmira, N. Y.

Cutting Pliers
Cronk & Carrier Mfg. Co., Elmira, N. Y.

Dairy Scales
Osgood Scale Co., Binghampton, N. Y.

Dampers
Fanner Mfg. Co., Cleveland, O.
Taylor & Boggis Foundry Co., Cleve., O.

Dies, Steel
Schwerdtle Stamp Co., Bridgeport, Conn.
Walworth Mfg. Co., Boston, Mass.

Display Racks
Piqua Bracket Co., Piqua, Ohio.

Dogs Collars and Muzzles
Alfred Field & Co., New York

Door Catches
Am. Hardware Mfg. Co., Ottawa, Ill.
Columbian Hardware Co., Cleveland, O.

Door Holders
Caldwell Mfg. Co., Rochester, N. Y.
Pullman Mfg. Co., Rochester, N. Y.

Door Checks and Springs
Caldwell Mfg. Co., Rochester, N. Y.

Door Pulls
Columbian Hardware Co., Cleveland, O

Door Springs
Columbian Hardware Co., Cleveland, O

Door Strikes
Columbian Hardware Co., Cleveland, O.

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Dormant Scales
Osgood Scale Co., Binghamton, N. Y.

Drawers, Hardware
J. D. Warren Mfg. Co., Chicago, Ill.

Drawer Pulls
Griffin Mfg. Co., Erie, Pa.
Champion Safety Lock Co., Geneva, O.

Drawing Instruments
C. E. Jennings & Co., New York
Keuffel & Esser Co., New York
Massachusetts Tool Co., Greenfield, Mass.
Sawyer Tool Mfg. Co., Fitchburg, Mass.
L. S. Starrett Co., Athol, Mass.

Drawing Knives
L. & I. J. White Co., Buffalo, N. Y.

Drills, Bench
Chandler & Farquhar, Boston, Mass.
(See Twist Drills)

Dripping Pans
The Bronson Walton Co., Cleveland, O.

Drop Forgings
Thomson Drop Forge Co., Plantsville, Conn.

Dumb Waiters
Kimball Bros. Co., Council Bluffs, Iowa
O'Neill Elevator Co., Philadelphia, Pa.

Duplicating Machines
Felix P. J. Dans Duplicating Co., N. Y.

Ears, Knobs and Handles
Berger Bros. Mfg. Co., Philadelphia, Pa.

Edge Tools
L. & I. J. White Co. Buffalo, N. Y.

Egg Beaters (Dover)
Holt Lyon Co., Tarrytown, N. Y.

Electric Bells and Supplies
John H. Graham & Co., New York

Elevator Enclosures and Bars
The Wm. Bayley Co., Springfield, O.
J. E. Bolles Iron & Wire Works, Detroit, Mich.

Elevators
Kimball Bros. Co., Council Bluffs, Iowa
O'Neill Elevator Co., Philadelphia, Pa.

Emery and Garnet Paper
Baeder, Adamson & Co., N. Y., Phila. Boston and Chicago

Emery Paper and Cloth
Baeder & Adamson, Co., Phila. & N. Y.

Emery Wheels
Pike Mfg. Co., Pike, N. H.

Envelope and Stamp Lubricators
Pelouze Scale & Mfg. Co., Chicago

Export Agents
John H. Graham & Co., New York

Farm Fencing
New Jersey Wire Cloth Co., Trenton and New York

Farming Tools
Am. Fork & Hoe Co., Cleveland, O.
Geneva Tool Co., Geneva, O.

Faucets, Metal
John H. Graham & Co., New York

Faucets, Wood
John Sommer's Son, Newark, N. J.

Fences, Wire and Iron
Adams Steel & Wire Works, Joliet, Ill.
The Wm. Bayley Co., Springfield, O.
J. E. Bolles Iron & Wire Works, Detroit, Mich.
Enterprise Foundry & Fence Co., Indianapolis, Ind.
Stewart Iron Works, Cincinnati, O.
Van Dorn Iron Works Co., Cleveland, O.

Field Hoes
Geneva Tool Co., Geneva, O.

Files
G & H. Barnett Co., Philadelphia
Alfred Field & Co., New York
Nicholson File Co., Providence, R. I.

Fillers, Wood
E. E. Nice, Philadelphia, Pa.

Filters
Buffalo Mfg. Co., Buffalo, N. Y.
Champion Safety Lock Co., Geneva, O.
Gate City Filter Co., New York, N. Y.
Fulper Pottery Co., Flemington, N. J.
N. A. Watson, Erie, Pa.

Filters, Water
N. A. Watson, Erie, Pa.

Fire Arms
Alfred Field & Co. New York
Harrington & Richardson Arms Co., Worcester, Mass.
J. Stevens Arms & Tool Co., Chicopee Falls, Mass.

Fire Pots
Clayton & Lambert Mfg. Co., Detroit, Mich.

Fish Cleaners, Shoo Fly Cream
Enterprise Mfg. Co., Akron, Ohio

Fish Hook Disgorgers
Enterprise Mfg. Co., Akron, Ohio

Fish Hooks, Ringed and Flatted.
Enterprise Mfg. Co., Akron, Ohio

Fishing Floats
J. M. Mast Mfg. Co., Lititz, Pa.

Fishing Tackle
Enterprise Mfg. Co., Akron, Ohio
J. M. Mast Mfg. Co., Lititz, Pa.

Flint Paper
Baeder & Adamson Co., Phila. and N. Y.

Floor Plates
American Tube and Stamping Co., Bridgeport, Conn.

Food Choppers
The Wm. Bayley Co., Springfield, O.
Enterprise Mfg. Co. of Pa., Phila., Pa.

Forgings, Carriage
Columbus Bolt Works, Columbus, O.

Fruit Jar Wrenches
Champion Safety Lock Co., Geneva, O.

Fruit Presses
Enterprise Mfg. Co. of Pa., Philadelphia

Furnace Shovels
Geneva Tool Co., Geneva, Ohio

Galvanized Wire
Fuller Bros. & Co., New York

Garden Hose
Voorhees Rubber Mfg. Co., Jersey City, N. J.

Garden Rakes--Steel
Am. Fork & Hoe Co., Cleveland, O.
Cronk & Carrier Mfg. Co., Elmira, N. Y.
Geneva Tool Co., Geneva, O.

Garden Tools
Alfred Field & Co., New York
Am. Fork & Hoe Co., Cleveland, O.
Geneva Tool Co., Geneva, O.
W. H. Glenny & Co., Rochester, N. Y.

Garnet Paper
Baeder & Adamson Co., Phila. and N. Y.

Gas Pliers
Cronk & Carrier Mfg. Co., Elmira, N. Y.

Gasfitters' Supplies
Armstrong Mfg. Co., Bridgeport, Conn.
Walworth Mfg. Co., Boston, Mass.

Gas Stoves
Taylor & Boggis Foundry Co., Cleveland, O.

Gauges
The H. H. Mayhew Co., Shelburne Falls, Mass.

Gauges, Butt
Stanley Rule and Level Co., New York

Gimlets
The H. H. Mayhew Co., Shelburne Falls, Mass.
C. E. Jennings & Co.

Glass Cutters
W. L. Barrett, Bristol, Conn.
Fletcher, Terry & Co., Forestville, Ct.
The H. H. Mayhew Co., Shelburne Falls, Mass.

Glue
Baeder, Adamson & Co., N. Y., Phila., Boston and Chicago

Grain Cradles
Am. Fork & Hoe Co., Cleveland, O.
Geneva Tool Co., Geneva, O.

Grain and Barley Forks
Am. Fork & Hoe Co., Cleveland, O
Geneva Tool Co., Geneva, O.

Graphite
Jos. Dixon Crucible Co., Jersey City, N. J

Grass Hooks
Am. Fork & Hoe Co., Cleveland, O.
Geneva Tool Co., Geneva, O.

Grates
Blacklock Foundry, South Pittsburgh, Tenn.

Grist Mills (Hand)
The Wm. Bayley Co., Springfield, O.

Gummers, Saw
Henry Disstons Sons., Phila., Pa.

Guns
Alfred Field & Co., New York.
Harrington & Richardson Co., Worcester Mass.
J. Stevens Arms & Tool Co., Chicopee Falls, Mass.

Hack Saws
Diamond Saw & Stamping Co., Buffalo, N. Y.
West Haven Mfg. Co., New Haven, Conn

Hack Saw Blades, Sterling
Diamond Saw & Stamping Works, Buffalo, N. Y.

Hack Saws (Universal)
West Haven Mfg. Co., New Haven, Conn.

Hair Felting
Baeder, Adamson & Co., N. Y. Phila., Boston and Chicago

Halter Chains
Covert Mfg. Co., West Troy, N. Y.

Halters, Web and Rope
Covert Mfg. Co., West Troy, N. Y.

Hammers
Henry Chenney Hammer Co., Little Falls, N. Y.
John H. Graham & Co., New York
Stanley Rule & Level Co., New York
Franklin Specialty Co., Reading, Pa.

Hammers, Adz-Eye
Henry Cheney Hammer Co., Little Falls, New York

Hammocks
I. E. Palmer, Middletown, Conn.

Hand Carts
Syracuse Chilled Plow Co., Syracuse, N. Y.

Handles, Tool
Berger Bros. Co., Philadelphia
Geneva Tool Co., Geneva, O.

Hangers, Barn Door
Cronk & Carrier Mfg. Co., Elmira
John H. Graham & Co., New York
McKinney Mfg. Co., Allegheny, Pa.
Richards Mfg. Co., Aurora, Ills.

Hangers, Coat and Hat
Cronk & Carrier Mfg. Co., Elmira, N. Y.
W. H. Glenny & Co., Rochester, N. Y.

Hangers, Joist and Wall
Columbian Hardware Co., Cleveland, O.
Van Dorn Iron Works, Cleveland, O.

Hangers, Parlor Door
Richards Mfg. Co., Aurora, Ills.
Lane Bros. Co., Poughkeepsie, N. Y.

Hangers, Pipe
Berger Bros. Co., Philadelphia.
Walworth Mfg. Co., Boston, Mass.

Hardware Cabinets
J. D. Warren Mfg. Co., Chicago, Ill.

Hardware Cases
J. D. Warren Mfg. Co., Chicago, Ill.

Hardware Mfrs' Agents, Etc.
John H. Graham & Co., New York
Robert Murray, New York

Hardware Shelving
J. D. Warren Mfg. Co., Chicago, Ill.

Hardware Specialties
Am. Hardware Mfg. Co., Ottawa, Ill.
Alfred Field & Co., New York
Enterprise Mfg. Co. of Pa., Phila.
Robert Murray, New York
Taylor & Boggis Foundry Co., Cleveland, O.
Lane Bros. Co., Poughkeepsie, N. Y.
Pullman Mfg. Co., Rochester, N. Y.
Franklin Specialty Co., Reading, Pa.
E. E. Josef, Mfg. Co., Buffalo, N. Y.

Harness Dressing
Frank Miller Co., New York, N. Y.

Harness Snaps
Covert Mfg. Co., West Troy, N. Y.

Hatchets
Franklin Specialty Co., Reading, Pa.

Hasps and Staples
Griffin Mfg. Co., Erie, Pa.
McKinney Mfg. Co., Allegheny, Pa.

Hay Carrying Tools
F. E. Myers & Bro., Ashland, Ohio

Hay Forks
Am. Fork & Hoe Co., Cleveland, O.
Geneva Tool Co., Geneva, O.

Header Forks
Geneva Tool Co., Geneva, O.

Hinges
Columbian Hardware Co., Cleveland, O.
Griffin Mfg. Co., Erie, Pa.
McKinney Mfg. Co., Allegheny, Pa.
Niles Mfg. Co., Chicago.

Hinges, Floor Spring
Columbian Hardware Co., Cleveland, O.

Hinges, Spring
Bommer Bros., Brooklyn, N. Y.
Columbian Hardware Co., Cleveland, O.
Niles Mfg. Co., Chicago

Hoisting Machinery
Kimball Bros. Co., Council Bluffs, Ia.

Hollow Ware
Blacklock Foundry, South Pittsburgh, Pa.

Hones, Razor
Alfred Field & Co., New York
Pike Mfg. Co., Pike, N. H.

Hook Racks
Udell Works, Indianapolis, Ind.

Hooks
Berger Bros. Co., Philadelphia
Columbian Hardware Co., Cleveland, O.
John H. Graham & Co., New York

Horse and Cattle Ties
Covert Mfg. Co., West Troy, New York
Oneida Community, Ltd., Kenwood, N. Y.

Horse Clipping Machines
Am. Shearer Mfg. Co., Nashua, N. H.

Horse Nails
Capewell Horse Nail Co., Hartford, Conn

Horse Rasps
G. & H. Barnett Co., Phila., Pa.
Nicholson File Co., Providence, R. I.

Hose Pipe
F. E. Myers & Bro., Ashland, Ohio

Hose, Rubber
F. E. Myers & Bro., Ashland, Ohio
Voorhees Rubber Mfg. Co., Jersey City, N. J.

Holders, Pillow Sham and Dust Pan
E. E. Josef Mfg. Co., Buffalo, N. Y.

Household Specialties
W. H. Glenney & Co., Rochester, N. Y.

Ice Balances
John Chatillon & Sons, New York
Pelouze Scale & Mfg. Co., Chicago

Ice Chisels
John Chatillon & Sons, New York

Ice Cream Freezers
John H. Graham & Co., New York
North Bros., Mfg. Co., Philadelphia

Ice Creepers
Edwin B. Stimpson & Son, New York

Ice Picks
John Chatillon & Sons, New York
Erie Specialty Co., Erie, Pa.
C. E. Jennings & Co., New York
The H. H. Mayhew Co., Shelburne Falls Mass.
Hurwood Mfg. Co., Bridgeport, Conn.
Franklin Specialty Co., Reading, Pa.

Ice Tools
W. H. Glenny & Co., Rochester, N. Y.
John Chatillon & Sons, New York
Erie Specialty Co., Erie, Pa.
L. & I. J. White Co., Buffalo, N. Y.
John Stortz & Son, Phila., Pa.

Injectors
N. A. Watson, Erie, Pa.

Injectors, Excelsior
N. A. Watson, Erie, Pa.

Iron Enamel
Nickel Plate Stove Polish Co., Chicago, Ill.

Iron Works
The Wm. Bayley Co., Springfield, O.
J. E. Bolles Iron & Steel Works, Detroit, Mich.
Enterprise Foundry & Fence Co., Indianapolis, Ind.
Van Dorn Iron Works Co., Cleveland, O

Jack Chains
Smith & Egge Mfg. Co., Bridgeport, Conn.

"Japalac"
Glidden Varnish Co., Cleveland, O.

Job Lots
Chas. Weiland, New York, N. Y.

Kitchen Cutlery
Lamson & Goodnow Mfg. Co., Shelburne Falls, Mass.

Knife Sharpeners
Pike Mfg. Co., Pike, N. H.

Ladders, Folding
Udell Works, Indianapolis, Ind.
Berger Bros. Co., Philadelphia

Lamps, Bicycle
John H. Graham & Co., New York

Lanterns
Hurwood Mfg. Co., Bridgeport, Conn.
R. E. Dietz & Co., New York, N. Y.

Lard Presses
Enterprise Mfg. Co. of Pa., Phila.

Lawn Fences
Adams Steel & Wire Works, Joliet, Ill.
The Wm. Bayley Co., Springfield, O.
Enterprise Foundry & Fence Co., Indianapolis, Ind.
Van Dorn Iron Works Co., Cleveland, O.
J. E. Bolles Iron & Steel Works, Detroit, Mich.

Lawn Rakes
Geneva Tool Co., Geneva, Ohio

Lawn Mowers
Coldwell Lawn Mower Co., Newburgh, New York

Lawn Tools
Geneva Tool Co., Geneva, Ohio

Lead Pencils
Jos. Dixon Crucible Co., Jersey City, N. J

Lemon Squeezers
Berger Bros. Co., Philadelphia
Erie Specialty Co., Erie, Pa.
John H. Graham & Co., New York
John Sommer's Son, Newark, N. J.
Leader Mfg. Co., Hartford, Ct.

Letter Boxes
Taylor & Boggis Foundry Co., Cleveland, Ohio.

Levels
Stanley Rule & Level Co., New York
L. S. Starrett Co., Athol, Mass.

Light Gray Iron Castings
Taylor & Boggis Foundry Co., Cleveland, Ohio

Lighting Systems
American Gas Machine Co., Albert Lea Minn.

Liquid Fillers
E. E. Nice, Philadelphia, Pa.

Locks and Knobs
John H. Graham & Co., New York

Lubricants
Jos. Dixon Crucible Co., New York and Jersey City, N. J.

Lubricators
Geo. W. Cole Co., New York, N. Y.

Machinists' Tools
Barnes Tool Co., New Haven, Conn.
Henry Disston & Sons, Inc., Phila., Pa.
Walworth Mfg. Co., Boston, Mass.

Magnolia Metal
Magnolia Metal Co., New York

Mail Boxes
Vermont Slate Co., Zanesville, Ohio
Smith Bros. Mfg. Co., Indianapolis, Ind

Mallets
John Sommer's Son, Newark, N. J.
Stanley Rule & Level Co., New York

Manufacturers' Agents
John H. Graham & Co., New York
Robert Murray, New York

Manure Forks
Am. Fork & Hoe Co., Cleveland, O.
Geneva Tool Co., Geneva, O.

Manure Hooks
Geneva Tool Co., Geneva, O.

Mats and Matting, Rubber
Voorhees Rubber Mfg. Co., Jersey City New Jersey

Measuring Pumps
Enterprise Mfg. Co. of Pa., Phila.

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Measuring Tapes
Alfred Field & Co., New York
John H. Graham & Co., New York
Keuffel & Esser, New York

Meat Choppers
John Chatillon & Sons, New York
Enterprise Mfg. Co. of Pa., Phila.
John H. Graham & Co., N. Y.

Meat Cutters
Enterprise Mfg. Co. of Pa., Phila.
John H. Graham & Co., N. Y.

Metal Ceilings
Northrup, Coburn & Dodge Co., New York, N. Y.

Metal Side Walls
Northrup, Coburn & Dodge Co., New York, N. Y.

Mills, Coffee and Spice
The Wm. Bayley Co., Springfield, O.
John Chatillon & Sons, N. Y.
Enterprise Mfg. Co. of Pa., Phila.
Lane Bros. Co., Poughkeepsie, N. Y.

Mills, Drug
Enterprise Mfg. Co. of Pa., Phila.

Mincing Knives
Enterprise Mfg. Co. of Pa., Phila.
John H. Graham & Co., N. Y.

Molasses Gates
Taylor & Boggis Foundry Co., Cleveland, Ohio

Mop Wringer and Bucket
Eagle Cooperage Works, Circleville, O.

Mowing Machine Oilers
American Tube & Stamping Co., Bridgeport, Conn.

Nails
Fuller Bros. & Co., N. Y.

Nails, Galvanized
Keystone Nail Co., Inc., Phila., Pa.

Nail Sets
John H. Graham & Co., N. Y.
C. E. Jennings & Co., N. Y.
L. S. Starrett Co., Athol, Mass.
The H. H. Mayhew Co., Shelburne Falls, Mass.
Hurwood Mfg. Co., Bridgeport, Conn.
Sawyer Tool Mfg. Co., Fitchburg, Mass.

Needles
Alfred Field & Co., New York

Nettings
I. E. Palmer, Middletown, Conn.

Nippers
Alfred Field & Co., New York
L. S. Starrett Co., Athol, Mass.

Numbering Machines
Cushman & Denison, New York

Nuts
Columbus Bolt Works, Columbus, O.
Garland Nut & Rivet Co., Pittsburgh, Pa.

Office Railings
J. E. Bolles Iron & Wire Works, Detroit, Mich.

Oilers
American Tube & Stamping Co., Bridgeport, Conn.
Cushman & Denison, New York.

Oil Cans (Safety)
Vermont Slate Co., Zanesville, Ohio

Oil Stones
Pike Mfg. Co., Pike, N. H.

Oil Stoves
Taylor & Boggis Foundry Co., Cleveland, Ohio

Ornamental Iron Work
The Wm. Bayley Co., Springfield, O.
Enterprise Foundry & Fence Co., Indianapolis, Ind.
J. E. Bolles Iron & Steel Works, Detroit, Mich.
Van Dorn Iron Works Co., Cleveland, O.

Ovens, Gas Stove
Schofield & Co., Freeport, Ills.

Ox Yoke and Bows
Am. Fork & Hoe Co. Cleveland, O.

Packing Rubber
Voorhees Rubber Mfg. Co., Jersey City, N. J.

Padlocks
Ames Sword Co., Chicopee, Mass.
Alfred Field & Co., New York
John H. Graham & Co., New York
Smith & Egge Mfg. Co., Bridgeport, Conn.

Paints
Jos. Dixon Crucible Co., Jersey City, N. J
E. E. Nice, Philadelphia, Pa.
Geo. W. Pitkin Co., Chicago, Ill.

Paint Specialties
Adams & Elting Co., Chicago, Ill.
Eugene E. Nice, Philadelphia, Pa.

Paper Clips
Cushman & Dennison, New York

Paviors' Tools
John Stortz & Sons, Phila., Pa.

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Davis & Davis, New York

Pencils
Jos. Dixon Crucible Co., Jersey City, N. J

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Edwin B. Stimpson & Son, New York

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Armstrong Mfg. Co., Bridgeport, Conn.
Barnes Tool Co., New Haven, Conn.
Alfred Field & Co., New York
Walworth Mfg. Co., Boston, Mass.

Pipe Fittings
Walworth Mfg. Co., Boston, Mass.

Pipe Straps
Berger Bros. Co., Philadelphia
Walworth Mfg. Co., Boston, Mass.

Pipe Threading Machines
Armstrong Mfg. Co., Bridgeport, Conn.
Walworth Mfg. Co., Boston, Mass.

Pipe Vises
Armstrong Mfg. Co., Bridgeport, Conn.
Walworth Mfg. Co., Boston, Mass.

Pipe, Wrought
Walworth Mfg. Co., Boston, Mass.

Pistols
Harrington & Richardson Arms Co., Worcester, Mass.
J. Stevens Arms & Tool Co., Chicopee Falls, Mass.

Planes
C. E. Jennings & Co., New York
Stanley Rule & Level Co., New York

Planters' Hoes
Geneva Tool Co., Geneva, O.

Plant Supports
Igoe Brothers, Brooklyn, N. Y.

Plated Ware
Luther Boardman & Son, East Haddam, Conn.
Alfred Field & Co., New York

Plates, Machinery
Schwerdtle Stamp Co., Bridgeport, Conn

Pliers
Hurwood Mfg. Co., Bridgeport, Conn.

Pliers, Fencing
Cronk & Carrier Mfg. Co., Elmira, N. Y.
Alfred Field & Co., New York

Plumbers' Supplies
Berger Bros. Co., Phila., Pa.
Smith & Egge Mfg. Co., Bridgeport, Conn

Pocket Cutlery
Alfred Field & Co., New York
John Chatillon & Sons, New York

Pocket Knife Tool Kit
U. J. Ulery, New York, N. Y.

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Black Satin Polish Co., New York, N. Y.
Jos. Dixon Crucible Co., Jersey City, N. J
Nickel Stove Polish Co., Chicago, Ills.

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Polishes, Paste
Geo. W. Huffman, Indianapolis, Ind. and New York

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John H. Graham & Co., New York
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F. E. Myers & Bro., Ashland, Ohio

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I. E. Palmer, Middletown, Conn.

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F. E. Myers & Bro., Ashland, Ohio.

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Chandler & Farquhar, Boston
The H. H. Mayhew Co., Shelburne Falls, Mass.

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Alfred Field & Co., New York
Smith & Egge Mfg. Co., Bridgeport, Conn

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Champion Safety Lock Co., Geneva, O.

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Rochester Radiator Co., Rochester, N. Y.

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The Wm. Bayley Co., Springfield, O.
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Stewart Iron Works, Cincinnati, O.

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Cronk & Carrier Mfg. Co., Elmira, N. Y.
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C. E. Jennings & Co., New York
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John Sommer's Son, Newark, N. J.

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Udell Works, Indianapolis, Ind.

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Berger Bros. Co. Philadelphia

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Harrington & Richardson Arms Co., Worcester, Mass.

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Geneva Tool Co., Geneva, O.

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Harrington & Richardson Arms Co., Worcester, Mass.
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Berger Bros. Co., Philadelphia
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The Bronson Walton Co., Cleveland, O

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Columbus Bolt Works, Columbus, O.

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Stowell Mfg. Co., Jersey City, N. J.

Roofing, Gravel
Stowell Mfg. Co., Jersey City, N. J.

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Am. Steel Roofing Co., Middletown, O.
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National Sheet Metal Roofing Co., Jersey City, N. J.
Stowell Mfg. Co., Jersey City, N. J.

Roofing, Metal Shingles and Tiles
National Sheet Metal Roofing Co., Jersey City, N. J.

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Columbus Bolt Works, Columbus, O.

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Stowell Mfg. Co., Jersey City, N. J.

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Geneva Tool Co., Geneva, O.

Sidewalk Lights
The Wm. Bayley Co., Springfield, O.
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Geneva Tool Co., Geneva, O.

Sidewalk Shovels
Geneva Tool Co., Geneva, O.

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Ventilators
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New Jersey Wire Cloth Co., New York, Trenton, Chicago, San Francisco

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Armstrong Mfg. Co., Bridgeport, Conn.
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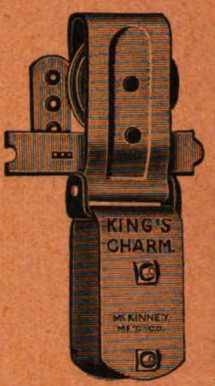
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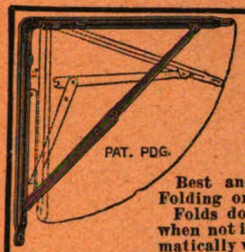
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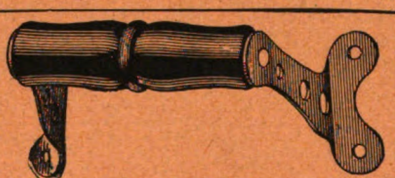
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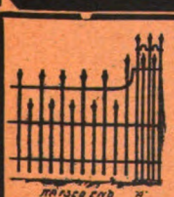


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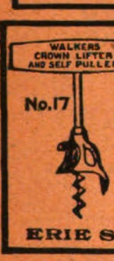
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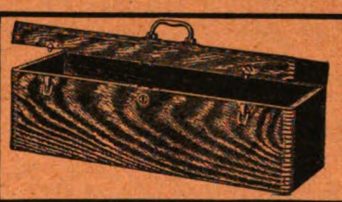
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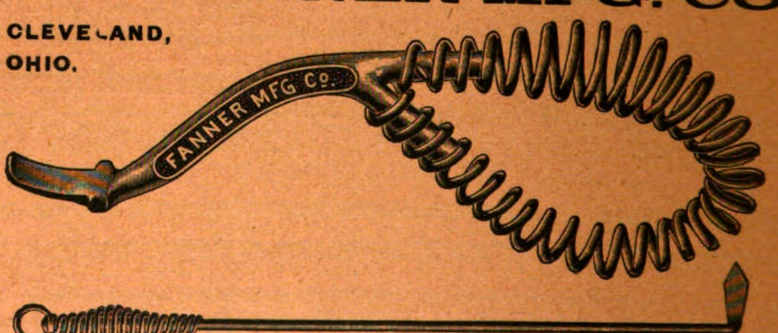
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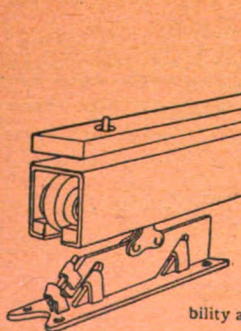
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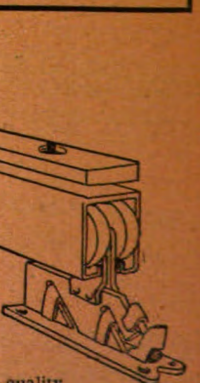
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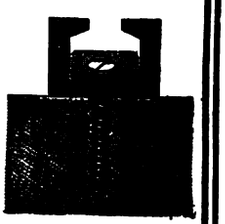
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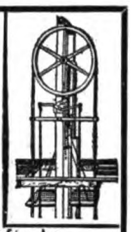
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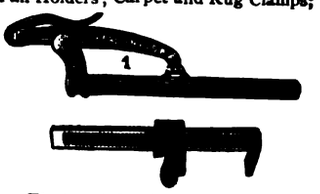
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does not require a special auger; will bore to any depth; strong and durable—all important parts of malleable iron. Sold by the whole sale hardware trade.
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Pittsburgh, Pa.
Manufacturers of the Ajax and Phillips Wood Boring Machines, Standard and IXL Saw Gummers, Collins Self Feed and Dudgeon Style Tube Expanders, Cutters, Swages, etc.

78 YEARS. ESTABLISHED 1825. 78 YEARS.
CELEBRATED HEINISCH SHEARS,
ACKNOWLEDGED THE BEST.

Tailors' Shears, Trimmers, Scissors, Tinners' Snips, Etc.
R. HEINISCH'S SONS CO.,
F. A. VORDERMEIER, NEW YORK MANAGER.
155 CHAMBERS ST.
MAIN OFFICE AND FACTORY,
NEWARK, N. J.

When you write to these advertisers say
"Saw your ad. in HARDWARE"



AMERICAN AUTOMATIC LIGHTING SYSTEMS
have resolved the shadow of doubt into dollars of profit for thousands of merchants.
This machine gives a powerful light that brightens every corner of the store.
Its cheerful brilliancy attracts customers and tempts them to look over the store display.
The American System is the *only* one that works *Automatically*. It requires no hand attention. It will not smoke, smell, flicker nor buzz.
It makes money by attracting customers and saves money by its economical consumption of fuel.
Mail us plan and dimensions of your store and we will forward you an estimate of the number of lights and cost of lighting it properly.
AMERICAN GAS MACHINE CO.
ALBERT LEA, MINN.



Think It Over!
Before placing your Fall orders for Axle Grease it behooves you to consider that the best is none too good for your trade—none other than


Frazer's Axle Grease
It is the standard by which other kinds are ad judged good, bad or indifferent.
The U. S. Government uses it—why shouldn't you? Think it over.
Frazer Lubricator Co.,
85 Murray St., New York.

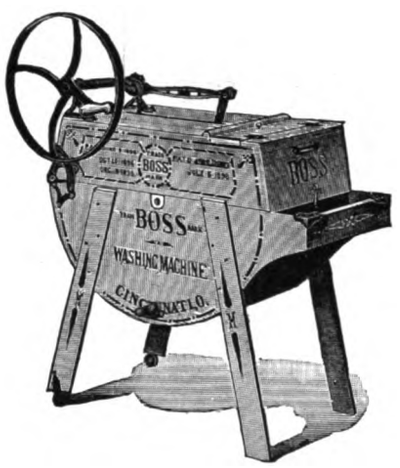
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"BOSS" WASHING MACHINES

Illustrations represent our two best selling washers.

They are non-competition, therefore, most profitable to handle and sell.

Write at once for catalogue and price list, also our nearest distributing point to your location.

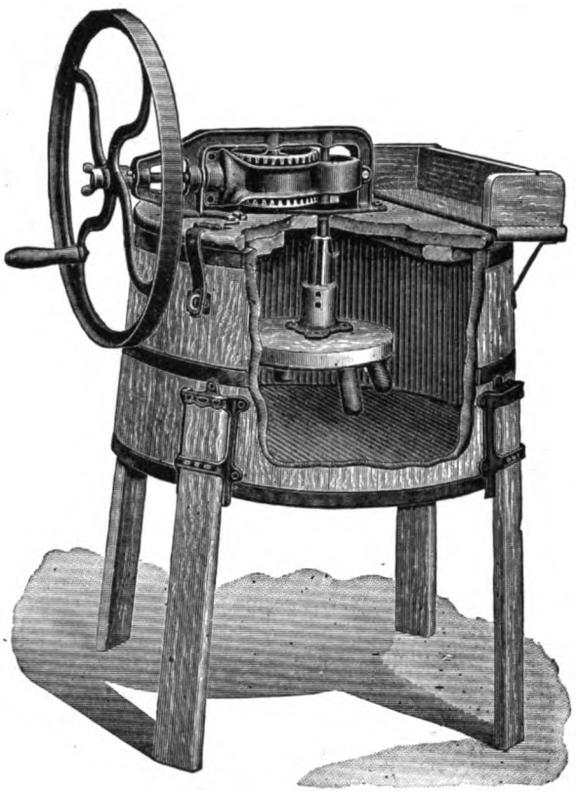


The only line of Washers not found in the catalogues of Catalogue Houses, therefore appeal to every dealer for support.

ADDRESS

Boss Washing Machine Co.

CINCINNATI, OHIO



BOSS DOUBLE ACTION

This machine is built on the true principle of rubbing clothes, similar to rubbing them on the old fashioned board, only that it just rubs a quantity at one time, and without the slightest injury to the finest of fabric including laces.

IMPROVED BOSS ROTARY

Has gears protected by shield or cover.
Has Telescopic dasher post.
Has large cypress tub and rub block.
Has either stave or detachable legs.
Has Highest Speed of any rotary.

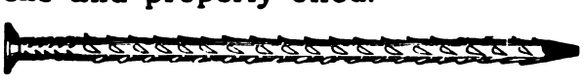
Nothing can compensate you for the loss of prestige and trade that may be caused by the breakage of one of your step ladders

There is one way to overcome the possibility of such accidents—Sell

UDELL LADDERS

The strongest — The safest — The most durable —

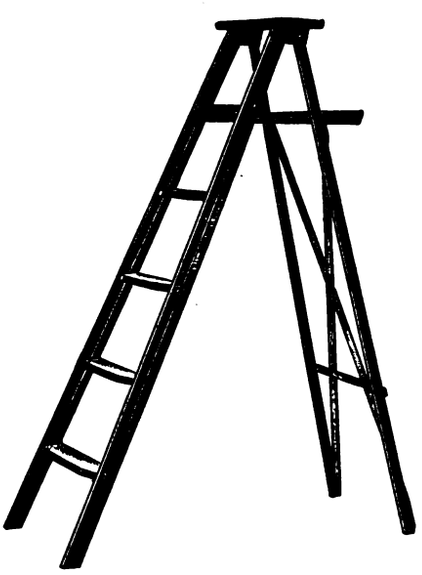
because they are made of the best selected lumber, carefully joined with our patent BARBED WIRE NAILS and stamped steel bracket finished to prevent weather checks and properly oiled.



We use every precaution to insure the security of Udell Ladders.

They can be depended on to bring most satisfactory profits and a satisfied trade.

Booklets and Price Lists for the Asking

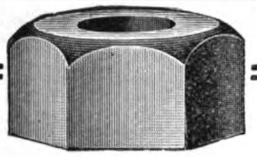


THE UDELL WORKS,

INDIANAPOLIS, IND.

MANUFACTURERS OF WOODEN WARE OF ALL KINDS FOR THE HOUSEFURNISHING DEPARTMENT

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Cold Punched NUTS

HIGH GRADE
GOOD LOOKING
ACCURATE

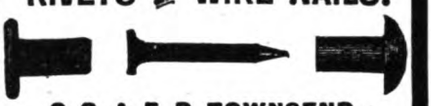
Semi-Finished NUTS

GARLAND NUT & RIVET CO.
PITTSBURGH, PA.

BOARDMAN'S

SPOONS, FORKS ETC.
QUALITY GUARANTEED.
MANUFACTURERS OF
FLAT TABLE WARE
SILVER PLATED, ALSO
NICKEL SILVER (Without Plate)
HIGHEST GRADE ONLY.
SEND FOR CATALOGUE and PRICES
LUTHER BOARDMAN & SON,
EAST HADDAM, CONN.
ESTABLISHED 1840.

RIVETS and WIRE NAILS.



C. C. & E. P. TOWNSEND,
New Brighton, Penn.

THE LATEST — THE BEST

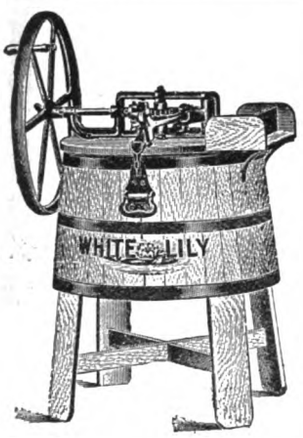
No. 602 "Napanoch"
Pocket Knife Tool Kit

The most useful Pocket Knife Combination ever made in America by skilled American workmen.



Leather Pocket-book 4½ ins. long; 3¾ ins. wide Contains Pocket Knife, Reamer, File, Saw, Chisel, Screw Driver.
Sold with unlimited warrantee.
Send for circular and prices.

U. J. ULERY
7 Warren St. NEW YORK



STOP AND THINK

6000

Live hardware dealers find the White Lily Washing Machine the best washer and the best seller on the market.

If you have not got a reserved seat in the band wagon you had better write today.

White Lily Washer Co.

Toledo, Ohio. Davenport, Iowa.

"PULLMAN"
SCREEN DOOR CHECK

Folder No. 12



Works like a Charm, Never Fails.
Material and workmanship highest grade. Low in price.
"If it's 'Pullman'—it's right."

PULLMAN MFG. COMPANY
Rochester, N. Y., U. S. A.

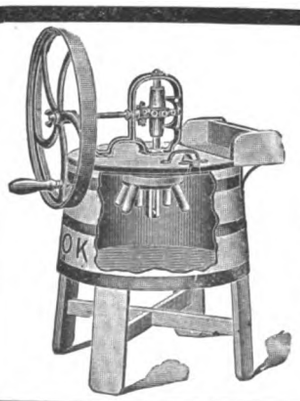
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FOR CENTURIES THE WORLD RENOWNED HOUSE OF
JOSEPH RODGERS & SONS, Ltd.
SHEFFIELD, ENGLAND
Has had neither equals nor superiors in the manufacture of

Carving Knives and Forks, Table Cutlery, Scissors,

CORPORATE MARK

Razors, Hunting and Bowie Knives, Pocket Cutlery, &c.

ALFRED FIELD & CO., 93 Chambers St., New York



WE HELP YOU—

by creating the demand and sending the Trade to your store for

O. K. Washing Machines

The O. K. Washing Machine is *good in every detail* and we're telling our story in several of the widely read Farm Journals.

In all of our advertisements we say: "Your dealer has the O. K."

It's to your interests to sell the O. K., and meet the rapidly growing demand.

You'll find our booklet and prices interesting.

H. F. BRAMMER MFG. CO., Davenport, Ia.

Polygon Conductor Pipes Won't Burst.

The twist in the corrugation checks the sudden fall of ice and water, thus protecting the joints. It stands hard knocks because it is corrugated. Again, it is much handsomer than plain pipe. Made in copper and galvanized iron.

Catalogue and information free.

Address Dept. H,

THE
American Steel Roofing Co.
Middletown, O.

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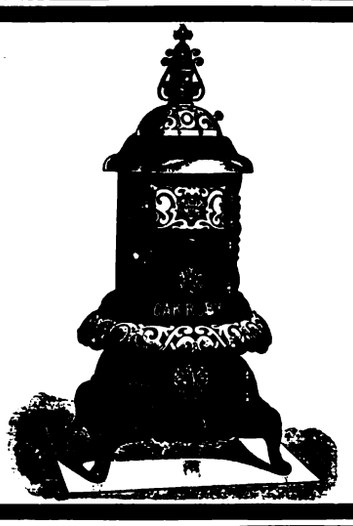
Oak Ruby Stoves

Are the ones on which you can make quick profits. They have

Heavy Inside Fire Pot
Combination Duplex and Shaking Grate
Hot Blast Ring
Large Magazine
Large Bailed Ash Pan

THEY ARE

THE BEST TO BUY



THE BEST TO SELL

Because they burn economically Hard and Soft Coal, Coke or Wood.

They are heavily nickel-trimmed.

Made in three sizes with or without Inside Fire Pot or Magazine.

Write for prices.

SOUTH ERIE IRON WORKS
ERIE, PA.

A Better Location Than Yours

would be in Virginia, the Carolinas, Georgia, Florida or Alabama, and the special Southern edition of the Seaboard Air Line Magazine will convince you. It contains specific opportunities, and lists of orange groves, pine apple plantations, farm, fruit and truck lands.

"Picturesque Florida" containing over a hundred full page photogravures illustrating typical scenes, but containing no reading matter or advertising, together with other literature sent on receipt of ten cents to pay postage.

J. W. WHITE,
General Industrial Agent,
Seaboard Air Line Railway,
Portsmouth, Virginia.
We have a good location for your plant.

DISSTON

Discriminating buyers know the majority of Saws sold and used are

DISSTON SAWS

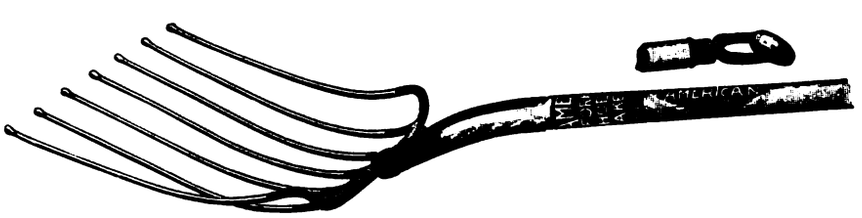
and that this fact is conclusive evidence of superior worth.



The brand "DISSTON" has stood for all that is BEST in Saws for the past sixty-five years, and its reputation will be maintained in the years to come.

HENRY DISSTON & SONS, INC.
PHILADELPHIA, PA.

BEET FORKS



BALL ENDS or BLUNT POINTS
6 TINES
7 TINES

American Fork & Hoe Co.

Send for Beet Tool Catalog.

CLEVELAND, O., U. S. A.

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DIXON'S GRAPHITE LUBRICANTS

FOR

STEAM ENGINES
GAS ENGINES
AUTOMOBILES
MACHINERY
GEARS, WIRE ROPE
ETC.

THE MARKET IS ALREADY CREATED. EVERY DEALER SHOULD CARRY THEM. NEW CATALOGUE FREE

JOSEPH DIXON CRUCIBLE CO. JERSEY CITY, N. J.

STUDY LAW AT HOME

Prepare for success at the bar, in business or public life, by mail, in the ORIGINAL SCHOOL. Founded in 1890. Successful graduates everywhere. Approved by bar and law colleges. Regular College Law Course and Business Law Course. Liberal Terms. Special Offer Now. Catalogue Free.

Sprague Correspondence School of Law, 723 Majestic Bldg., Detroit, Mich.

"YANKEE" TOOLS

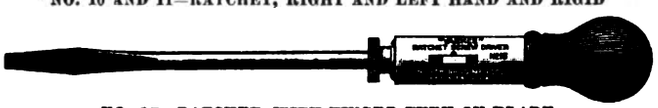
ARE THE NEWEST, CLEVEREST AND QUICKEST SELLING

Ask Your Jobber About Them.

Send for "Yankee" Tool Book



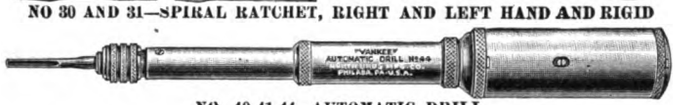
NO. 10 AND 11—RATCHET, RIGHT AND LEFT HAND AND RIGID



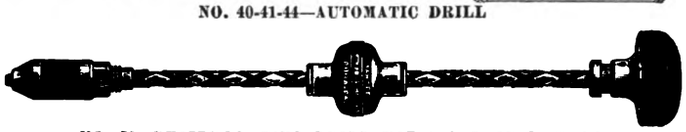
NO. 15—RATCHET, WITH FINGER TURN ON BLADE



NO 30 AND 31—SPIRAL RATCHET, RIGHT AND LEFT HAND AND RIGID



NO. 40-41-44—AUTOMATIC DRILL



NO. 50—RECIPROCATING DRILL FOR WOOD OR METALS

NORTH BROS. MFG. CO.

New York Agents, John H. Graham & Co., 113 Chambers Street. PHILADELPHIA, PA.

You take no risk on the quality. We make only the best.



Sand Papers in Reams and Rolls: Flint Paper, Garnet Paper, Emery Paper, Emery Cloth

HAIR FELTING for covering Boilers, Steam and Water Pipe, and lining Refrigerators.

BAEDER, ADAMSON & Co.

720 MARKET STREET, PHILADELPHIA.
97 BEEKMAN STREET, NEW YORK.
148 MILK STREET, BOSTON.
102 LAKE STREET, CHICAGO.

ESTABLISHED 1836.

ALFRED FIELD & CO.

93 Chambers and 75 Reade Street, New York.

A STRONG COMBINATION.

We are Sole Agents in the United States for:

JOSEPH RODGERS & SONS, LIMITED, Best Cutlery in the World.
JOSEPH GILLOTT & SONS, Best Steel Pens in the World.
L. HUGONIOT TISSOT, Best Plyers, Nippers, &c., in the World.
T. U. S. SHEAR CO. OPERATIVE SOCIETY LTD., Best Sheep Shears in the World.
THE IMPERIAL ENAMEL CO., Best Enamelled Signs in the World.
WEBSTER & HORSFALL, Best Steel Wire in the World.
W. K. & C. PEACE, Best Lawn Scythes and Grass Hooks.
EDWARD GEM & CO., Hedge and Garden Shears.

WAX WIRE

AN ENTIRELY NEW THING.

A simple method of making perfect Vent Holes in cores for castings. Write for particulars.

MACHINE, COIL AND HALTER CHAINS, WESTON'S DIFFERENTIAL PULLEY BLOCKS, CHESTERMAN'S MEASURING TAPES, &c., &c., &c.

Anything wanted from abroad imported to order. Exporters of Hardware and all kinds of American Products. CORRESPONDENCE SOLICITED.

FRANK MILLER'S

Carriage Requisites

FRANK MILLER'S CARRIAGE TOP DRESSING

Gives an Elastic, Durable Waterproof Gloss, and is positively safe to use on the finest stock.





FRANK MILLER'S AXLE OIL.

Superior to Castor Oil; lasts longer, and will not gum.

Manufactured by

THE FRANK MILLER CO.,
349 & 351 WEST 26TH STREET,
NEW YORK.

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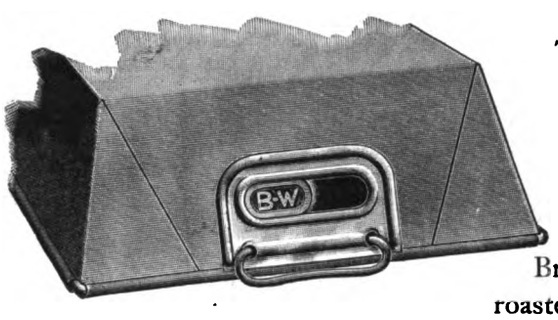
Hinged Vises.

Built of Best Malleable Iron with Steel Jaws and are Interchangeable and Simple in Construction. Will take pipe from ⅛ to 4½ inches. Send for Catalogue of Water, Gas and Steam Fitters' Tools.

The Armstrong Mfg. Co.,

BRIDGEPORT, CONN.

New York Office, 139 Centre Street.



The large handsome nickel plated ventilator catches Mrs Woman's eye

Brings "NEVER-BURN" roaster to her attention

There are a doz points of merit to clinch the bargain

Made in Cleveland Ohio by The Bronson-Walton Co



A Long (K)Night In HARDWARE

¶ For years retail hardware men have been groping in the dark, looking for some efficient way to increase their business—some of them have found it!

Warren's Patent Sectional Glass Front Shelving

is designed and manufactured by a Hardware Man for Hardware Men.

¶ You can keep a line of samples of your entire stock on exhibition at all times.

¶ It preserves each article in the same attractive newness that it comes from the factory, prevents *dust, rust, finger-marks and dirt.*

¶ It enables you to sell goods to a *German*, a *Scandinavian* or *any* other foreigner who, even though he cannot speak English can *point* to what he wants.

¶ It improves the appearance of your store *100 per cent;* enables your salesmen to spend their time *selling* goods instead of *hunting* for them, and will *pay for itself in one year.*

¶ Send dimensions of your store and let us supply you—FREE—with a color plate made to scale, showing how *your* store will look when equipped with The Best Shelving in the world for your purpose.

¶ Remember the shelving is made on the unit plan—If you want to experiment—don't wish a complete outfit now—you can buy one—two—three stacks or sections—the rest will follow as your satisfaction increases.

J. D. WARREN MANUFACTURING CO.
900 Masonic Temple, Chicago

THE SCHWERDTLE STAMP CO.,
MANUFACTURERS
Notary, Lodge and Corporation Seals,
Send for Catalogue. BRIDGEPORT, CONN.

ICE SKATES

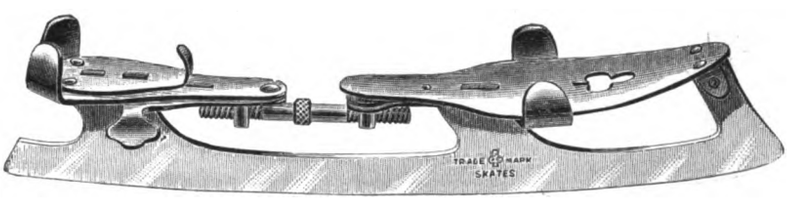
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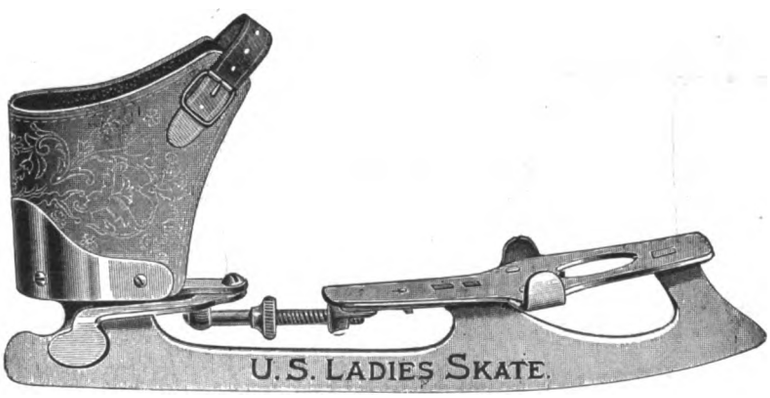
P. LOWENTRAUT MFG. CO.

Complete Line

Club, Hockey and Ladies' Patterns

Catalogue now ready





SELLING AGENTS:

John H. Graham & Co., 113 CHAMBERS STREET, NEW YORK

118 to 122 Holborne, London, E. C., Eng. 123 California St., San Francisco, Cal. Copenhagen Freeport,

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Leaks are Dangerous

Small leaks sap profit from your business. To stop these leaks and give you time to attend to the big features of your business—increase of sales, gaining new customers and proper management of your store—you must have system to take care of these details. System is as essential as capital. Business requires careful study and encouragement of new ideas and mechanical devices to relieve you from all unnecessary worry and detail.

A National Cash Register does not cost as much as a clerk in consideration that you pay a clerk a certain rate per week indefinitely. You pay for a National Cash Register from the small leaks which it prevents.

Let our representative call and explain our system to you.



Cut off here and mail to us today

NATIONAL CASH REGISTER COMPANY, DAYTON, OHIO

I own a_____. Please explain to me what kind of a register is best suited for my business. This does not obligate me to buy.

_____ *Name*

_____ *Address*

_____ *No. Clerks*



SAVE ONE-HALF YOUR FUEL

by using the

ROCHESTER RADIATOR

Satisfaction guaranteed or money refunded. Over 100,000 of them in use. Fits any stove or furnace. For Hard or Soft Coal or Wood or Gas. Price from $2.00 to $12.00. One square inch of radiating surface directly over the hot current is better than six in a drum, or a side heater with perpendicular tubes. We guarantee our radiators not to interfere with or choke the draft. They are easily cleaned. Write for descriptive catalogue and prices.

ROCHESTER RADIATOR CO.

150 Furnace Street, - - Rochester, N. Y.



4,866 sq. ins.

New Jersey Wire Cloth Co.

MANUFACTURES

THE ROEBLING STANDARD WIRE LATHING,

"JERSEY" POULTRY NETTING AND FARM FENCING,

PAINTED AND GALVANIZED WINDOW SCREEN CLOTH,

and every kind of

IRON, STEEL, BRASS and COPPER WIRE CLOTH.

TRENTON, NEW JERSEY. 117 and 119 Liberty Street, NEW YORK. 171 and 173 Lake Street, CHICAGO. 25 and 27 Freemont Street, SAN FRANCISCO.

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GENUINE "NEVER-BREAK"

Steel Spiders are so branded on the handle. Steel Spiders are not all "Never-Break" spiders. Neither are they made of the same gauge sheet and with the same care and thoroughness.

"Never-Break" Steel Spiders are lacquered—not merely greased. They will not rust. They are never sold in job lots.



Write for catalogue of "Never-Break" Steel Spiders, Griddles, Maslins, Kettles, Stew Pots and Stew Pans. Tinned, polished and porcelain finish. Standard over twenty years.

Get our prices on Shovels, Spades and Scoops. Quality, Style and Finish guaranteed, grade for grade, equal to any others, not excepting oldest known brands.

THE AVERY STAMPING CO.
CLEVELAND, O.

"Saw your Ad. in HARDWARE"

--Don't leave that out when writing to these advertisers.

ONE MILLION

Five Hundred Thousand Sold



25 Years on the Market

Need More Be Said

to induce every Hardware dealer to handle

The Original and Only Natural Stone "Gate City" Filter?

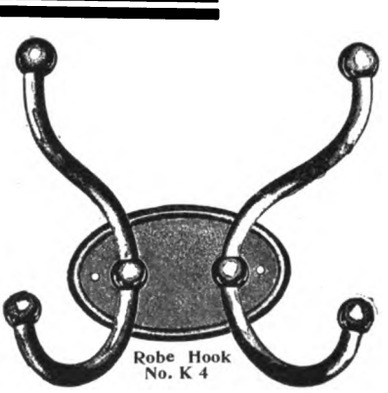
Everywhere leading physicians endorse it because it removes absolutely all disease germs and all other impurities, making all drinking water pure, odorless and sparkling. Most easily cleaned. Price moderate. We help you sell it.

Send for "Gate City Folder H"—it tells all about it.

GATE CITY FILTER CO.
15 E. 14th Street NEW YORK

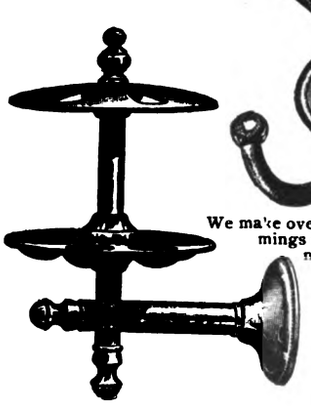
BATH ROOM TRIMMINGS

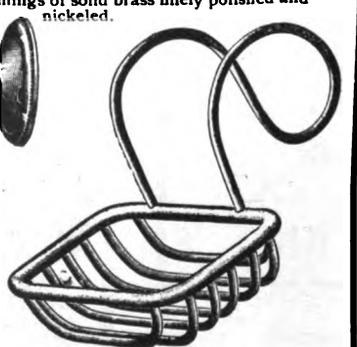
If you are after the best your money can buy, try ours.



Robe Hook No. K 4

We make over 70 patterns of Bathroom Trimmings of solid brass finely polished and nickeled.





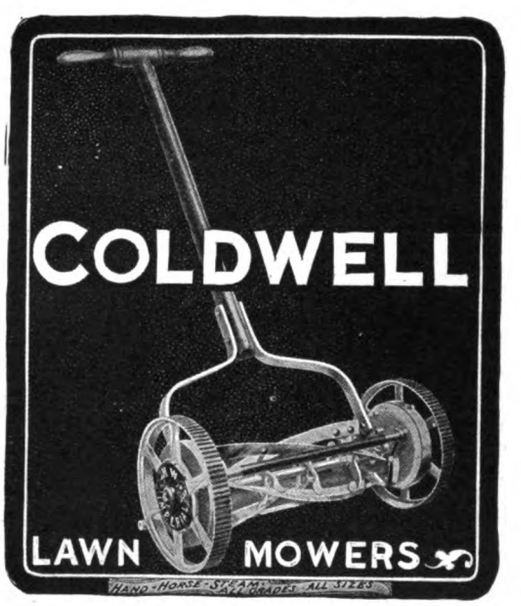
Robe Hooks, Soap Dishes, Glass Holders, Tooth Brush Holders, Toilet Paper Holders, Towel Bars, Match Safes, etc., etc.,

Liberal discounts to the trade.

Write to-day for Catalog K and discounts.

Tub Soap Dish, No. K 50

NOVELTY MFG. CO.
Waterbury, Conn.



COLDWELL LAWN MOWERS

Hand, Horse, Motor Power

1906

Catalogue Now Ready

COLDWELL LAWN MOWER CO.
NEWBURGH, N. Y.

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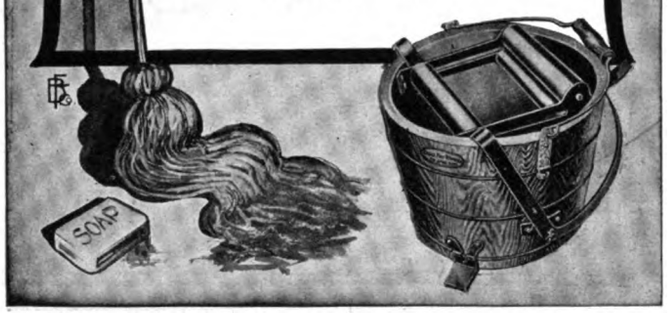
EAGLE MOP WRINGERS

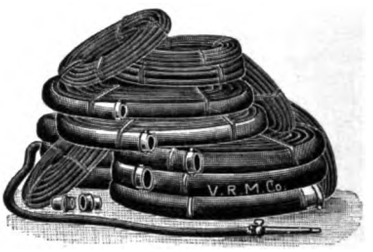
are made right in every particular, and will give longer and better service than others less carefully made.

With no parts to stretch or break, the rolls in the EAGLE always close tightly and give the best possible results in use.

Write for descriptive circular and prices; or ask your jobber. If he is up-to-date, he has EAGLE MOP WRINGERS in stock.

Eagle Cooperage Works,
CIRCLEVILLE, O.





After a "square deal" in

Rubber Hose, Belting, Packing, Rubber Mats, Matting, Etc.?

Get Voorhees

Their reputation for excellence is of 30 years' standing.

Always glad to estimate on special goods.

A postal will fetch our catalogue, prices and samples.

VOORHEES RUBBER MFG. CO.
Jersey City, N. J.

Federal Bench Punch

10 inches high, 10 inches long, Weighs 64 pounds
PUNCHES 5-16 inch hole in ⅛ in. Iron plate, 2½ in. from edge. Send for Circular.

Chandler & Farquhar Co.,
131 Congress Street,
Boston, U. S. A.



ADAM'S STEEL & WIRE WORKS.

Wire Fencing, Ornamental Steel Fencing, Window Guards, Wire Signs, Jail Work, etc.
Send for Catalogue.



ADAM'S STEEL & WIRE WORKS, JOLIET, ILLS.

MERCANTILE AND INDUSTRIAL.

The Territory traversed by the Southern Railway and Mobile and Ohio Railroad offers many desirable openings for locations in business of every kind—Mercantile, Manufacturing and in all pursuits relating to the production of many forms of raw material.

M. V. RICHARDS,
Land and Industrial Agent,
Washington, D. C.

W. A. MOYER, Agent,
271 Broadway,
New York City.

"Hold up! I'll take off my hat to the MYERS."



The name **MYERS** on Pumps and Hay Tools fixes their rank, indicates their quality and "separates them from the Goats," figuratively speaking.

That's why "all Hats Come Off" when the **MYERS** come in sight and why *The Glass Valve Takes Competition Off Its Feet.*



THE MYERS STAY-ON AND PUMPS, HAY TOOLS DOOR HANGERS

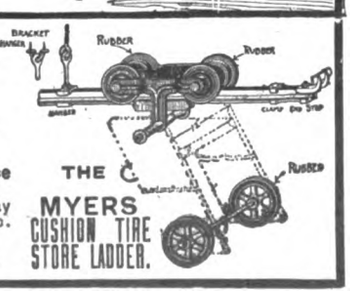
MEET ALL REQUIREMENTS.

Ask your Dealer for the Best Known Force Lift Tank and Spray Pumps.

Ask your Dealer for the Best Known Hay Carriers, Forks, Stayon Door Hangers, etc.

Write for Descriptive Circulars to

F. E. MYERS & BRO., Ashland, O.



THE MYERS CUSHION TIRE STORE LADDER.

WIRE and WIRE NAILS

¶ You ought to have our prices on Special and Common Nails, Iron and Steel Wire, and Wire Plant Supports.

¶ The profits on our goods will make you our steady customer.

¶ Write us to-day.

Mention HARDWARE.

IGOE BROTHERS
226 North 9th St., Brooklyn, N. Y.

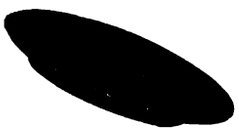
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REED'S RELIABLE

Flintstone Enamel Steel Ware







IF YOU are after the best moderate priced enamel ware, buy the Flintstone. Its equal in quality, durability and attractiveness has yet to be produced.

Subjected to severest test, we can afford to sell each piece with a

Ten Years' Guarantee











You Can't Afford

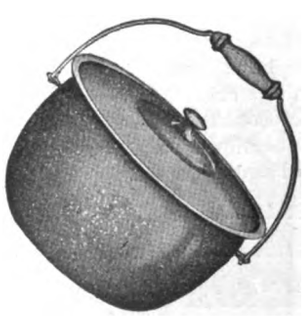
to be without our catalogue. It shows our complete lines:

Reed's Anti-Rust Tin Ware
Reed's Turquoise Enamel Ware
Reed's Galvanized
Iron Goods, Copper, Copper-Nickel Plated Ware

REED MANUFACTURING CO.
NEWARK, N. Y.











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SENSATIONAL SAD IRON ADVERTISING

WE are determined to make **"ASBESTOS SAD IRONS"** a household word throughout the country. **Every woman** is our prospective customer, and we won't rest until every woman is convinced that she must have Asbestos Sad Irons.

In order to accomplish this result, we are spending thousands of dollars in general advertising. And for the benefit of the trade we offer

$1,000.00 IN CASH PRIZES

for the best local advertisements and Window Displays of Asbestos Sad Irons.

If any Hardware Dealer who reads this advertisement has not received the details of our Advertising and Window Display Contests, he should write for full information at once.

These contests have been planned for the benefit of the retail dealer. Every Asbestos Sad Iron that is sold passes through the hands of some dealer, who makes a good, clean profit on that iron. Are you coming in for your share of the sales?

The way to be assured of your share is by letting the people of your community know that you sell Asbestos Sad Irons. Enter our contests and you will get publicity, sales, profits—besides standing the chance of getting a substantial cash prize.

We take it that every Hardware Dealer is acquainted with the merits of Asbestos Sad Irons. If **you** are not, send for our complete descriptive booklet. Return the attached coupon and we shall immediately send the booklet and details of our Advertising and Window Display Contests.

ASK YOUR JOBBER FOR PRICES.

The Dover Mfg. Co.,

Canal Dover, Ohio.

Box 812.

COUPON

The Dover Mfg. Company,
Canal Dover, O.
Box 812.

Gentlemen:
We have not Asbestos Sad Irons in stock. Please send descriptive booklet and detailed information concerning your Advertising and Window Display Contests.

Name.....

Street Address.....

City.....State.....

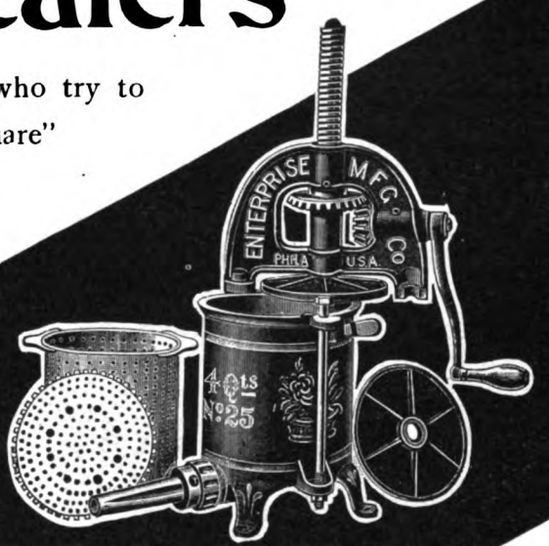
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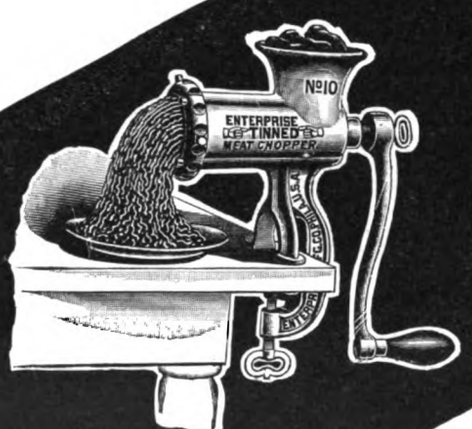
A Square Deal

— FOR —

Square Dealers

Square dealers, we take it, are those who try to give their customers goods that are "square" — honest all through. For forty years we have been giving all dealers the "square deal."





We make all the "ENTERPRISE" hardware specialties just as good as we know how—then we go out and tell the public, of all the world, about their merits. Square Dealers *distribute* them — they are already *sold.* Just ahead is the big demand for

"ENTERPRISE"

Meat and Food Choppers and "ENTERPRISE" Sausage Stuffers, Lard and Fruit Presses. They are being widely advertised now to the public. Write for our literature about them, including our new catalogue of all the "ENTERPRISE" specialties. Get ready for the biggest season you have ever seen on "ENTERPRISE" goods. We are ready. Get your share.

Increase your sale of "Enterprise" Meat and Food Choppers by using our new booklet: "The Cook, Her Critic and—". We will send you a supply of these on request.

The Enterprise Manufacturing Co. of Pa.

New York Office, 10 Warren St. **Philadelphia, U. S. A.** **San Francisco Office, 105 Front St.**

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LISK'S STAMPED, SEAMLESS, SANITARY, SELF-BASTING ROASTER

The Most Perfect Roaster in the World

Imperial Gray Enamel **Warranted for Ten Years**



For Roasting Meats, Game, Poultry, and Baking Bread, Beans, etc., etc.

Its Simplicity, Durability and Economy Appeals to Every Lover of the Culinary Art.

SIZES:

No.2 Size 10x16, 7 1-2 inches high, For 12-pound Roast

No.3 Size 11x17, 8 inches high, For 16-pound Roast

No.4 Size 12x18, 8 1-2 inches high, For 20-pound Roast

Sold in the United States by over 30,000 Dealers in High Grade Hardware

---

THE LISK MFG. CO. (LIMITED)

CANANDAIGUA, N. Y.

SEND FOR BOOKLET

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YOUR REPUTATION



Is your most valuable asset. You make your reputation by the quality of the goods you sell and by satisfying your customers. When you sell an Atkins Silver Steel Saw you can depend upon hearing from it in a most agreeable way and you take no chances of jeopardizing your reputation. The sale of one Atkins Saw leads to another and so on indefinitely. They are a splendid line to handle.

Catalog and Discounts on application.

E. C. ATKINS & CO.,

LEADING SAW AND TOOL MANUFACTURERS

EASTERN BRANCH:
64 READE ST., NEW YORK CITY.

INDIANAPOLIS, IND.

JUST A TRIAL



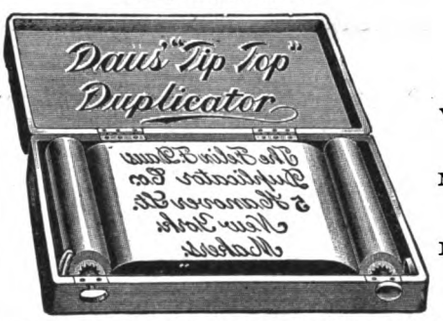
A JUST TRIAL

Is all we ask. It will substantiate all our claims for

DAUS' "TIP-TOP" DUPLICATOR

It Duplicates 50-150

Let-ters



In-voices

Menus

Circu-lars

Music

Thousands of pleased customers testify to this fact.
Saves time, and money on your print bills.
Price $5. Ten Days' Trial Free!

THE FELIX P. J. DAUS DUPLICATOR CO.
111 JOHN ST., NEW YORK, U. S. A.



All Records Broken!

For replacing any old, worn-out Chair Seats of almost any pattern the equal to the

Universal Chair Seat

has yet to be produced.





Cheaper and Better

than cane or leather; more durable; will sustain greater weight than either. Can be shaped to any pattern with a pair of shears by anybody.

A profitable line to handle for that very reason. Let's put you next to our proposition.

Eureka Chair Seat Co.,
Syracuse, N. Y.

If you're Looking for First Class UP-TO-DATE BARROWS

ORDER THE ◆ ◆ ◆

Champions, the World's Best.

All Kinds of Wood and Steel Barrows.



THE BRYAN MFG. CO., BRYAN, OHIO, U. S. A.

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The Smith & Egge Mfg. Co.,

BRIDGEPORT, CONN.

Manufacturers of . . .



SASH CHAINS.

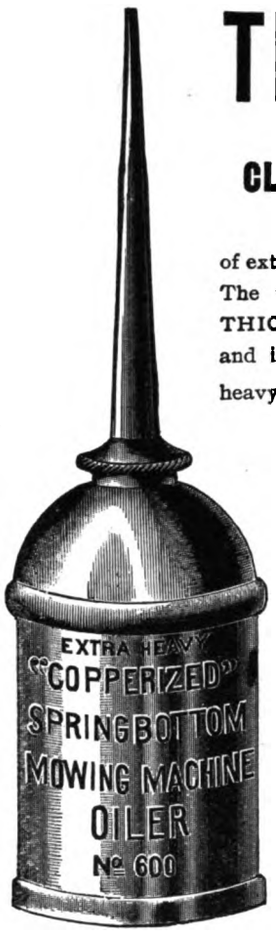
"Giant," "Red Metal"
Cable and Jack
Chains.

Our Chains are being constantly imitated in appearance, but no one has succeeded in equaling them in wearing qualities. You will find them in use in the finest buildings.



No. 40.

New York Agent : J. J. Halpin, 62 Reade Street.
Philadelphia Agent: W. E. Trull, 13 N. Sixth Street.
Chicago Agent: H. H. Munger, 143 Lake Street.



THIS CAN

HAS A

CLOCK SPRING STEEL BOTTOM

of extreme durability and springiness. The CYLINDER is of DOUBLE THICKNESS around the lower edge, and is drawn seamless from extra heavy **"Swedeh" Steel,** Beautifully Finished. It readily commends itself to all AGRICULTURAL and HARDWARE DEALERS on account of its Elegance, Durability and Cheapness.

Special Price on Large Orders from the Jobbing Trade.

THE AMERICAN TUBE & STAMPING CO.,

SUCCESSORS TO

The Wilmot & Hobbs Mfg. Co.,

BRIDGEPORT, CONN.



L. S. STARRETT
SAYS:

"IF YOU FIND ANY TOOLS BETTER THAN

STARRETT TOOLS

BUY THEM."

SEND FOR COMPLETE CATALOGUE No. 17T.

THE L. S. STARRETT CO.
Athol, Mass., U. S. A.



HOLT'S



IMPROVED Dover Egg Beator

It's equal is unknown. It beats eggs in 20 seconds—in one-fourth the time of the best hand whipper.

THE FLARE DOES IT!

And then our Beaters are one-third larger than the 10-cent Dovers.

The Dashers are thicker, too, wider and flared.

OUR "CLEANER" RUG AND CARPET BEATER —are you handling it? Send for price-list circular.

HOLT-LYON COMPANY

SOLE MANUFACTURERS

TARRYTOWN-ON-THE-HUDSON, N. Y.

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HARDWARE

The American Wringer Co. on September 1st moved their Auburn plant to Woonsocket, R. I., where they now have all their manufacturing under one head. This merger was made possible by the recent increase in their Woonsocket plant, at which factory they are now in a position to turn out 2,000 Wringers and 6,000 Rolls daily.

✤

A meeting has been called by Secretary T. James Fernley, of the secretaries of all trade organizations in the United States, to be held in St. Louis on Wednesday, September 27, the object of the meeting being to confer on the Catalogue House question and the Parcels Post legislation.

✤

The Glidden Varnish Co., of Cleveland, will move their general offices October 1st from the "Williamson Building," where they have been for the past five years, to the magnificent new "Rockefeller Building," just completed. They have taken the entire twelfth floor of the building, some twelve thousand square feet, embracing about thirty-six rooms, which are being especially arranged for the various departments of the company's business. The company is also making improvements and extensions to its work, involving an expenditure of seventy thousand dollars, all to be completed by November 1st.

✤

The Richmond Cedar Works has just decided to manufacture ice cream freezers. This will be good news for Richmond, says the *Richmond Leader,* as it will mean that this company will find it necessary to build additional plants and to employ from 100 to 200 additional men in the next two or three months. The type of freezer to be manufactured is to be known as the "Snow Ball," and it will be made from the very best material in every detail. The castings for the freezers are to be made by a Richmond concern, the Richmond Foundry and Manufacturing Company, which is virtually the only plant in the South making a specialty of high-grade small castings. All other parts of the freezer are to be made by the Richmond Cedar Works. This freezer will be the only one made that will have Virginia white cedar tubs with patent electric welded wire hoops.

SUMMARY OF SANTO DOMINGO'S COMMERCE.

The Bureau of Insular Affairs of the War Department has on hand a limited number of copies of the April Summary of Commerce of the Republic of Santo Domingo recently compiled in the office of the Controller and General Receiver, Customs Service of Santo Domingo. The publication is printed in Spanish and English, and copies may be obtained upon request to the Insular Bureau.

THE WARREN HARDWARE SHELVING.

The J. D. Warren Manufacturing Co. of Chicago have just printed illustrations of their most recent designed Cabinets and Bases of the Warren Hardware Shelving, also including illustrations of the cabinets exhibited at the St. Louis World's Fair, many of which are printed in four colors, and in variety and number they furnish the most extensive assortment we have ever issued, among which are a number of combinations 25½ feet in length arranged as their experience and judgment suggests, costing from $3.00 per lineal foot and up. They also have issued a neatly arranged and finely printed net price list of over 300 patterns of their own designs, manufacture of store fixtures, which will be forwarded to any inquiries for same.

AN EXCELLENT SHOWING.

Secretary Peck says in reference to the Wisconsin Retail Hardware Association: "Our Association is growing slowly but steadily, and the Insurance feature is being appreciated by our membership more and more every day. We have written up $970,000 since we started sixteen months ago, and to-day show a handsome balance for dividends at our next Annual. Our Insurance Company saved its patrons the first eight months over $1,200. Only ninety-seven have their full limit. Why not 300?"

IOWA HARDWARE DEALERS' ASSOCIATION.

On September 22d the Executive Committee of the Iowa Retail Hardware Dealers' Association meets at the office of the president, in Ft. Dodge, to arrange the details of the Eighth Annual Convention of the Iowa Association, which meets in Des Moines on February 14, 15, 16, 1906. An elaborate programme is to be outlined and an adjustment of the many details of the convention itself will be before the committee for final settlement. The membres of this committee consist of President H. S. Vincent, Ft. Dodge; C. E. Haas, Le Mars; S. R. Miles, Mason City.

At the same time and place, a meeting of the Executive Committee of the Iowa Hardware Mutual Insurance Association will be held to canvass the quarterly business of the association. These meetings are usually held at the official headquarters of the association in Mason City, Iowa, but for the convenience of the committee and the saving of expense, President Miles issued his call for the present quarterly meeting at Ft. Dodge. The members of the committee consist of President S. R. Miles, Mason City; C. E. Haas, Le Mars; L. Lindenberg, Dubuque. The Hardware Mutual is making a fine growth and is becoming very popular with the members of the trade in Iowa and adjacent States. Plans will be consummated at this meeting for a special effort to bring the Iowa Association up to the fine standard reached by some of the older Hardware Insurance Mutuals. Association is saving large sums of money for its policy holders, and is making a specialty of prompt and satisfactory adjustments of all claims for loss and damage. They are now paying a cash rebate of 25% on stock company rates, and the officers of the association are confident that a substantial increase in the percentage of rebate will be made at the next annual meeting in January, 1906.

RUSSIA'S DISCRIMINATING TARIFF DISCONTINUED.

The recent announcement that the Russian Government has ordered that the levying of discriminating import duties on a number of articles, the products of the United States, be discontinued, lends some interest to the figures below, presented by the Department of Commerce and Labor through its bureau of statistics, showing the total imports into Russia from the United States during the calendar years 1900-1904, inclusive, as well as the imports during the period 1900-1903 into Russia from the United States of the articles affected by the adverse tariff legislation.

The application of the higher discriminating rates dates back to the beginning of the year 1901, when, in retaliation of the countervailing duty imposed upon sugar of Russian origin in accordance with section 5 of the Dingley tariff, the Russian minister of finance ordered the application of the penal tariff rates to imports of manufactures of cast iron, of hand tools, machinery, and numerous other articles classed under the general head of manufactures of iron and steel. These articles, which were subject until then to the same conventional rates as were paid by like articles coming from Germany and other European countries, became subject to rates from 30 to 50 per cent. higher.

It is interesting to note that the total imports into Russia from the United States, as shown by the official trade returns of the Russian Government, show but little the effects of the adverse tariff legislation. Thus the total imports from this country are stated by the Russian returns as follows:

	Dollars.
1900	22,748,000
1901	17,984,000
1902	20,574,000
1903	32,531,000

An analysis of the figures showing the imports from the United States of the various articles affected by the discriminating tariff legislation furthermore shows that these imports have, on the whole, increased during the period in question. Thus, the imports of manufactures of cast iron increased from $19,955 in value during the year 1900 (which, for purposes of this comparison, may be taken as a normal year) to $45,722 in 1903. The imports of hand tools, which were $15,315 in value in 1900, increased to $64,532 in 1903. Those of machinery increased from $223,524 in 1900 to $338,694 in 1903, while the imports of the various articles under the general head of manufactures of iron and steel increased from $45,373 in 1900 to $363,555 in 1902, and fell off to $67,555 during the following year. The same is true of bicycles, the imports of which, from $10,836 in 1900, increased to $43,087 in 1902, but fell to $30,377 during the following year. The imports of the articles under the general head of naval stores more than doubled—from $186,552 in 1900 to $404,226 in 1903. The combined figures of imports from the United States of the articles subject to discriminating duties show an increase from $501,558 in 1900 to $951,106 in 1903.

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HARDWARE

DEVOTED TO THE AMERICAN HARDWARE TRADE

PUBLISHED ON THE 10th AND 25th OF EACH MONTH BY

HARDWARE PUBLISHING CO.

309 BROADWAY, NEW YORK

SUBSCRIPTION $1.00 PER YEAR. TO FOREIGN COUNTRIES $2 50

CHICAGO - - - - - - 1164 Monadnock Block
C. H. GREENE, Representative

DETROIT, - - - - - - 61 West Congress St.
G. T. NEWKIRK, Representative

L. E. MACINTYRE, - - - - - President.

A. P. MITCHELL, - - - - - - Secretary and Treasurer

HENRY HOPKINS, - - - - Editor.

J. W. PENTZ, - - - - - - Advertising Manager.

SEPTEMBER 25, 1905.

Editorial Trade Review

There has been a large and satisfactory amount of business done during this month, indicating that the year will show up well when compared with previous years, both in the manufacturers' statistics and in the jobbers' records. The demands of the jobbers have been of such persistency that already the manufacturers find difficulty in making specified deliveries, and their patrons are getting nervous about the goods being delayed at the factory, during the time when the shipment of our farming products will be apt to find congested conditions arising from that source.

The crops have been found so full and perfect that the trade has been led to believe that there has never been a time when the future looked so promising to every one in business; where agricultural products could be depended upon and the confident feeling regarding the future is felt generally by all those whose hopes are being so greatly realized.

The corn crop is estimated to be a phenomenal one, largely in excess of any previous season, and as the present price is certainly a remunerative one, a large amount of money will prove to be the result. The effect of this on general trade will be felt later to a certainty. The present business on corn huskers and corn knives has surpassed all expectations.

The travelers in every direction are sending in large and well-assorted orders, that keep the jobbers busy above all other times, even extending into the evenings, and the orders are from retail dealers whose stocks were well drawn upon in the Spring, leaving less stock than usual upon the dealers' shelves, which the travelers are doing their best to fill up by placing orders of extreme length on record for future delivery.

The advances that have gradually taken place show the natural trend resulting from the condition of prosperity visible on every hand. No speculation is noted from any special section of trade, the demand being a general one, and with a rational desire to fill the forthcoming wants of a good long season to come, with goods needed to make a local market full enough to meet all demands. The advances have all shown a conservative bias for present wants. The recent advance in nails and other wire products, of one dollar a ton, is viewed by the trade as being a stiffening of loose quotations that succeeded in making the market a steadier one than we have had for weeks.

The larger orders for goods in general have been already secured, and although not all in course of delivery, they have been sufficient to cause special quotations and concessions to purchasers to be withdrawn, and the business of the country to settle down to work and reap some of the fruit of the harvest.

The feeling pervading the trade is one of superabundant confidence in its strength, that augurs well for the growing demands of business that is founded on the growth of our agricultural prosperity, which is the foundation of our commercial energy and industrial wealth.

The builders' Hardware stock is still difficult to get. and the manufacturers are working nobly to catch up. Orders have in many cases been of the most sanguine character, and the liberal amounts have not been so fully anticipated by makers that the stock was manufactured ahead to meet it. The orders are forwarded as complete as possible, but the jobbers are restive over the unexpected delays and the anticipated back orders. Many of the seasonable goods are prolific of delays in reaching the retail dealers from the jobber, on account of the non-fulfilment of conditions that are virtually beyond his reach. such as those affecting deliveries of stove boards, coal hods and elbows, etc., and that class of goods that are usually slow in the season's delivery.

THE POST OFFICE DEPARTMENT WORKING IN THE INTEREST OF CATALOGUE HOUSES.

The Washington correspondent of the *Iron Age* announces in the issue of September 21, that the Post Office Department has issued an order that will raise a storm of protest from the retail merchants who are fighting the catalogue houses. The action just taken is in direct reversal of the department's policy heretofore enforced. It relates to the number of rural mail boxes, and the directions that are given in regard to the delivery of mail matter by the number of the box, without regard to the name of the party to whom the mail is to be delivered. The order changes, it will be observed, the policy which has been pursued by the Post Office Department and permits the sending of mail of all kinds without the knowledge on the part of the sender of the names of the parties to whom it is to be delivered. Supplementing the above form of regulations the Post Office Department is notifying the postmasters in routine correspondence, that they must furnish number of routes radiating from their office and the number of boxes on each route to all the applicants. All this is directly contrary to the policy of the department, which has guarded the names of parties on the free delivery route as it permits access to such parties without the trouble of ascertaining or writing their names on their mail matter. It thus affords the Catalogue Houses and others who desire to circulate miscellaneous printed matter an opportunity for which they have been waiting, but with facilities which make their task much simpler and easier than they had ventured to fancy.

In further explanation it is considered that lock boxes in all postoffices have for many years been known by number and that postmasters have been under instructions to deliver matter addressed to such boxes by number alone. Of course, this has no bearing upon the case in point. Lock boxes are usually maintained by business firms and their renters are about the last class of people the mail order houses would think of reaching with their catalogues. What the catalogue concern has wanted, and has wanted so badly that efforts have been made to corrupt rural carriers to obtain them, have been the addresses of millions of thrifty farmers living on their rural routes. This information the Post Office Department now proposes to supply "free gratis for nothing" beginning October 1, but an appeal lies from the Fourth Assistant to Postmaster General George B. Cortelyou, and it is up to the retail merchants of the country to lose no time in checking it.

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PROFIT MAKING LINES

TRAPS AND TRAPPERS OF TO-DAY.

Civilization in North America has, during the last fifty years, made an immense advance, covering that vast area of prairie and forest land known as the "Great West," and converting it into a prosperous and peopled country. Almost unbelievable changes and growths have occurred, and the conditions of life and the pursuits of men have widely altered. To the invaders of the wilderness the gun and the steel trap (that indispensable little article which precedes the axe and the plow in the march of civilization) were weapons necessary alike for defense and for subsistence. To-day these utensils no longer have the same



WORKS OF ONEIDA COMMUNITY IN 1848, WHERE THE CELEBRATED NEWHOUSE TRAP WAS INVENTED.

significance and can, in the greater part of the country, be safely discarded as an actual means of defense. In Siberia and in South America, traps fill the position they formerly held here; but to one unacquainted with the subject it might well seem that, in this country the demand for traps must decrease with the settlement of it. The reverse of this theory is, however, the actual truth.

The Oneida Community undertook the manufacture of the



MAIN OFFICES OF ONEIDA COMMUNITY, 1905.

now world-famous Newhouse Game Traps in 1848. Since that time all other traps which have attempted to win the attention of trappers have been either modifications or imitations of this trap. The Oneida Community established its manufactory in a little shop 15 by 25 feet in size. The tools consisted of a common forge and bellows, hand-press, swaging-mould, anvil, hammer and files. The fabrication of the steel spring, a most intricate operation, was executed wholly by hand. Two stalwart men with a two-hand sledge and a heavy hammer reduced the steel to its elementary shape by about one hundred and twenty blows, and it was afterwards finished by a long series of lighter manipulations. One by one these difficulties were overcome by patience and ingenuity, until at length the whole process was executed by machinery.

With the progress of improvements in the process of manufacture, the cost and price of traps correspondingly diminished, so that now traps of far better quality than the clumsy articles in former use can be obtained at much less price. The trap of fifty years ago, bent and hammered into shape by painstaking individual labor, does not differ more essentially from the trap of to-day, perfectly tempered, constructed and turned out by thousands, than does its present practical value differ from its



SHOWS TRAP OVER 40 YEARS OLD WHICH WAS FOUND BY A PARTY IN MISSOURI, TRAP IS IN PERFECT WORKING CONDITION TO-DAY.

value in the past. The development in manufacture has only kept pace with the development in utility.

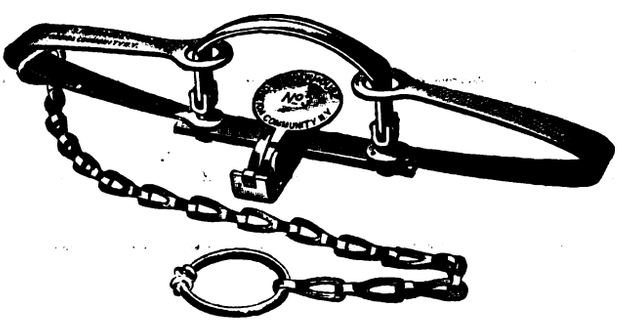
The use of traps has assumed a new significance, a significance in keeping with the times, but one far from commonly realized—an active money-making value. For example: New York State in a wild condition could support perhaps one million inhabitants, whereas in its present highly cultivated state it can afford an



PRESENT STYLE OF SINGLE SPRING NEWHOUSE GAME TRAPS.

ample income to ten or twenty times that number. Similar conditions are equally favorable to the small fur-bearing animals, who, finding security from the larger wild animals that early fell prey to the hunter, have constantly increased in the farm lands of both the eastern and western States.

It is an unquestionable fact that trappers, in North America,



PRESENT STYLE OF DOUBLE SPRING NEWHOUSE GAME TRAPS.

never have had more numerous game at their disposal, better weapons with which to capture them, or higher prices for the furs thus procurable than at present. The fur market was never so favorable, and it will undoubtedly continue to improve. It would be difficult, indeed, to discover a more pleasant and well repaid task for the sportsman, or a more profitable employment for the leisure hours of farmers than the business of trapping to-day.

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HELPING THE DEALER

ADVERTISING SUCCESSES.

Perhaps the most notable advertising success of the year is the campaign conducted by the Glidden Varnish Company, advertising Jap-a-Lac.

They began in April numbers of the popular magazines and spent $60,000 during the Spring months alone. Embodied in this advertising campaign was the largest advertisement ever placed



WINDOW DISPLAY OF HUMPHREY-JONES MERCANTILE CO., DENVER, COLO. WINNER OF 1ST PRIZE, CLASS "A."

in any one publication. *The Butterick Trio* carried one advertisement showing in May issue a four-page colored insert, advertising the merits of Jap-a-Lac and illustrating its uses. For this advertisement alone, the manufacturers paid $15,000. The month previous they had an $8,000 advertisement in the *Ladies' Home Journal*, and, taken altogether, we think, the success that Jap-a-Lac has attained by virtue of its enormous advertising is significant of the value of present day advertising methods.

We find upon getting details of the campaign which was conducted on Jap-a-Lac, that the advertising manager, Mr. Ash-

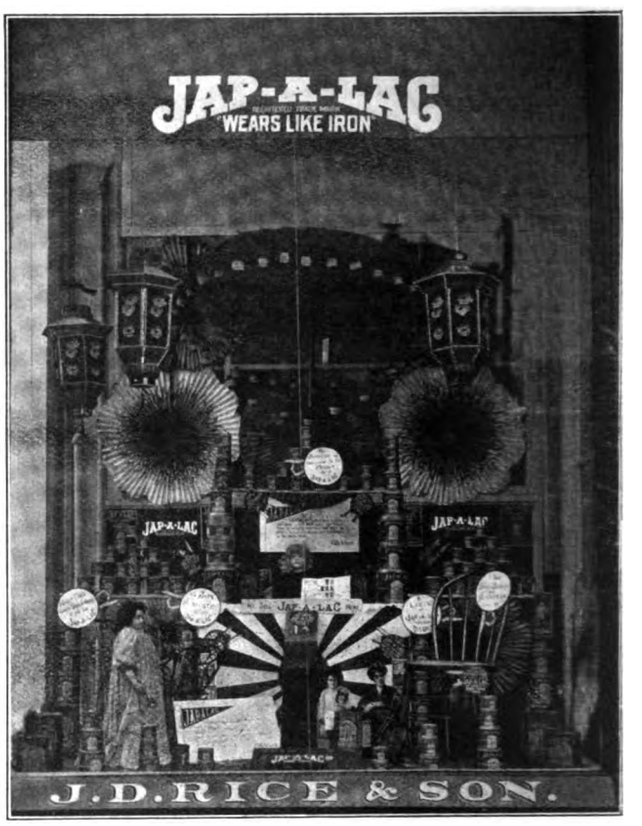


WINDOW DISPLAY OF BURHANS & BLACK CO., SYRACUSE, N. Y. WINNER OF 3D PRIZE, CLASS "A."

brook, was not satisfied with merely placing the advertisements in the magazines, but he inaugurated a strong follow-up system which he used with telling effect upon the dealers throughout the country. He informs us that he believes that publicity advertising in itself is of great value in obtaining customers for the article advertised, but that in order to get the fullest value out of so large an expenditure as they made this Spring, it was necessary to bring to the attention of the dealers throughout the country the splendid results they could obtain by using this advertising for their personal behoof. He went into an exhaustive campaign of education on advertising in general, specifically calling attention to Jap-a-Lac as the central issue for the dealers who could profitably handle it.

Publicity advertising convinces the readers of the popular magazines that an article advertised so extensively as Jap-a-Lac is something which they want. It gives strong reasons why they should use it, and they are thus prepared to buy the advertised article, if they know where it can be obtained.

Mr. Ashbrook found that some dealers did not realize the importance of making known the fact that they stocked advertised aritcles. When a man or woman wants to purchase an advertised article, they are sure to go where they know they can get it. Any dealer who takes the pains to acquaint his local public of the fact that he keeps widely advertised articles is sure to reap



WINDOW DISPLAY OF J. D. RICE & SON, AURORA, ILL. WINNER OF 3D PRIZE, CLASS "B."

the benefits of all of the advertising which is done in his neighborhood, and to make his store the center for such articles as he advertises to keep. In this way, a dealer's business on advertised articles can be very greatly increased along the line of least resistance.

There are other benefits far in excess of those above mentioned which some dealers have never taken into consideration, chief among which is the obtaining of new customers, not only for the advertised article, but for other articles which they keep in stock. If any courteous dealer can induce a new customer to enter his store for an advertised article, he stands a good chance of obtaining his entire trade as long as he treats that customer properly.

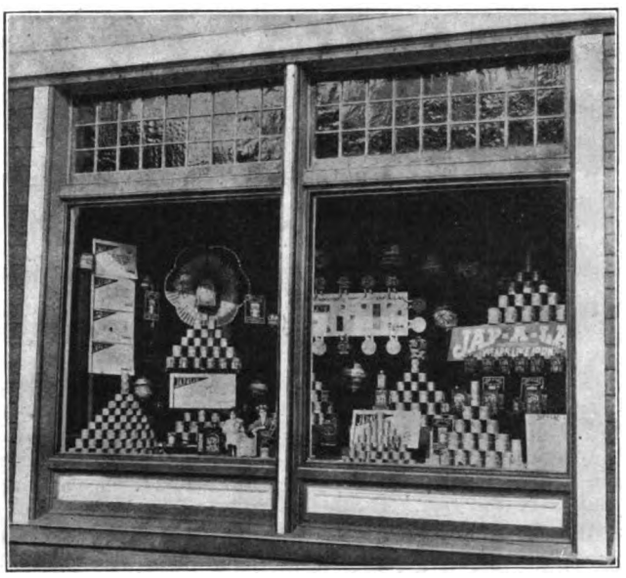
In order to help the dealers, and to give them an example of just what could be done with an advertised article, the Glidden Varnish Company offered prizes amounting to $1,000, divided into separate classes and of separate amounts, for the best window displays, photographs of which they were to receive, made during the week of April 10th.

We illustrate herewith a few of the prize winners. Altogether 126 prizes were given, and besides photos from those who were fortunate enough to obtain a prize, there were a great many photographs sent in which the judges thought should at least have had honorable mention. Almost every dealer who took the trou-

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ble to have a photograph made of his window showed exceptional good taste in window dressing, and out of the innumerable letters received regarding the effect of the window display on the sales of Jap-a-Lac and other articles, there were very few that did not state that the window display had been a very profitable investment.

The Jap-a-Lac sales for the first six months of the year were 10% in excess of the entire sales of last year. This very creditable showing is no doubt due to their advertising and the protection given it.



WINDOW DISPLAY OF C. H. GOSS & CO., ST. JOHNSBURY, VT. WINNER OF 1ST PRIZE, CLASS "C."

Jap-a-Lac is one of the many advertised articles which the dealer could profitably give his attention to, and we cannot too strongly indorse the views of Mr. Ashbrook on the benefits possible to be obtained by the dealers who co-operate with the manufacturers who advertise their commodities, as we believe it will be only a question of time when most manufacturers will find it will be absolutely necessary for them to use general mediums of publicity if they wish to have the co-operation of the dealers, and also that the dealers will realize within the near future that it is very greatly to their advantage to back up the advertising of the manufacturers and take advantage of such publicity as is given a manufactured article in their own locality.

FINDS NEW USE FOR THE PHONOGRAPH.

Manufacturer Will Address Conventions of Agents by Means of Talking Machines.

A new use has been found for that versatile machine, the phonograph. It is to be used by the maker of another wonderful machine to perfect the system whereby the latter is marketed.

John H. Patterson, president of a big manufacturing concern in Dayton, has discovered that the phonograph can be put at work more practical than that of entertainment.

Few persons have thought to put it to a practical use in the world of industry. It has not been used heretofore as plows and reapers and engines are used, to aid in general production.

Mr. Patterson purposes, through the machine, to talk directly at least once a month to every one of the agents selling the product of his factory throughout the United States.

Sitting in his office in Dayton, this busy manufacturer will deliver addresses on different phases of the business. These will be kept on the phonograph records and will later be relayed by the machine to the ears of agents throughout the country.

The phonograph will get in its greatest work at the conventions where once each year in the large cities of the country the agents of a given district meet. It has been the custom of the company to have a number of officials from the Dayton headquarters attend each of these conventions, and lecture to the agents, explaining new points, giving suggestions about the work and making "ginger" talks to inspire the men with a spirit of hustle and determination.

A trip around the circuit of the conventions lasting six weeks was too irksome for one man. Hence Mr. Patterson began wondering what arrangement he could make to secure the same results with less labor and time.

He could not bring all the agents to Dayton each year, nor would a personal representative quite take his place. Finally he thought of the phonograph. That would reproduce his own words in his own voice. Immediately he set about to put the scheme into effect, and at all the coming conventions President Patterson and other leading officials of his company will address the salesmen through the phonograph.

Mr. Patterson has thus solved the old problem of inability to attend more than one meeting at the same time, for he will often be speaking at two or three conventions the same day, and just as many times will be delivering a different speech at each place.

NEW COPPER WELDING PROCESS.

Consul Shank, of Winnipeg, Canada, reports that scientific circles are interested in the discovery of a process for welding copper, which has been made by a local blacksmith. It is said the process has been thoroughly tested and found perfect, and that copper can be welded to copper or to other metals without impairing the electrical conductivity and other properties of the metal. The process is said to be very simple and no more costly than the welding of steel. The work can be done with a forge, blowpipe, or any apparatus which will heat the metal cherry red. Patents have been applied for in the United States and Canada.

LEGAL CORRESPONDENCE.

Any subscriber to "HARDWARE" is privileged to ask any legal question he pleases in this Department and it will be answered free of charge. Address all communications to Law Editor "HARDWARE," No. 309 Broadway, New York City.

DOWER RIGHT—EFFECT OF DIVORCE.

QUESTION: If a husband secures a divorce against his wife and then dies without remarrying, has the wife a dower right in his real estate?

REPLY: At the common law and in the absence of statute it is settled that an absolute divorce for whose ever fault will always bar dower. This has been changed by statute in many States and the local statute always governs in respect of real property situated within the State. Under the New York statutes the only divorce which will bar a wife's dower right is one obtained for the widow's "misconduct." The term "misconduct" has been interpreted to mean adultery. So it has been held in New York that a divorce obtained in Indiana against a wife on the ground of desertion did not bar her dower right in lands situated in the State of New York.

MORTGAGE—EFFECT OF TENDER.

QUESTION: A mortgage became due on the 22d day of April. On that day the mortgagor went to the owner of the mortgage and tendered the mortgage debt with interest and costs, which the owner of the mortgage refused to take, saying that he proposed to foreclose the mortgage. He is now bringing suit to foreclose. Can he do so after the mortgagor has offered to pay the money?

REPLY: A tender of the mortgage debt with interest and costs discharges the mortgage so far as any attempt to enforce it by the mortgagee is concerned. It is a defence to an action to foreclose. But the mortgage still remains on the property, and in order to have it cancelled of record, so that it will no longer appear as an encumbrance, the mortgagor must bring an action in a court of equity. And this court will require, on the principle that he who seeks equity must do equity, that before the mortgage is cancelled of record, the mortgagor shall pay the mortgage debt. So long as the mortgagor does not seek this equitable relief, his tender is a complete defence to the foreclosure suit, even though the tender is not kept good.

UNINCORPORATED ASSOCIATION—LIABILITY FOR DEBTS.

QUESTION: A man rendered services as a linotype operator in printing a newspaper which was the official party organ of the social labor party. This is not a corporation, but has a constitution, officers and regular members, who are required to pay monthly dues. Are the members responsible individually to pay for these services rendered in printing the newspaper?

REPLY: It is settled that in order to maintain an action against the president or treasurer of an unincorporated association, the plaintiff must prove that all the members of the association are liable to pay his claim. And it is also held that the members are not individually liable for debts contracted by the officers or committees merely because these officers have a general power to attend to and transact the business of the association. There is no presumption that these officers have power to pledge the personal credit of the members. And unless it can be shown that the individual members authorized their officers or committees to pledge their credit, they cannot be held responsible for the expense incurred in printing the paper.

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SEWING MACHINES AND THE HARDWARE DEALER.

A Special Line That Pays to Handle.

One name is so inseparably connected with the history of sewing machines that a short sketch of this man's life will, I feel sure, prove interesting to the Hardware merchant.

Elias Howe, Jr., was one of eight children of a poor family and was born in Spencer, Mass., in the year 1819. When Howe was inventing and perfecting his sewing machine his family were often in actual want. He persisted, however, and in the year 1846, with money borrowed from his father and a friend named Fisher, a sewing machine patent was issued to him. He was now ready to sell his machine, but the public did not take kindly to the idea, and finally, after several years spent in trying to exploit his machine without success, and oppressed with heavy debts, he assigned his United States patent to his father and his friend Fisher, to satisfy their claims against him.

Howe then went to England where he expected to find a more enlightened people ready to take up and accept his wonderful sewing machine. Here, he finally sold his English patent right to a Mr. William Thomas for $1,250, sent for his family from the United States, and went to work for Thomas at $2.50 per day; but, after eight months, when his machine was in fair working order and his services were no longer required, he was discharged.

We read that Howe was soon in debt again and was finally thrown into prison for debt, but was bailed out by his brother who paid the claims against him. Howe then again returned to the United States and went back to work in a shop at daily wages. He died a poor man at the age of forty-eight.

The sewing machine which Howe invented and had patented in 1846 made what is termed the lock stitch and was the first sewing machine we know of capable of making such a stitch.

To-day, eight-tenths of the family machines used make the lock stitch which Elias Howe gave to the world. The shuttle, the grooved needle, the thread take up and the thread tension for sewing machines, it can be fairly said, were given us by Howe. The Howe machine, of course, had a feed, but it was a very crude one. While Howe made the first lock stitch machine, of which we have any authentic record, other machines making the chain or embroidery stitch were in practical use before Howe's time, although he was unaware of them.

One Barthelmy Thimmonnier had eighty large wooden chain stitch machines running in Paris, sewing army clothing and making two hundred stitches per minute and which were destroyed by a mob in 1841.

A Mr. A. B. Wilson of Watertown, New York, invented the "four motion feed," so called because the feed moved up to come in contact with the cloth, to be in position to rise again ready for feeding the next stitch.

It remained, however, for Isaac M. Singer to adopt a stand and foot power, thus equipping the sewing machine for family use. It was through Singer's versatile and administrative abilities that the greatest sewing machine organization in the world was successfully built up and established.

The modern sewing machine has been specially adapted to a multitude of purposes, some most surprising. Sewing machines, in addition to exclusive family use are now made to sew on buttons, to sew leather, harness, hats, straw goods, umbrellas, books, gloves, carpets; in fact, almost anything.

Sewing machines are one of the lines of which Hardware merchants have taken hold during the past few years to their satisfaction and profit. It is a line that naturally belongs to the Hardware trade, but still, I am of the opinion that the ground has hardly been scratched and that if the Hardware dealer will take hold of the line in earnest and *plow deep*, the harvest will yield returns in the way of profits far in excess of their highest expectations.

Those Hardware dealers now in the business will reap results from the efforts of those to begin and if every Hardware merchant in the country carried sewing machines, there is enough for all and the trade now already established could be enlarged to good and profitable advantage. Sewing machines are sold all over the United States, in every little town and settlement. Wherever a family lives, you will find sewing machines and there is no side line the possibilities of which can be counted with more certainty than selling a line of dependable well-made family sewing machines.

Every hour devoted to the sale of sewing machines is time well spent and will eventually bring good results. There are various other special lines that have their seasons, but the sewing machine is always seasonable. The manufacture and sale of sewing machines each year runs into the millions.

If the Hardware dealer will exert the same efforts to sell a sewing machine that he does to sell a heating stove, he will meet with better results. The heating stoves are strictly seasonable, and often large stocks of them are carried over. One hundred dollars invested will carry a fine assortment of sewing machines that will never have to be increased and are seasonable the year round. They are salable goods and if offered at popular prices will pay a nice profit on amount invested. Sewing machines are an attractive line for any first-class Hardware house.

G. H. DIRHOLD, St. Louis, Mo.

POPULAR TALKS ON LAW.

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Landlord and Tenant.

NO. 6. THE DURATION OF THE TENANT'S TERM.

It is usual to stipulate in the lease or rental agreement the time when the tenant's occupancy of the premises is to terminate. Frequently the length of the term is stipulated, with a provision added to the effect that the term may be renewed or the premises retained by the tenant for a certain time longer, at his option.

But there are cases where the term is not definitely stated, or where the provision in the lease is not valid for the length of time agreed on. If the length of the term is stipulated, and the stipulation is valid, little difficulty can arise; but where the length of the term is for any reason uncertain, questions arise that frequently lead to trouble between the landlord and the tenant.

Where the length of the term is not stated, the intention of the parties must be determined by the conditions and circumstances of the case. The main factor going to determine the intention of the parties is the manner in which the rent is payable; as, if the rent is so much a week, or month, or year, as the case may be. But it has been held that where the property has been leased for farming purposes, the presumption is that the tenacy was for a year at least. The rent-paying periods is not taken as conclusive evidence of the intentions of the parties; it is only taken as presumptive, and evidence may be introduced to show that the tenancy was for a greater or less period than as indicated by the rent periods.

The mere fact that the rent is payable monthly, quarterly, yearly, does not control in all cases. As, where a lease provides for an annual rent, payable monthly, it is held to be a tenancy from year to year, or from month to month, according to the rent paying periods.

It is a general rule that every agreement as to the duration of a tenancy must, in order to be binding, fix its termination, either by date or by some circumstance other than the pleasure of the parties.

As stated, the time of termination may be stated in the alternative; that is, a certain time or a certain other time, at the option of the tenant. It is said that an agreement that a tenant may occupy premises until they are sold is valid.

Frequently leases read to make the tenancy for a fixed time, subject to termination at any time upon so many days' notice. Such agreements are valid, but it should be understood here that so many days,' weeks," or months' notice in the lease means so long a notice before the termination of one of the rent periods. So that if a lease is by the month, subject to termination at any time on a week's notice, this is implied to mean a notice given one week before the expiration of the monthly period. So that if the notice were given only two days before the end of the month, the tenancy would not expire seven days after the giving of the notice, but at the end of the following month.

Much trouble has arisen over the misconception of the meaning of the expressions "week's notice," "ten days' notice," and so on. The meaning is so many days' notice ending with the last day of the rent paying period.

Of course there is nothing to prevent the parties from agreeing that on certain notice a tenancy may expire at any time during a month, but such intention should be clearly expressed by saying, for instance, that if the notice expires in the middle of the month, rent shall be paid for the fractional part of the month up to the date on which the notice expires.

A tenancy does not expire until midnight of the last day of the term.

(To be continued.)

A meeting of the Wholesale and Retail Joint Committee of the National Hardware Association will be held at St. Louis September 25, 26 and 27, the special object being the consideration of the Catalogue House question, and to map out lines for the future.

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"FIFTY YEARS OF PROGRESS."

Under the title of "Fifty Years of Progress" Hibbard, Spencer, Bartlett & Co., Chicago, publish an exceedingly artistic brochure, commemorating the semi-centennial anniversary of the founding of that famous jobbing house. It forms a pamphlet of over 30 pages and a great deal of care has been bestowed upon its preparation. It gives the history of the house from the early days when it started as Tuttle, Hibbard & Co.—which was in 1855—commencing a career which has culminated in its present important position in the trade. Tuttle, Hibbard & Co.'s store was 24 feet wide, of the usual depth and four stories in height, directly opposite the location now occupied by their successors.

The conditions under which the old time jobber had to contend in those days now almost forgotten are described as follows: "The force of men, aside from the members of the firm, included a salesman, bookkeeper, receiving and shipping clerk combined, packer and porter. The stock of merchandise consisted mainly of staple and builders' Hardware, tinners' supplies and house-furnishing goods. At that early date, the modern idea of assembling a great variety of goods under one roof, making it possible for the retailer to purchase small and frequent bills and to have them promptly and economically shipped, had not been born. The country merchant came to market each Spring and Fall, selected and purchased enough goods presumably to answer the requirements of his trade for six months and then depended upon a few, *a very few*, orders by mail to keep good his assortment during the interim between his visits. The traveling salesman had not made his appearance in the commercial world and the illustrated catalogue had not been thought of by the wildest dreamer. A monthly price list covering a single page, giving market values of tin plate, sheet iron, nails, etc., was sent out with more or less regularity and before the firm changed its name it had issued a little pamphlet containing prices of quite a large number of articles and which it dignified with the name of catalogue."

In March, 1857, the stock of Tuttle, Hibbard & Co. was destroyed by fire, the business being continued at 32 Lake Street, and continued in that location three years. From 1860 to 1865 the business was removed to 62 Lake when the firm went out of existence, the stock being purchased by the new firm of Hibbard & Spencer. A third removal was made in 1867 to 92 and 94 Michigan Avenue where in 1871 the building and stock was destroyed by the great Chicago fire. In 1872 a new building was erected for the firm at 30 and 32 Lake Street, year by year additional stores were rented until they extended from 16 to 32 Lake Street, and a large warehouse fronting on Michigan Street was entirely occupied with surplus stock.

In 1877 the firm name became Hibbard, Spencer & Co., and in 1882 the name was changed to its present form, the officers being Wm. G. Hibbard, president and treasurer; Charles H. Conover and James W. Nye, directors. On the death of Mr. Spencer, in 1890, Mr. Bartlett became vice-president and Mr. Conover secretary. The business of late years has been conducted on a profit-sharing basis in that trusted employees were rewarded with shares in the stock or the earnings. There are many such partners in the business now, including the following who hold titles: A. C. Bartlett, president; Charles H. Conover, vice-president; W. G. Hibbard, Jr., second vice-president; J. J. Charles, third vice-president; Frank Hibbard, fourth vice-president; A. M. Graves, secretary; C. B. Whipple, assistant secretary; E. G. Clark, treasurer; P. L. Macomber, manager of credits; F. D. Hoag, cashier; F. C. Bartlett, H. B. Lyford, F. H. Warren, Henry Beneke, H. W. Chester, Pritchard Stewart, W. A. Sickels, directors.

One of the most interesting features of this brochure is the incorporation in its contents of the reproduction of the portraits of 58 employees who have for over 20 years formed the "Old Guard" on whose fidelity to their interests no doubt a good portion of their abundant success is due. It speaks well for the concern to be able to keep their continued services for so many years. Portraits of Messrs. Hibbard and Spencer and of the present officers and directors are shown, and the various premises occupied by the concern in its business career are among the illustrations that tend to make this pamphlet as unique as it is interesting.

NATIONAL HARDWARE ASSOCIATION.

The following letter was mailed to all the members of the National Hardware Association, September 9:

Gentlemen—As you have already been advised, the Eleventh Annual Convention of our association will be held in the city of Washington, D. C., November 8th, 9th and 10th. We have absolute assurances that this will be the most successful meeting our association has ever held. Details as to the programme will be furnished in ample time.

The feature of hotel accommodations is one that gives much trouble merely because strictly first-class hotels are seldom in a position to take care of a large number of people in the month of November, who come for a stay of less than one week. We have made arrangements to have the official headquarters at The Arlington Hotel and The Shoreham. These two hotels are among the best in the country, and are located within about three hundred feet of each other.

The Arlington.

At this hotel the rates will be, on the American plan, $4.00 and $5.00 per day, each person. Where two persons occupy the same room the rate will be $4.00 per day. Bath rooms will be $2.00 per day extra. This expense to be divided among the persons using the bath. European plan, $2.00 to $4.00 per day, each person.

The Shoreham.

Rates will be $5.00 per day. Where two persons occupy the same room, $4.50 per day. Rooms with bath will be $1.00 per day extra.

The Ebbitt House.

This hotel is only about three blocks removed from The Arlington and The Shoreham, and we have secured a rate of $3.00, $4.50 and $4.00 per day on the American plan, parlor and bath extra.

The rooming of delegates will be in charge of F. P. May, of F. P. May & Co., Washington, D. C., and we would advise you to correspond with him immediately, stating just what accommodations are required, and the names of those for whom you desire them. Mr. May will do his utmost to see that you are comfortably situated.

Yours truly,

T. JAMES FERNLEY,
Secretary-Treasurer.

ENGLAND HAS HER TROUBLES.

Profit, like the bustle, is a thing of the past. It was originally invented, says a writer in the *Ironmonger*, so that those who wished to work might make a living. But nowadays anyone found making a profit must either hand it over to Government under the name of income-tax, or is summoned under the Secret Commissions Act. If he escapes these his profit is dragged from him to provide for those who are willing to work but won't, called "the poor." Hence that beautiful ballad which has just come out, entitled "It's The Poor That Helps The Poor." Everybody is pleased with that song, because everybody thinks it's meant for him. Some folks would like profit to come into fashion again, but others won't have it back at any price. As for the latter, if they get enough to pay their expenses that's all they want, and they'll take good care no one else gets any more.

One blithering idiot can spoil the profit of a whole town. He's generally a sad, unhappy-looking creature, who prides himself on having "no style." He peeps in his opponents' shop windows and cuts everything except his own throat, which is the one thing the others would like him to cut. He does a big trade, lives on his "turnover," and ruins those who struggle to live on profit. There is no need to say much about his popularity. Associations have been formed to try to revive profit, but many ironmongers, although members of such associations, still think it rude of an association to "dictate" to them at what price they shall mark their goods. Journalists always write of "these times of keen competition" (how I loathe the phrase!) when they ought to write "keen lunacy." If there is a big contract in a town the man who loses most gets it.

Manufacturers are now trying to make out lists with such a small margin of profit that the "idiot" shall not be able to cut prices any more, but up to now the idiot wins. He gives the public a small fee to come and buy some of his goods at cost price, and he spoils all the fun for the manufacturer and everyone else. That is called a "leading line." They are very nice things, are "leading lines." They were introduced to lead the public to buy other things at that shop. But the public nowadays knows a thing or two, or even three. The public as a rule is in business itself, and understands all about these things. So it goes about, does the public, buying "leading lines" where it can get them, and nothing else; and hence it comes to pass that every tradesman says that he is doing lots of business but making nothing. Everybody is supposed to work for profit, but until everybody realizes that the fruits can only be reaped by the combination of the whole of a trade, nobody will get any. But if the same article were the same price all over the town the public would be satisfied, and would go to the tradesman whose "manners" and stock they liked best.

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THE J. STEVENS ARMS & TOOL CO.'S ADDITIONAL PLANT.

The prominence that has been obtained in so short a period by the J. Stevens Arms & Tool Co., Chicopee Falls, Mass., is of a character to deserve more than a passing notice; for under the old management nine years ago they were employing but 44 men, while to-day they have on the pay roll over 1400, and have continually, even with that force, had to back order goods. At



ORIGINAL PLANT OF THE J. STEVENS ARMS & TOOL CO.

the former period they owned and occupied the "River Plant" only, as shown in the small illustration herewith; since which time the capacity of this plant alone has been nearly doubled. In 1899 they purchased what is known as the Hill Plant, formerly owned and occupied by the Overman Wheel Company, and in 1902 they purchased their No. 3 factory, as shown in the illus-



PRESENT PLANT.

tration, or as it is frequently called, the Power Plant, from the Lamb Manufacturing Co. This was originally the plant of the Spalding Bicycle Co. This Fall, finding themselves still short of room, they are adding two stories to what is known as Mill No. 2 of the Power Plant, which was formerly a four-story building. This is made necessary by the demands of its increasing automobile business. The addition of the two stories gives them additional floor space of about 25,000 square feet, or about one-third additional room. The company expects to use the upper floor of this addition as a repository for finished cars, and the lower floor for a paint room. They are building a seven-story tower for the stairways, elevator, lavatories, etc. The clear floor space which they gain by these improvements will yield more in the aggregate than the two floors of 215 by 45, which they are building, and which will be ready for occupancy the last of this month.

AMERICAN WRINGER CO.'S NEW CATALOGUE.

The American Wringer Co., 99 Chambers Street, New York, N. Y., present to the trade a handsomely illustrated catalogue, which they call "Modern Wringing," attractively gotten up and finely printed on excellent paper. The book is exceedingly artistic, a large number of the illustrations being delicately tinted. They make mention of the care taken in the preparation of their catalogue in the following extract: "In the production of our Catalogue No. 8 we have had in view the interests of the merchant. Our object has been to produce a book useful, descriptive as well as interesting, and one that would enable a buyer to obtain information helpful to him in purchasing as well as in selling. The illustrations have been carefully prepared, intending to do justice to the Horse Shoe Brand Wringers, which have and always will be manufactured with the strictest adherence to quality." A series of views running through the book, showing the various methods of washing clothes in different parts of the world, is very interesting and tends to magnify the usefulness of wringers in general and the products of "The American Wringer Company" in particular. The attention of the reader is first called to the "Royal," which they style the "King of Wringers," representing as it does the highest development in the art of modern wringing. Mention is made of eight "Royal" Wringers, each differing from the other in some respect according to the kind of tub to which it is intended to be attached. The same general scheme is followed throughout the book with regard to their other makes of Wringers, as, for instance, the "Universal," "Novelty," "Keystone," "Excelsior," "Empire," etc., each of which is described and illustrated in detail. The last few pages of the catalogue call attention to the "Empire Clothes Dryer," "Household Folding Bench," "Universal Mop Wringers," "Gem Toy Wringers," "Eclipse," "American" and "Universal" Mangles, also "Universal Power Wringers" for use in steam laundries, hotels and factories. The catalogue is indexed and a "Wholesale Price List" will be found enclosed. A copy of this interesting booklet will be sent upon request.

HARDWARE PATENTS.

The following list of Patents, Trade Marks and Designs of interest to the Hardware trade are furnished by Davis & Davis, Solicitors of American and Foreign Patents, Washington, D. C., and St. Paul Building, New York City.

PATENTS EXPIRED SEPTEMBER 4, 1905.

388,814. SASH CORD FASTENER. J. L. Bohannan, Frankfort, Ky.
388,818. SEAL LOCK. L. A. Brown, St. Louis, Mo.
388,945. CORKSCREW. W. N. Barrett, Meadville, Pa.
388,957. BOLT CUTTER. G. B. DeArment, Evansburg, Pa.
388,990. DISH WASHER. W. D. Miller, Florence, Mass.
389,012. TOOL REST FOR HAND LATCHES. E. Rivett, Boston, Mass.
389,039. WASHING MACHINE. A. M. Wilson, Greenleaf, Kans.
389,083. LANTERN. H. L. Jewell, Bangor, Me.
389,084. LANTERN. H. L. Jewell, Bangor, Me.
389,110. DOOR CATCH. C. H. Roselius, Nebraska City, Neb.

PATENTS ISSUED SEPTEMBER 5, 1905.

798,613. EGG BEATER. W. R. Marie, Brighton, Mass.
798,636. ASH SIFTER. E. W. Stokien, New York, N. Y.
798,694. FASTENING FOR DOORS, WINDOWS, ETC. J. M. Newall, Seaforth, England.
798,765. CARPET SWEEPER. A. Crossman, Chicago, Ill.
798,793. WASHBOARD. T. J. & W. W. Hubbard, Lamoille, Ill.
798,955. WRENCH. W. Frazer, Sherrett, Pa.
798,999. CURTAIN POLE SUPPORT. S. M. Ferguson, Louisa, Ky.

PATENTS EXPIRED SEPTEMBER 11, 1905.

389,215. PADLOCK. J. Friedmann, San Francisco, Cal.
389,248. SASH BALANCE. J. A. Rogers, Hartsells, Ala.
389,256. MANGLE OR IRONING MACHINE. H. J. Skinner, Buffalo, N. Y.
389,293. CAN OPENER. J. F. French, Philadelphia, Pa.
389,302. TRANSOM LIFTER. R. Hittinger, Belmont, Mass.
389,304. LOCK AND LATCH COMBINED. A. A. Kellogg, Clinton, Mo.
389,345. LOCK FOR SLIDING DOORS. J. M. Tunis and W. F. Bedford, Madison, N. J.
389,355. LOCK. J. Bergman, Galveston, Tex.
389,366. DUST PAN. E. C. Cunningham, Altoona, Pa.
389,384. COMBINED HAMMER, WRENCH AND STAPLE PULLER. J. H. Hebblewaite, Rock Falls, Ill.
389,390. LATCH. E. E. Knowles, Syracuse, N. Y.
389,400. WRENCH. E. C. Mead, Elkhart, Ind.
389,401. WINDOW SCREEN. P. Miller, Kingston, Pa.
389,418. WEATHER STRIP. E. Stalker, Westfield, Ind.
389,492. LOCK. E. G. Asmus, Milwaukee, Wis.

PATENTS ISSUED SEPTEMBER 12, 1905.

799,026. APPARATUS FOR HOLDING PLIERS. D. W. Barrow, Chattanooga, Tenn.
799,109. CORK SCREW. H. Sturm, New York, N. Y.
799,112. WASH BOILER COVER. A. R. Thomas, Detroit, Mich.
799,119. CAN OPENER. T. A. Watrous, Elmira, N. Y.
799,155. PIPE WRENCH. M. D. Gill, Medford, and W. A. Henderson, Boston, Mass.
799,217. WRENCH. W. N. Bee, Pittsburgh, Pa.
799,234. CARPENTER'S PLANE. J. Jett, San Francisco, Cal.
799,275. HINGE. C. S. Stevens, New Britain, Conn.
799,330. LOCK. J. A. Horne, Stamford, Conn.
799,345. MOP WRINGER. A. F. Lifvendahl, Chicago, Ill.
799,432. WRENCH. H. Aue, Gradatim, Pa.
799,539. COMBINATION WRENCH. H. A. Corwin, Belle Vernon, Pa.

UNSATISFACTORY.

The man who was forced to eat his words said the meal reminded him of wind pudding.—*Boston Transcript.*

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RECENT TRADE PUBLICATIONS.

THE HERO FRUIT JAR CO., Philadelphia, Pa., have sent to their patrons an envelope sized catalogue of their Oilers, Can Screws, Sprinkler Heads, Bottle Caps, Collapsible Tubes and Sheet Metal Specialties, illustrating and pricing the different kinds of Oilers manufactured by them, such as Chace's Zinc and Brass Oilers, Automatic Oilers, Mowing and Sewing Machine Oilers, Etc. Prices are also quoted for Engineers' Drip Oilers, Zinc, Brass and Copper Oil Fillers, Engineer Sets of Paragon Oilers and Miners' and Drivers' Lamps, all of which are illustrated.

THE OHIO STRUCTURAL IRON CO., Sandusky, Ohio, manufacturers of Ornamental and Light Structural Iron and Wire Work, are presenting to the trade a new catalogue in large pamphlet form, finely printed and well arranged. This catalogue contains illustrations and descriptions of fire escapes, iron stairs, fencing, entrance gates, window guards, area gates, iron and steel doors, balconies, iron shutters, jail cells, and in fact mention is made of everything in this class of iron, steel and wire work. A copy of the pamphlet will prove interesting and useful to anyone desiring same. Send for Catalogue C.

E. W. BLISS CO., Brooklyn, N. Y., have recently issued a new and attractive catalogue of Minting Machinery which they are pleased to place in the hands of those using this class of machines. They claim that the coining machines manufactured by them embody the latest and best ideas brought out by experiment and by actual use, their engineers having made the coining of money the subject of very careful study. The catalogue is printed on excellent paper and is illustrated throughout, and the author has carefully explained the different processes used in the manufacture of coins from the time the stock enters the melting furnace until the various coins are embossed with designs to suit their denomination. If you are interested in Bliss mint machines write for a catalogue.

LINCOLN-WILLIAMS TWIST DRILL CO., Taunton, Mass. An 18-page pamphlet catalogue of High Speed and Carbon Steel Drills, manufactured by them. In the catalogue they state "We make a specialty of the within tools. Should a customer find a defect in one by sending to this office or to the party from whom he purchased, he can get a perfect one free of charge." In the contents of this catalogue list prices are given of Taper Shank or Straight Shank Drills; Jobbers' and Machinists' Sets, Wire Gauges, Three and Four Groove Chucking Reamers, Etc. Taper Square Shank Drills for Ratchets; Straight Shank Machine Bits for wood, and Straight Centre Drills, Etc., are also included in contents.

THE GOULDS MANUFACTURING CO., Seneca Falls, N. Y., have made us the recipients of a very extensive catalogue, describing and illustrating the products of their factory, which include power pumps of every description. The company claims that for nearly all pumping operations the Goulds are the best and most economical. They will last longer, require less expenditure for repairs, and the operating expenses will be less than any other type, proof of which may be found in the fact that one of the first large water works they installed, over twelve years ago, is still in operation and has cost nothing for repairs during this time beyond an occasional repacking. They have innumerable references of a similar character. These pumps are guaranteed to properly perform the work for which they are recommended and sold, and the company will supply, without charge, any part returned to them within a year of shipment, which bears unmistakable evidence of imperfection in material or workmanship. The catalogue is well gotten up, engravings being shown for every kind of pump mentioned and specifications being given for each. If you have not received one of these instructive books and you are interested send for a copy at once.

I. DURLACH, 54 Vesey Street, New York, has recently issued a six-page folder showing a few of the specialties manufactured by him, such as Roofers' Tar Pails, Asphalt Scrapers, Steel Gravel or Sand Pails, and Engineers' Steel Galvanized and Original Patented Indestructible Ash and Garbage Cans. These ash and garbage cans have special protected sides and strapped bottoms, and the garbage cans are guaranteed not to leak. One of these folders will be mailed free on request.

THE BLACKSTONE MANUFACTURING CO., Jamestown, N. Y., have sent us a copy of a booklet recently issued by them, in which they state that it is their aim and intention in presenting the same to the trade to furnish the most desirable and complete line of Hand Washing Machines made by any manufacturer in the country. Their experience of thirty-two years in the manufacture of Washers enables them to produce goods that are superior in quality, workmanship and finish, and they guarantee every Washer to do perfect work. The catalogue describes the various kinds of Washing Machines manufactured by them, such as the Blackstone Rotary Washer, the New Blackstone "Stave Leg" Rotary Washer, the Improved Pan-American Washer, the New Challenge Washer, the Old Reliable Western Washer, Etc., and is illustrated throughout in colors. They also call attention to their Blackstone Non-Warping Bottom Feature, which insures against warping, and thereby prevents leaking. The latter half of the booklet is devoted to illustrating and pricing the extra parts used on these Washers, both old style and new, all of which are shown in detail. Send for catalogue for further information; it will be gladly and promptly sent upon request.

THE CHAPIN-STEPHENS CO., Pine Meadow, Conn., have recently published a new illustrated catalogue and price list of Boxwood and Ivory Rules, Plumbs and Levels, Planes, Gauges, Hand Screws, Box Scrapers, Chisel Handles, Door Stops, Etc. It has been their aim in preparing this catalogue to make it as plain as possible for the buyer, and a careful study of its pages will give the reader a good idea of the different styles of tools they make. The factory was established in 1826 and has become well known to the trade. The present company was formed in 1901 by the consolidation of the plants of the H. Chapin's Son Co. and Stephens & Co., the two oldest manufacturers of Rules, Levels, Planes, Etc., in the United States. By utilizing the best features of the two old plants and improvements made they have developed their facilities largely, and have one of the best equipped factories for the production of these goods in existence to-day. The catalogue is freely illustrated and is indexed, and each page contains a list of the prices of all the different sizes and qualities of the articles mentioned on same. This book will be found valuable to select from and is handy and useful to those interested in this particular line of goods. If you have not received one of these interesting catalogues the Chapin-Stephens Company will be glad to send you one upon request.

THE LAMSON & SESSIONS CO., Cleveland, Ohio, are again bringing into prominence their Bolts, Nuts, Wrenches, Etc., by the use of a carefully prepared and exceedingly well arranged price list which is gotten up in book form with flexible cloth cover, 7½ by 4½ inches. This book is a valuable one to those interested in this line, the idea uppermost in the author's mind being to arrange the particulars in regard to each article in such a manner as to make them easy of access, and a thumb index has been inserted, enabling one to see at a glance on which page the information is that he wants, thus making it a very useful reference book. The wrenches manufactured by the Lamson & Sessions Company are made from the best quality steel and are thoroughly case-hardened, and all their goods, including many varieties of bolts, screws, nuts, rivets, burrs and rods, are claimed to be of the highest grade. Send for their price list for further information.

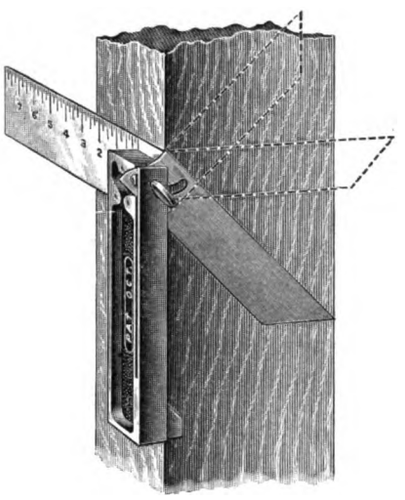
S. R. SLAYMAKER, Lancaster, Pa., John H. Graham & Co., Sole Agents, 113 Chambers Street, New York, manufacturer of Padlocks of every description, has issued Catalogue No. 40, descriptive and illustrative of the products of his factory, showing "all that is good in Padlocks in present active demand for every purpose." A very attractive line is shown of moderate priced night latches, railroad locks, dog collar locks, bicycle locks, French rim locks, etc., and the book is extensively illustrated, some of the locks showing in natural colors a few of the finishes in which the padlocks are made. The catalogue is well arranged and printed on excellent paper, and will prove of value to those interested in this line. Send for one.

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NEW GOODS AND SPECIALTIES.

IDEAL BEVEL-TRY SQUARE.

Nicholls Mfg. Company, Ottumwa, Iowa, is placing on the market the Ideal Bevel-Try Square, of which we give an illustration. This is a combination of a bevel and try square by which the square and bevel cut can be marked off with one continuous stroke of a pencil without having to change the square. The bevel blade is easily changed to any angle, as the slot in the bevel blade will allow shifting it so it will always come to the corner of the try square blade. By setting the bevel blade at right angles to the try square blade both marks are obtained without changing the position of the square. For beveling a board on edge the bevel blade is swung over to the back of the handle, which gives a straight surface on the handle. When the bevel blade is not needed it can be closed in the handle, leaving a regular try square. The try square blade is graduated

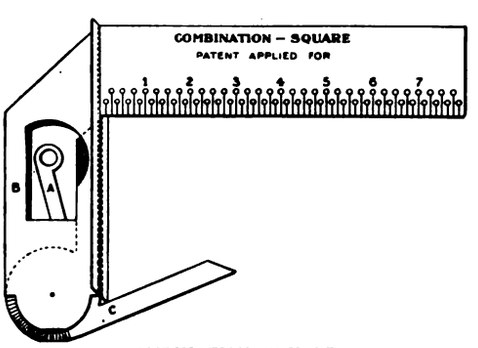


IDEAL BEVEL-TRY SQUARE.

in eighths, the figures being plainly stamped. All parts are made of best steel except the handle, which is made of composition metal to prevent rusting. The tool is made in one size only, No. 1, 8 inch, in polished steel and nickel plated.

COMBINATION SQUARE.

The Ballard Drop Forge Company, Ballard, Wash., is manufacturing the ingenious Combination Square shown herewith. It is a well finished instrument, all steel, made of 18 gauge stock and graduated in eighths of an inch. Perforations in the blade render it practicable as a gauge for any width as well as a miter on a corner. To operate for a given angle or pitch, the lever A

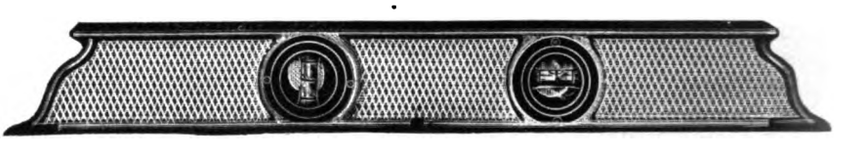


COMBINATION SQUARE.

is moved toward B to fasten sector C. The under side of the disk of sector C is laid off in spaces of 5 degrees each, while the top gives inches from 1 to 12 and from 12 to 1 on the tongue of the square. After the sector is set at the desired angle, indicated by a figure in the left hand series, and applied to a drawing on the tongue line, it is only necessary to reverse the sector to the same figure in the right hand series, turn the square over and it will conform to the other line. In other words, the same number on either side of the sector cuts the top and bottom for any brace, rafter, etc. All the combinations of the instrument are available at the same time without alteration.

"COOK'S" ALUMINUM LEVEL.

Davis & Cook Company, Watertown, N. Y., are offering to the trade Cook's Patent Plumb and Level, as illustrated herewith. These Levels are made in a variety of glued and solid woods, and iron and aluminum frames. Among the prominent features of this Level are the following: The leveling glass being placed across the center of the opening can be seen from either side, and is "never out of sight," whether used over the casing or under the sill. As to the method of adjustment, the inside ring is made of solid drawn brass, the two ends being provided with

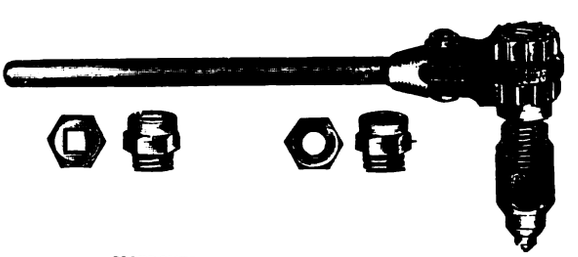


"COOK'S" ALUMINUM LEVEL.

a flange which is accurately fitted to a groove in the outside ring, and securely fastened to the fence. It will therefore be seen that the only motion to the inside ring, which carries the bulb tube, is an "axial" motion, or "on its own center." Consequently, it is impossible to move the inside ring, or throw the Level out of adjustment, by a fall or jar. Every Level is made of the finest material, and in the best manner, by skilled workmen. The accuracy of all Levels is guaranteed. A large variety of Levels, for all classes of mechanics, is manufactured by this firm. Carpenters, masons and machinists have each their special design. These Levels are for sale by the jobbers generally, or catalogue will be mailed by addressing Davis & Cook Company direct.

IMPROVED WESTON RATCHET, STYLE H.

The Joseph F. McCoy Co., 157 Chambers Street, New York, are placing before the trade the newly improved Weston Ratchet, of which we present an illustration. This Ratchet is equal in quality with other Ratchets of this brand, but is improved by adding a feature in the taking either a square shank or a round taper shank twist drill. To change from the square shank to the round it is only necessary to remove the square nut on the



IMPROVED WESTON RATCHET, STYLE H.

end of the socket and replace it with the round nut. It is made in all sizes from 12 to 14 inches long, and in changing the nut of the square shank drill it is not lost, as it screws in and is held in position. Other ratchets that have extra sleeves, and only fit in the sockets are apt to drop out when not in use, while the advantage of this small nut is it can be carried in the pocket.

THE DUPLEX COASTER.

The Household Manufacturing Company, Royersford, Pa., is introducing the coaster of which we give an illustration. It is manufactured from the best seasoned oak, which is used for the entire sled. Each runner is bolted fast with two bolts which run through the entire width of the runner. It is intended that each sled should carry safely all the passengers who can be seated on it. It is provided with a patent steering gear by which both the front and rear bobs are acted upon, enabling the operator to

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coast easily and surely by approaching teams, pedestrians or other objects in less time than any other kind of sled. The same slight push of the feet that turns the forward bob also turns the rear bob. The simultaneous turning of both bobs brings the sled to

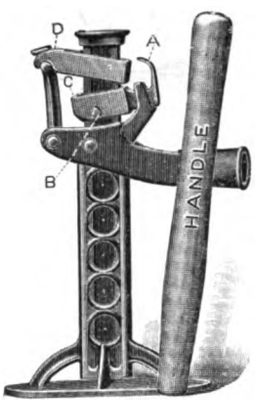


DUPLEX COASTER.

the desired point swiftly and easily. It is provided with foot rests to enable each rider to keep his feet out of the snow. By means of a patent slot in the rear bob and a pivot joint at the front the Duplex always adapts itself to the contour of the street, thus insuring easy and comfortable riding. The coaster will be furnished in three styles of two sizes, ranging in length over-all from 63 to 87 inches and from 48 to 72 inches length of board.

QUICK LIFT AUTO JACK.

Covert Saddlery Works, Interlaken, N. Y., are the manufacturers of the Quick Lift Auto Jack, of which we present an illustration. It is well named for a handy and useful Jack, that

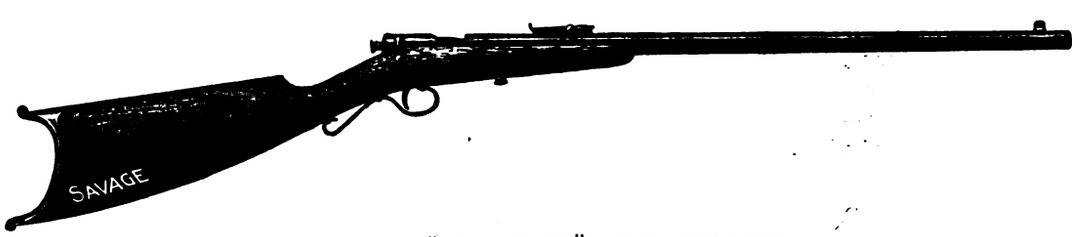


QUICK LIFT AUTO JACK.

is not only a quick lift for any load it may have to raise, but requires little exertion in order to raise a Touring Car, as its leverage is powerful indeed. It is substantially made of steel and malleable iron, and will be found quite convenient to carry with an automobile, as it occupies a space of only one-fifth cubic foot and weighs but six pounds. The Quick Lift Jack can be obtained of all Jobbers at manufacturers' prices.

THE SAVAGE "TARGET MODEL" SINGLE SHOT RIFLE.

The Savage Arms Company, Utica, N. Y., are placing on the market through the Hardware and Sporting Goods trade the Savage "Target Model" Single Shot Rifle, which is calculated to appeal to the target shooter who desires to use the inexpensive .22-calibre ammunition. It is chambered for the use of short, long and long-rifle cartridges only, and for special rifling



THE SAVAGE "TARGET MODEL" SINGLE SHOT RIFLE.

gives the greatest accuracy with the loads. The rifle weighs 4¾ pounds and is beautifully balanced. It is especially for off-hand shooting. We give an illustration of the same. The Swiss buck plate and heavy barrel, twenty-two inches in length, are two of its especial features. Longer or heavier barrels cannot be supplied. More important, however, is the adjustable screw which regulates the pull. No matter what may be the idea one has of the trigger pull, it may be obtained by this new Savage device. The adjusting screw is located on the under side of the trigger in our illustration, and may be instantly reached by simply taking off the stock.

PALMER'S INFANT HAMMOCK WITH SUPPORT.

I. E. Palmer, Middletown, Conn., in addition to his well-known line of hammocks is manufacturing something new and novel in the way of Infant Hammocks with Support as shown in accompanying illustration. This addition to the regular line is complete, being light and attractive in appearance and supplies a want frequently referred to by the trade. The construc-



PALMER'S INFANT HAMMOCK WITH SUPPORT.

tion of the hammock is box shape and closed at each end; the side walls make it incomparably more safe for children than the ordinarily constructed hammock. The hammock is closed over the top by a netting which attaches with two simple snap hooks. Length of body part 40 inches.

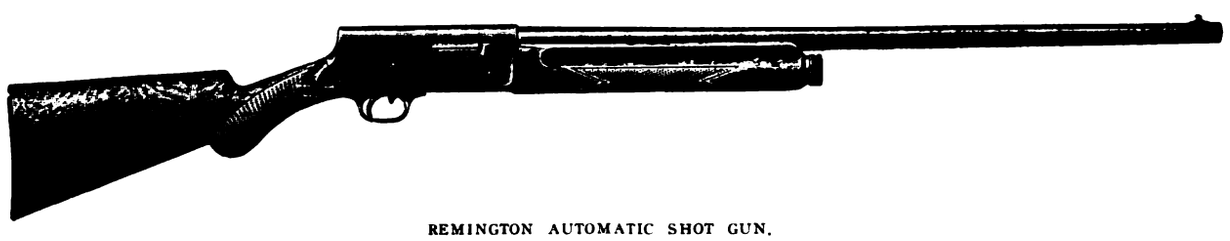
CONCRETE IN BUILDING.

"The comparatively recent advent of hollow concrete blocks into building construction is probably one of the most important innovations in the building industry, and one that is yet in its infancy," says the *Scientific American*. "The use of concrete as building material is not recent, however, as there are still in existence dikes, dams, roadways, etc., built by the Romans of material corresponding almost exactly with our present-day concrete; it is the introduction of the hollow concrete building block machine that has made possible the gigantic strides taken by this new industry. Experiments along this line have been in progress for many years, but it is only in the past few years that the results have been tangible. The natural cement which was formerly used in concrete construction has been almost entirely replaced by its superior, artificial cement, and it is only with the latter cement that any advantageous results have been accomplished. It is interesting to note that where formerly a European Portland cement was specified as the standard of excellence, in recent years American Portland cement has been so improved by exhaustive and expensive experiments that the domestic production is now conceded to be superior in every way to the foreign article. That an industry so new to this country, and one requiring so high a degree of technical knowledge, has leaped to first place, is doubtless due to the superiority of both raw material and method of production. Probably the best proof of the superiority of our product will be shown by a comparison of our production in 1890—of 300,000 barrels—with that in 1903—of 21,000,000 barrels."

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REMINGTON AUTOMATIC SHOT GUN.

The Remington Arms Company, Ilion, N. Y., and 313-315 Broadway, New York, are placing before the Hardware and Sporting Goods trades a new Automatic Shot Gun made in 12 gauge only, of which the accompanying illustration gives the general style. It is made in 6 grades as follows: No. 1, "Standard" Grade, walnut stock, plain pistol grip; No. 2, "Special" Grade, selected English walnut stock, checkered pistol grip and forearm; No. 3, "Trap" Grade, selected English walnut stock, checkered straight grip and forearm; No. 4, "Tournament" Grade, fine English walnut stock, checkered pistol grip and forearm, neatly engraved; No. 5, "Expert" Grade, best English walnut stock, finely checkered pistol grip and forearm, finely engraved; No. 6, "Premier" Grade, Circassian walnut stock, extra finely checkered pistol grip and forearm, elaborately engraved; No. O, "Riot" Grade, walnut stock, plain pistol grip, 20 inch barrel only. Regular length barrel is 28 inches. Extra barrels can be supplied in 26 or 28 inches, either choke or cylinder bore. The dimensions are: Regular drop, 2½ inches at heel and 1⅞ inches at cone. Length, 14 and 14⅜ inches. Unless otherwise specified, 14⅜ inch will be sent.



REMINGTON AUTOMATIC SHOT GUN.

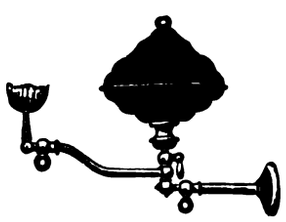
THE RADION GAS JET HEATER.

A. H. Kaufmann Manufacturing Co., Inc., 24-26 Murray Street, New York, are placing before the Hardware and house furnishing goods trades "The Radion Gas Jet Heater," which can be used as a miniature cooking stove when required to act in that capacity.



THE RADION GAS JET HEATER.

We give three illustrations showing its great utility. It is artistically designed of gun metal, and when placed over an ordinary



WITH GAS JET ATTACHED.

gas heater converts the flame into a powerful blue burner radiating the heat around the room without smoke or odor, keeping the air in the room particularly pure, while the flame being enclosed renders it absolutely safe against danger from fire. It is provided with an internal conical disk which is surrounded by intensely hot blue flames and protected by an iron guard. It can be taken apart, cleaned and adjusted with great ease, and is claimed to heat a fair sized room in a surprisingly short time. By unscrewing the brass burner base the heater will come apart and can then be readily cleaned, avoiding clogging up by the formation of soot on the inside as well as the outside. When used as a miniature stove it needs no extra fixtures or rubber tubing or fittings. The concave surface under the dome of the Radion Heater forms an air space with the bottom of the cooking vessel,



AS A MINIATURE STOVE.

creating a partial vacuum, which, becoming superheated, causes the water to boil quickly.

STEVENS NAME CONTEST—STATISTICS AND RESULTS.

Names were received from all sections of this country and the Dominion of Canada. Also heard from British West Indies and Mexico.

Total number of letters received.....4,642
Total number of names suggested.....36,768

The Board of Directors of the J. Stevens Arms & Tool Co., after careful consideration of each list of names submitted, has decided that the prizes were won by the following:

NAME AND ADDRESS.

1st Prize—C. F. Meroney, care Odell Hardware Co., Greensboro, N. C. "Little Scout" Rifle.

2d Prize—Charles B. Saunders, Box 3, Wytheville, Va. "Nimrod" Rifle.

3d Prize—Harry W. Smith, 315 N. Poplar Street, Centralia, Ill. "Little Chum" Rifle.

4th Prize—Lacy Currie, Jackson Springs, N. C. "Comrade" Rifle.

5th Prize—Robert Kerr, P. O. Box 227, Lee, Mass. "Rex" Rifle.

Messrs. C. F. Meroney, Charles B. Saunders, Harry W. Smith, Lacy Currie and Robert Kerr, will receive Favorite No. 17 Rifle, "Little Krag" Rifle, "Crack Shot" Rifle, "Stevens-Maynard, Jr.," Rifle and Stevens "Tip Up" Pistol, respectively, express prepaid, as per terms of contest. They embrace this opportunity to express their hearty thanks and appreciation to the thousands of contestants, and genuinely regret that prizes are not numerous enough to insure each competitor being the recipient of one. Their new Rifle will be known as Stevens "Little Scout" No. 14, and will be ready for the market after January 1, 1906.

WHERE IT CAME FROM.

Mayme—Notice that couple we just passed? They're Mr. and Mrs. Pyrrh-Simmons. Their courtship was one of the most romantic affairs of the season.

Maybelle—Why, she's as homely as a telegraph pole.

Mayme—I know it, and he's as poor as a church mouse. That's what made it so romantic.—*Chicago Tribune.*

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OUR NEW ORLEANS LETTER

(*Special Correspondence, New Orleans, September* 18.)

Now that the worst of the yellow fever freight quarantines have been broken, and the end of the partial trade stagnation is in sight, local Hardware merchants are beginning to take stock of what the actual results of the epidemic in New Orleans have been, and just what the outlook is for the autumn domestic and export trade.

Summed up, to the outbreak of fever, the business was running a fair percentage ahead of the previous season. This applied both to export and to domestic trade. The domestic trade was held to that level only through the very extraordinary local demand for building Hardware and all the items that go with that branch of the business. The export trade was held to that high level through the fact that threatened curtailment of the local and domestic markets earlier in the year had forced the local merchants to seek outside markets. After the outbreak of the fever, quarantine restrictions and unfriendly treatment at the hands of the wholesalers and the jobbers of competitive cities began to affect business. During late July trade fell off until it only ran equal with the July of the previous year. During August, trade managed to run about even with the year before. In both months, this applied only to domestic business. Strictly local business and export business continued ahead of the previous year. During September, thus far, the total volume of trade, judging from the statement made by the various firms in the city, has been running about ten per cent. behind 1905. It is held to this level by the export and local business. However, the outlook is brighter now by odds, than for some weeks. Freight quarantines, through the efficacious announcements of Surgeon General Wyman, and through those of Surgeon J. H. White, have been lifted in many localities. Recently, Surgeon J. H. White declared that the United States Public Health and Marine Hospital Service would hereafter, for the localities requesting it, fumigate freight cars after they were loaded, and would then seal the cars with the guarantee that there were no live mosquitoes within, and that by no possible means could the cars convey infection.

COUNTRY JOBBERS SOLD OUT.

Reports from all parts of the quarantine affected districts are to the effect that the local retailers and jobbers as well, are very completely sold out, and that they are only awaiting the lifting of restrictions to purchase heavily in order to meet the requirements of a trade that has been starved out during the past six weeks.

Mississippi is the State most difficult for traveling men to reach and for goods to be distributed through. Recently the Mississippi detachment of drummers for one big New Orleans firm was forced to go to New York, and thence to the districts to which the members were allotted. The detachment for Florida went to New York also, thence back to Jacksonville. The ordinary custom, however, is for the drummers to go into detention camp and then enter the State. In Mississippi, however, there are many towns that have quarantined against the world, and have council meetings and act on the application to enter. This difficulty is being met through an increased use of mail matter, circulars, catalogues, etc., which are being sent to all customers, together with personal letters, etc., to all regular purchasers.

Goods that have weathered the quarantine restrictions best have been Hardware, of course, and of the Hardware articles, corrugated iron roofing, nails and other building and builders' Hardware, have led all else. Tools have sold well. Implements have been very lax, but the outlook for Autumn trade in that line is excellent. Already it is evident that the cotton planters are going to put in every acre next season, either in cotton or in food stuffs. This season a tremendous acreage lay idle, but this will not be repeated. Mill supplies have been backward, for the planters have had great difficulty in getting their repairing gangs out of the towns and into the country. Both sugar houses and cotton gins are usually overhauled in late August and early September, and big mill supply business usually accompanies the opening of the cropping season. Many devices and expedients have been resorted to to get the country factories started, with more or less success, but many individuals have been forced to curtail their work, and get along as best they might with their plants in the condition they were when the last season closed.

In the city vehicles have been going excellently, although the sale of pleasure vehicles has lagged behind what was expected. The threatened strike of teamsters here has made many of the bosses wait a while on their purchases of supplies for the Autumn business.

BUILDING ACTIVITY.

As has been the rule for many months, the local building supply demand has remained the striking feature of the situation. As has thus far been observed, market conditions have had little effect on local trade.

A leading Hardware merchant's view expressed to your correspondent to-day as thus expressed: "During the fortnight heavy tonnage in Bessemer pig iron has been placed at prices ranging from 50 to 75 cents per ton higher than prevailed two weeks ago. In steel billets buyers say that it is difficult to find mills that are in a position to accept orders for prompt delivery, all being booked up for their full capacity for the balance of the year and well into the first and second quarters of 1906. For prompt deliveries in small lots, $2 to $3 per ton premium is being paid. Bar iron has already advanced $1 per ton. Carriage and machine bolts, nuts, washers, trace chains, coil and log chains have all advanced about 10 per cent. Iron pipe is very firm, and likely to advance. The leading sizes are to-day selling at prices that net less profit than the iron from which the pipe is made.

"However, all these conditions prevail to a less extent down here than in the Northern markets. The demand is springing up in many other leading lines beside those mentioned."

From other sources it would seem that the volume of trade here has been affected more by local conditions than by any anticipation of increase in ruling values. Very certain it is that the entire Southern field affected by quarantine has been more or less sold out, and if prices advance, will have to buy at the newer and higher levels.

EXPORT TRADE.

The records during the past few weeks on exports have been most excellent. Machinery, plows, building materials, general Hardware, have continued to go out to Cuba in very increasing quantities. All the Havana shipments have gone direct. Shipments to other parts of the island have gone via Mobile and the Munson Line. Trade to Central America has also improved materially, and the lessening of the fever in Honduras has opened that territory in a remarkable manner.

Many of the leading individuals of the Hardware world down here, who have been away during the Summer, are beginning to return. The holiday season is over, and plans are being made for a better Autumn than the town has ever witnessed. The cotton crop is sure of bringing good prices. The cane growers have an excellent crop that will bring a fair valuation. Through the timbering districts activity has never slackened and bids fair to continue to improve. No one in the city admits the possibility of any permanent injury through the yellow fever infection of the past Summer.

The stockholders of Landers, Frary & Clark, New Britain, Conn., Hardware manufacturers, have voted to increase the capital stock of the corporation from $750,000 to $1,000,000, the meeting being held September 7, when this favorable action was taken on the recommendation of the Board of Directors. The additional capital will be used to acquire such new lines of goods, to provide such facilities for making them in the way of new buildings and machinery and to make such other improvements in the property as will in the opinion of the directors increase the profits of the business.

The war is helping the German brush trade at the expense of its Japanese competitor. In the manufacture of brushes Schonheide, in Saxony, is what Osaka is to Japan. Before the war American importers purchased more brushes in Japan than in Germany, but since the war began conditions are reversed. Brushmaking was a prosperous industry in Japan, employing 1,000 laborers in Osaka alone. The daily production of tooth, nail and hair brushes was 16,000 pieces. Apart from Osaka city brushmaking was a house industry in the surrounding country. In 1903 Japan exported $295,000 worth of brushes, 80 per cent. to the United States, and bought $100,000 worth of hog bristles here. When the war ends Japan will lose much time in getting that trade back.

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JAP-A-LAC

REGISTERED TRADE MARK

"WEARS LIKE IRON"

WHEN WE TELL YOU

that JAP-A-LAC is positively the best selling colored varnish made, you may wonder if it is true.

We don't hesitate to say it. Here are a few points which ought to convince you.

JAP-A-LAC has over TWO HUNDRED THOUSAND DOLLARS in advertising back of it. The consumers know about it and buy it.

JAP-A-LAC is being ADVERTISED EVERY DAY in the year. More people are learning about it and asking for it.

JAP-A-LAC is unquestionably the BEST QUALITY colored varnish on the market. When a woman uses one she comes back for more.

JAP-A-LAC is EASILY APPLIED and DRIES QUICKLY. Women like to do their varnishing with JAP-A-LAC.

JAP-A-LAC may be used for finishing EVERYTHING ABOUT THE HOME—and is.

JAP-A-LAC has MILLIONS of FRIENDS and sells itself. You don't lose a minute's time talking about it, "Time is money."

JAP-A-LAC MAKES CUSTOMERS for you—when you handle it. A JAP-A-LAC customer bought $50.00 worth of other goods from a dealer a few days ago; he said so.

JAP-A-LAC is put up in SPECIMEN ASSORTMENTS of $26.46 each. If that's too much, try a $10.00 ASSORTMENT. Send us your order for one of them to-day; you'll begin to reap your profit when the goods arrive.

THE GLIDDEN VARNISH COMPANY,

MAKERS OF HIGH-GRADE VARNISHES FOR ALL PURPOSES

641 WILLIAMSON BUILDING,

CLEVELAND, OHIO

PROFIT.

There is an apparent necessity of pointing out to many tradesmen that all customers for whom they work can afford to pay a profit. In securing this profit the tradesman will participate in a prosperity which is well earned. In those communities where each tradesman is deriving a profit from his business enterprise there is general prosperity. A profit on business of all kinds assures fair payment to all who may be engaged in it as principals or employees. Periods of depression are always intensified by tradesmen endeavoring to secure an increase of patronage through cuts in prices and consequent reductions in profit. On the other hand, it is a matter of common experience that the period of depression is broken as soon as some one takes the lead in securing better prices, and consequently better profits. The man who is neglectful of the details of his business and who has no system of keeping accounts is a menace, not only to his own net income, but to that of all his fellow tradesmen. He cannot tell the cost of his work or the cost of carrying on his business, and whatever price he may set gives him no idea as to whether or not he is securing a just recompense. He may be working so cheaply that loss and failure are escaped only for the time being, but his demoralizing influence on profitable business is, unfortunately, continued a little longer.

To do business at a profit all of the small things in accounting—caring for odd stock, caring for tools, and using the time of employees to advantage—must receive not only careful attention, but intelligent management, to turn them to a profitable account. Even as the little leaks may finally swamp the ship, the little things neglected may lead the business man to ultimate disaster. To be successful in securing profit a man must have not only the perseverance to attend to the drudgery which sagacious management entails, but also the forbearance to allow customers who are not willing to pay a profit to shop among other tradesmen. To let such a customer pass often means the loss of a profit, but sales without profit do not help a business; instead, they often set a price which, as stated, influences adversely all sales. An intelligent canvass by a thoroughly competent master of his line of business is sure to bring in enough lucrative business to more than pay both in satisfaction and cash balance.—*Metal Worker.*

FINE SHOOTING IN EVIDENCE.

At the Portland State Shoot September 4th, Mr. G. M. Wheeler, shooting Peters shells, won the Elmhouse cup from the 20 yard mark, score 23 out of 25. In the team race, won by the Portland team, four out of five of the winners shot Peters shells. Mr. Wheeler was second high professional at Worcester, Mass., September 5th and 6th.

The International Live Bird Championship and the Gillman & Barnes trophy were won September 9th at the Detroit tournament by Mr. H. I. Gillespie of Pittsburgh, who killed 15 straight and 6 straight in the shoot-off. Mr. Gillespie gives a full measure of credit for this victory to the Peters factory loaded shells which he used.

Dr. O. F. Britton of the Indianapolis Gun Club, one of the best and most popular of the older generation of shooters, made a most remarkable score on the Indianapolis Gun Club grounds September 9, breaking 117 straight from the 18 and 19 yard marks. This not only proves that Dr. Britton has not lost his cunning, but also that Peters factory loaded shells are perfection itself.

Some excellent scores were made with Peters shells at the Trinidad tournament, September 4, 5 and 6. In the Free For All Handicap, one of the main events of the tournament, Mr. Wm Veach of Falls City, Neb., tied with two others on a score of 97 from the 19 yard mark. In the first shoot off, Mr. Veach broke 20 straight and in the second again scored 20 straight, making a total of 137 out of 140, all from the 19 yard line. Inasmuch as Mr. Veach by virtue of this score won a handsome $75 watch, it may be assumed that he will know when it is time to order his next lot of Peters Ideals.

At Austin, Texas, September 9, Mr. Wallace R. Miller, shooting Peters Ideal shells loaded with 3 drams of powder and 1⅛ ounces of shot, broke 98 out of 100.

Mr. L. H. Reid, representing the Peters Cartridge Company, at the Kendallville tournament, September 12, won high average for the day, breaking 193 out of 200 targets. Mr. Reid uses Peters regular factory loaded No. D167 ⅛ ch.

At York, Pa., September 4 and 5, the high amateur average was won by Mr. E. C. Hummer, and high expert average by Mr Neaf Apgar, both using Peters factory loaded shells.

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REVIEW OF THE MARKETS.

WIRE NAILS: Since the recent definite action taken on September 11, by which official prices were modified, which resulted in an authorized advance from bottom rates at which the large trade were buying, the market has been greatly improved. The prices have been strictly held to and orders were increased, the market being virtually advanced on all wire products $1.00 a ton. Quotations are as follows, f.o.b. Pittsburgh, plus actual freight to point of delivery, 60 days, or 2 per cent. discount for cash in 10 days:

Carloads to jobbers	$1.75
Carloads to retailers	1.80

New York.—The local business is in active condition, and, with the exception that deliveries are impeded in various ways, exceptionally good. Quotations for small lots from store are based on a price of $1.95 to $2.00.

CUT NAILS: The definite price now asked for Wire Nails has had a very satisfactory effect on the market for Cut Nails, the market prices for which will undoubtedly be officially strengthened on September 27, when the Cut Nail Association has its meeting. The low prices ruling have stimulated buying and business has been very good. Quotations are as follows: $1.60 to $1.65 base, for carload lots, f.o.b. maker's mill. Iron Cut Nails for delivery at Pittsburgh, Buffalo and all points west of these cities are held at about $1.70, base, in carload lots.

New York.—Trade has been good in the local market, with no change in price. Quotations are as follows: $1.90 for small lots from store.

BARB WIRE: The definite prices announced have improved the market and orders have increased accordingly. There is every reason to believe that the Fall trade will be a heavy one, and the jobbers have prepared for it. Quotations are as follows, f. o.b. Pittsburgh, 60 days, or 2 per cent. discount for cash in 10 days:

	Painted.	Galv.
Jobbers, carload lots	$1.90	$2.20
Retailers, carload lots	1.95	2.25
Retailers. less than carload lots	2.05	2.30

SMOOTH FENCE WIRE: The improved condition of the wire market, noted since the change in prices, has had its beneficial effect with an active demand. Quotations are as follows: f.o.b. Pittsburgh, 60 days, or 2 per cent. discount for cash in 10 days:

Jobbers, carloads	$1.60
Retailers, carloads	1.65

The foregoing prices are for base numbers, 6 to 9. The other numbers of Plain and Galvanized Wire take the usual advances.

BRASS COCKS: At the recent meeting of the Brass Goods Manufacturers' Association concerted action was taken looking to an advance in the prices of Brass Cocks, including Compression, Plain Bibs, Globe, Kerosene, Racking, etc., which are now quoted at 70 and 5 to 70 and 10 and 5 per cent. discount.

WROUGHT BRASS BUTTS: The associated manufacturers of Wrought Brass Butts advanced the price of this line September 6 to 20 per cent. discount, base, instead of 30 per cent. discount, base, as formerly, the same extras to the jobbing trade being given as heretofore.

ROPE: The following prices may be said to represent the market:

	Cents per pound.
Pure Manila, 7-16 and larger	11½ to 12
Pure Sisal, 7-16 and larger	10
No. 2 Sisal, 7-16 and larger	8

LINSEED OIL: The following quotations are announced on "City" Raw Oil by the Dean Linseed Oil Co:

In lots of less than 5 barrels.....54 cents per gallon.
In lots of 5 barrels or more.....53 cents per gallon.

The "American" brand for respective quantities, 1 cent per gallon less.

The five-barrel price applies only to deliveries of that quantity at one time.

Boiled Linseed Oil, 2 cents per gallon higher than Raw.
Calcutta Oil.....60 cents per gallon.

THE PHILADELPHIA TRADE.

We are now well into the Fall of 1905, and trade has set in auspiciously. In almost every section there seems to be a heavy demand for goods. Orders are coming in with gratifying frequency and for liberal quantities. It is quite evident that stocks are low, and that goods are going fast into consumption. There is also a complaint of a scarcity of labor—some mills and factories stating they are very short handed and that production is curtailed in consequence. Winter goods are also beginning to move freely, but as the Winters of the last two years have been both long and severe, it is thought that dealers have carried over very small stocks in these lines, and that all Winter articles should have a large call. As might be expected, under such circumstances, the market is strong, advances being of frequent occurrence. This is especially true of brass and copper goods, everything in these lines tending upwards, and higher quotations being announced from day to day. It is also pleasant to report that now crops are being harvested, money seems to be more plentiful and collections are improving. There is ample room for a change for the better in this respect, as collections have not been, perhaps, up to the average, considering the fair volume of trade which has been enjoyed throughout the year. We hope on this score there will be no further ground for complaint.

BIDDLE HARDWARE CO.

THE ALBANY TRADE.

Trade is good and indications point to a continuance of this condition throughout the Fall. The strength in prices of leading staples gives an excellent tone to the whole market. The early Fall trade in season goods has started in a spirited way greatly assisted by the cooler weather which marked the incoming of September. The large factories, the extensive public work jobs now going on and, in fact, about every place where many hands are employed are all busy and the merchant is participating with others in getting the benefit of the excellent condition of affairs. There is nothing of special interest to report in addition to the above. ALBANY HARDWARE & IRON CO.

THE PITTSBURGH TRADE.

Business conditions in Pittsburgh are good, especially in manufacturing lines. The large demand for steel and its products which has developed within the past month or two has resulted in advanced prices for billets, structural material, wire and nails. Prompt deliveries are not to be had in some of these items as the mills are sold up to their capacity months ahead. Railroads have been large buyers of rail, locomotives and cars. The coke industry in sympathy with the demand for steel has shown great activity and the region is running to its capacity. With the arrival of September coal has also shown quite an improvement. There are no strikes of any serious nature to interfere with work and employment for all is quite general. We notice a slight stiffening in rates for money, but the supply is ample for all legitimate needs. In the jobbing mercantile department we find trade quite active showing quite an improvement upon Spring business, which was hardly up to expectations. We look for a good Fall business and see no reason why it should not be good for at least a year ahead. LOGAN-GREGG HARDWARE CO.

THE SAN FRANCISCO TRADE.

The local situation shows no new features of great importance. The crops are on the same basis as previously noted, hardly any of them being over the average, and a number falling below it, though the high prices ruling for most products fully offset the deficiency in the yields. Local bond brokers report that the supply of money in the interior banks has become so liberal that the banks have sent a good deal of it here for investment in good bonds. The city banks have been doing the same, which accounts to some extent for the activity in the bond market during the past several weeks. It is not at all a bad sign when money becomes so plentiful that the large interests handling it are obliged to pry about in various directions for channels in which to profitably invest it. Not in modern times has there been such a plethora of actual money in this section of the world as there has been for the past several years. In other words the California section of the world is flush.

The keels have been laid for the two mammoth freighters of the American-Hawaiian Steamship line that are to be built by the Union Iron Works of San Francisco to go into the service

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FILES

Nicholson
Arcade
American



Great
Western
McClellan

"These Brands are Sold by all Live Hardware Merchants"

RASPS

Kearney
& Foot
Eagle



J. B. Smith
"X-F"
Gold Medal

MANUFACTURED — BY — **NICHOLSON FILE CO., - Providence, R. I.**

between this port, Honolulu and New York. They will both be equal in size to the Texan, the biggest of that fleet of steamships. The trade of the American-Hawaiian Company has grown immensely during the last few years. When bids were offered for the construction of these ships, a large number of Eastern firms competed, but the Union Iron Works bid lowest and was awarded the contract.

State Organizer, F. B. Dickson, is doing good work for the California State Retail Hardware Association. His report, just in, says: "Three days spent in Alameda County resulted in the enrollment of several new firms for the Alameda County Retail Hardware Association and more new members were added to the Hardware and Implement Association. At a meeting held in Oakland the interest taken was very gratifying to all present. Several days spent in Sacramento resulted in two meetings being held and the conditions there surely look brighter. Sacramento has never been together, but now they expect to organize a local chapter next week, taking in every Hardware and Implement dealer in the city. Leaving Sacramento, I took in the country from Palo Alto to San Francisco in company with Secretary George L. Everett of the San Francisco Retail Dealers' Hardware Association, and succeeded in enrolling five of the firms in that locality for the San Francisco Association, making a very nice clean up for San Mateo County, including Palo Alto.

Chicago and Colorado men are behind the filing at Olympia of papers incorporating the Copper and Lead Smelting Company, having a capital stock of $5,000,000. The incorporators are Leslie E. Mathis, Leonard L. Mathis, of Chicago and H. A. Noble, who represents Colorado mine owners. Noble announces the company's intention of building a large smelter on Puget Sound. The exact location has not been selected. The plant will be one of the largest in the Northwest. It will apparently be a rival of the Tacoma smelter. Mining men believe that the capital for building the new plant will be forthcoming as a result of the high price at which the Tacoma smelter was recently sold.

The wholesale trade and exporters are plentiously expressive in clever words for the Czar for withdrawing the extreme duties or maximum tariff rates on certain American articles of importation, principally machinery and metal goods, American cast and wrought metal work, tools, machinery, portable engines, locomotives and many other important staple exports, which were being fairly driven out of the Russian market by the competition of German and English machinery favored by the minimum tariff rates, and now expect enormous sales, not only in Russia proper, but in Siberia.

Traveling men report that J. L. Castle is starting a Hardware store at Dayton, Ore.; John Nissou & Son are starting an implement store at Pendleton, Ore.; F. A. Woodin & Company, at Colfax, Wash., have incorporated for $10,000; The Dayton Hardware Company, at Portland, Ore., has been disincorporated; L. E. P. McAden has succeeded McPhail & Company, Hardware, at Vancouver, B. C.; A. G. Young and Morten Jensen have succeeded Meeter Bros., Hardware, at Richfield, Utah; W. K. C. Manly's Hardware store at Grand Forks, B. C., was damaged $600 by fire last week; C. T. Conrad at Marysville, Wash., has filed a petition in bankruptcy; the receiver for the Hunter-Eaton Company's store at Shelton, Wash., has been discharged; Dean Blanchard at Rainer, Ore., lost a warehouse by fire last week; loss $2,000, no insurance; Nathan Weil at Spokane has moved into his new store at 408 Riverside Avenue; the John Smith Company of Walla Walla and Waitsburg, are about to start a Hardware and implement store at Prescott, Wash; The Vale Trading Company has been incorporated at Vale, Ore., and has succeeded I. S. Smith & Company; The Crawford-Marshal Company, Hardware and implements, Vancouver, Wash., has sold the implement stock to Packard & Smith; the Palace store at Spokane has been incorporated for $150,000 by Mrs. R. Weil, Nathan Weil and W. D. Lloyd of that city; the Agnew Hardware Company at Everett, Wash., has let the contract for a four-story brick store building and a one-story warehouse, cost $35,000; fire at Davenport, Wash., destroyed the Hardware store of A. Knox; partly insured; Jones & Dillingham, wholesale and retail paints, oil and glass, at Spokane, have secured a five-year lease on a brick building at Lewiston, Idaho, where a branch wholesale house will be established.

INDUSTRIAL PRESS ASSOCIATION.

LOS ANGELES PROSPEROUS.

The past four years have brought great prosperity to all the merchants in Los Angeles, especially to the Hardware dealers. During this time there has been great activity in the building trade, the city has been growing rapidly, and has been built up in a very substantial manner. In fact, there are few cities of the size—180,000—anywhere in the United States with better buildings or finer residents; and Los Angeles was a small town at the time of the Centennial Exposition. The surrounding country is being developed rapidly, and Los Angeles is the natural distributing point and market for all of this Southern California country. The recent opening of the San Pedro, Los Angeles and Salt Lake Railroad is bringing no small amount of new business into the hands of the jobbers here. Much of the Goldfield and Bullfrog, Nevada, mining business is now coming to Los Angeles over this new road. San Pedro, which is the natural seaport for Southern California is but twenty miles distant and there docks are being built, the harbor is being deepened and in a very few years a large import and South American export business will be done by the business interests here.

C. W. Damerel of the Cass-Damerel Hardware Co. pointed out to your correspondent that here in Southern California building operations went on the year round. Continuing Mr. Damerel

IMPROVED CARPENTERS' TOOLS

A TOOL THAT'S STAMPED STANLEY IS THE BEST OF ITS KIND

SOLD BY ALL HARDWARE DEALERS

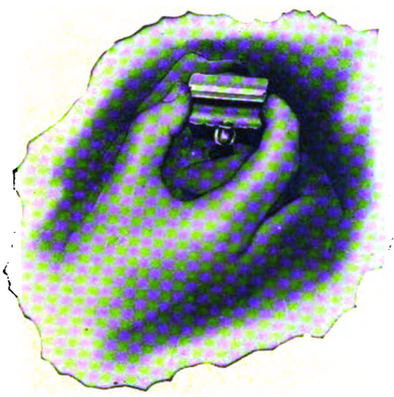
STANLEY RULE & LEVEL CO., New Britain, Conn., U. S. A.

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Zinn

Automatic Razor



Have you only a bowing acquaintance with the Zinn? Then let's get acquainted. It's

The Razor With the Always Keen Blades

Twenty-four of them. They are so thin that 200 of them are only an inch thick!

They are electrically tempered and so hard they will cut glass and any and all kinds of whiskers. None too tough for the Zinn.



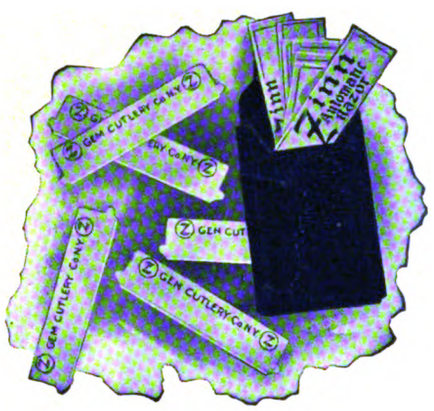
A Wonder of Simplicity and Efficiency . . . . .

Only two parts to it: Holder and blade.

Each blade packed in a separate envelope that absolutely protects it from dampness.

And each blade lasts a month!

Its capacity for giving a better shave in half the time with half the skill is unequalled.

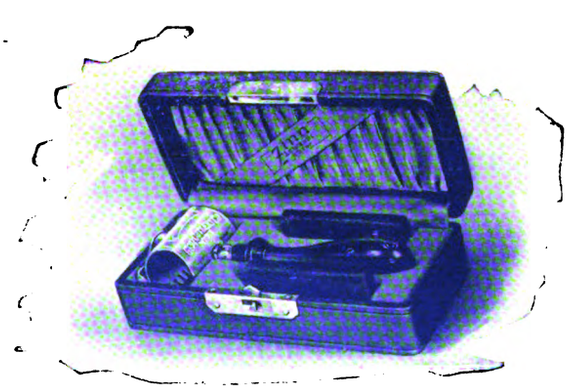


NO HONING ✂ NO STROPPING

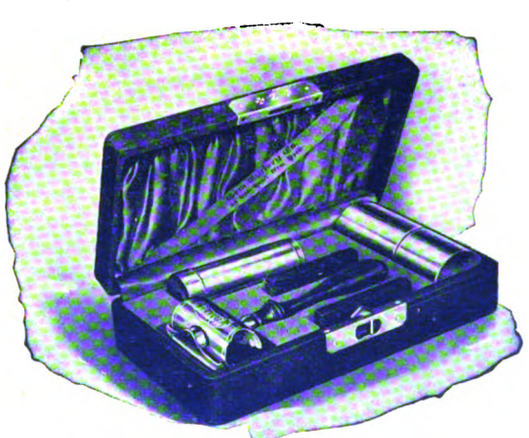
The Zinn Has Made Friends Fast and---Fast Friends--

through our extensive advertising in the best popular magazines among its millions of readers. We have sown for a plentiful harvest—**Now is the time to reap.**

Get in line, Mr. Hardware dealer. Get hold of the other end of our proposition. Stock up with the Zinn. Display Zinn. Talk Zinn. We protect you against cut-prices.



No. 1 Contains One Razor and 24 Blades, $5.00.



No. 2 Contains one Razor, 24 Blades Telescope Badger Hair Shaving Brush and Williams' Shaving Stick, $6.50.

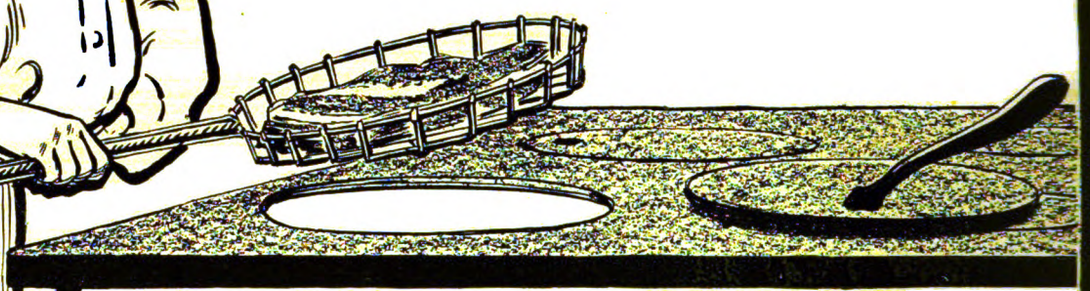
Don't argue--don't delay. Write for particulars to GEM CUTLERY CO. 34 READE STREET NEW YORK, U. S. A.

HOME OF THE CELEBRATED GEM SAFETY RAZOR.

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THE SMOKELESS BROILER Wanted in every HOME



Says the Smokeless Broiler Maid:

"In every home where the SMOKELESS BROILER is used contentment reigns.

"In every home where the old-style broiler is used a welcome awaits the SMOKELESS BROILER.

"Don't you want to be the Hardware dealer in your territory to supply the universal demand? Your order should be sent promptly, through your jobber or direct. Make it for a liberal quantity. SMOKELESS BROILERS SELL ON SIGHT."

Our family of swift selling wire specialties continues to grow. Send for our new catalogue which tells of the new SOAP TRAYS and BRACKETS for kitchen and bath use, the new EVER-LEVEL LAUNDRY SOAP BRACKET, our new TUMBLER HOLDER, DIAMOND SINK CLEANERS, patented SINK BRUSHES and TEA STRAINERS. Dealers everywhere report these goods as swift sellers, and an ideal line for the Hardware man.

THE BRIDGEPORT WIRE GOODS CO.

Specialists in Wire Goods for Household Use

82 West Broadway, New York **Works: Bridgeport, Conn.**

HUNT ADV. NY.

Digitized by Google

said: "We have been here in our present location seven years, and for the past four years business has been booming. We do a good trade in gas and gasoline stoves and ranges and have pushed this end of the business—finding it profitable." The Cass-Damerel Hardware Co.'s store is located at 414 Broadway and is an attractive up-to-date store in its fixtures. The large double windows are used to good advantage in displaying tools and house furnishing goods.

Another of Los Angeles' leading retail Hardware stores is the Kremer Hardware Co., located at 888 South Broadway. When called on by your correspondent, this concern was doing some progressive business building by practically demonstrating a line of new gas ranges. Many women were there in the store seeing the gas range do the work, and were being served with hot tea biscuits, cake and coffee that had been made in the store while they looked on. The crowds coming to the store proved that the Kremer Hardware Co. had been doing some good advertising, and the actual business being done proved another thing, interesting to all Hardware dealers, i. e., that when the Hardwareman has something to sell, that appeals to the woman, it will positively pay to advertise. It may be an open question as to whether it pays to advertise for the man's trade, but it's a proven fact that women are readers of advertisements and are always on the lookout for labor-saving or money-saving goods.

A pleasing feature of the big Hardware store of J. W. Hellman is the fine large windows and the attractive manner in which goods are displayed. In addition to general Hardware, J. W. Hellman does an extensive retail business in house furnishing goods as well as electrical supplies. This latter, being somewhat out of the Hardware line, is given special attention and a prominent place in the windows and in the store. It's a good line for any Hardware store and is profitable when properly handled.

Another of Los Angeles' pushing Hardware concerns is the Cass & Smurr Stove Co., handling a general Hardware line, including house furnishing goods and stoves. Like all progressive retail concerns the Cass & Smurr Co. use their windows to very good advantage and feel that the attention given window displays is one of the best investments.

One of the largest Pacific Coast Hardware concerns is the Harper & Reynolds Company located here in Los Angeles. The business was one of the first exclusively Hardware concerns established in the city, and has kept pace in its growth with the city, and in development with the country of Southern California. New lines have been added as the conditions required; stoves and ranges, plumbing and plumbing supplies, sporting goods and fishermen's supplies, until to-day the stock carried by the Harper & Reynolds Co. fills completely the large four-story warehouse and store running through from N.— Maine to Los Angeles Streets. The arrangement is most ideal for a wholesale and retail business. The main store and offices are in the front on Main Street, while the shipping is done from the rear basement which faces Los Angeles Street. A sub-basement is used for heavy Hardware. In referring to business conditions Mr. C. C. Reynolds said that business was constantly growing, and that new country was being opened up, and a great deal of new building was taking place in all parts of Southern California. The irrigation that is being done by the federal government in Nevada and Arizona is helping all business here in Los Angeles, as much of this new country is now being reached by the jobbers here.

Baker & Hamilton of San Francisco has established a wholesale warehouse here to better care for their fast growing Southern trade in Hardware, implements, wagons and boilers and engines. Baker and Hamilton are now located at 130-136 Los Angeles Street.

Another concern doing a large wholesale business is the Union Hardware & Metal Co. Not only do they work the city trade closely, but also all the towns and cities of Southern and Central California.

Another of Los Angeles' large wholesale concerns is the California Hardware Co., occupying the large double store and warehouse located at 115-117 South Los Angeles Street. The entire three-story building is used by the California Hardware Co. and is now hardly large enough to accommodate their fast growing trade. This concern hold their business pretty close to staple and shelf Hardware, making a specialty of Builders' Hardware.

The Hoffman Hardware Co. do an exclusively wholesale business and are working up a lot of new trade on the line of the Salt Lake road which has just been opened. This concern is now well located in their new five-story building which was erected especially for their wholesale Hardware business. The Hoffman Hardware Co. reported business in splendid condition and said the outlook was exceedingly good for the next six months. It was pointed out to your correspondent that the development in the Southern California firm's business the past ten years, and the general influx of settlers, as well as the large number of tourists who annually visit Southern California, was all helping the building trade and making business for the Hardwareman.

Among the retailers of Los Angeles the store of McWhorter Brothers stands in the first rank. The attractive plate glass show cases are well filled with high grade cutlery, tools and specialties. Like most of the retailers here a large business in gas stoves is being done by McWhorter Bros., who job this line having the agency for one of the best makes on the market.

The attractive Spring Street Hardware store of Henry Guyot has an air of prosperity, which shows at a glance the large retail business that is being carried on by Henry Guyot.

At 322 Los Angeles Street is located the large store of the Western Hardware Co., who deal in general Hardware, mining supplies and tools. Like all the Los Angeles dealers the reports here were of good business and active demand for all Hardware.

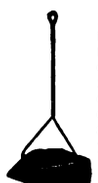
Although there are a large number of well stocked Hardware stores here in Los Angeles, prices are fairly well maintained. Many articles here at retail bring better figures than in any of the other large Pacific Coast towns. Of course one reason is

She Can't Resist It.

No woman who has ever used the old fashioned, back straining dust pan, can resist buying our

Schofield Acme Dust Pan

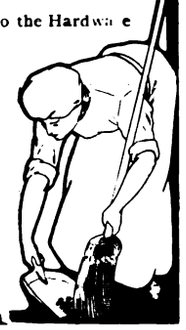
on sight.



It is not necessary to stoop to fill it. It can be pressed to the floor so tightly that every bit of dust is gathered. The dust falls into the pocket when raised, allowing its removal without spilling. It is made of steel and will outwear 10 ordinary pans.

Retail Price 25c.

Most liberal discounts to the Hardware Trade. Packed 6 doz. in case. Shipping weight 80 lbs. Write for free sample.

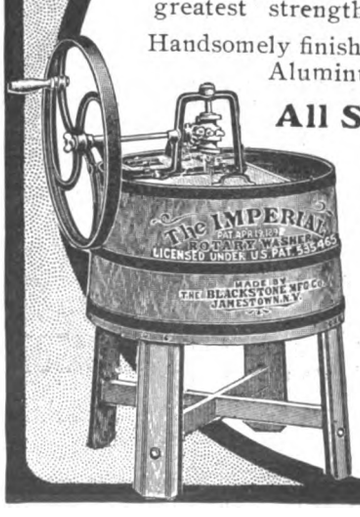


SCHOFIELD & CO.,
Freeport, Ill.
MFRS. OF
Economy Ovens, Steel Runner Attachments, Schofield's Hand and Foot Power Grinders.
Your Jobber Sells Them.

The **Imperial**
Rotary Washer

Is our latest and best. It fulfills every requirement of a down-to-date Washer. Its sliding cylinder on square post insures greatest strength of any Rotary Washer.

Handsomely finished. All castings in Gold and Aluminum Bronze. Tub extra large.



All Steel Roller Bearings

makes it noiseless, speedy and most easy to run.

Easy going, too, when it comes to selling them.

Our catalogue shows the most complete line of Washers on the market. Get it to day.

Blackstone Mfg. Co.
Jamestown
N. Y.
ESTABLISHED 1871

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that demand is good, and the market is not overstocked. The building operations or rather permits for the month of August were upwards of $1,500,000, which is undoubtedly more than any other city of its size in the entire United States. In fact it ranks fifth in the cities of the United States in amount of building permits for the month of August, being close to St. Louis, and even with Baltimore. And this is only an average month—building going on the same in Winter as in Summer. The amount of building taking place and the difficulty of procuring a desirable location, is pretty good evidence of a city's prosperity.

The sporting goods business of Los Angeles has been left pretty much to two or three exclusively sporting goods dealers. Probably due to the fact that the Hardwaremen have had all the business that they could well handle without taking on sporting goods. The largest, or at least, one of the largest, retail sporting goods stores in the country is that of William H. Hoegee Co. here. They occupy three numbers on Maine Street, opened in to one large store going through the block with rear entrance on Los Angeles Street. The stock carried is large, embracing everything in the line from a fish hook to a steam launch.

It would seem that it is only a question of time when the Hardwaremen would have to take on sporting goods—there is a large trade in the line here and it is constantly growing.

HAMMERNAIL.

NEW IMPETUS TO RECIPROCITY.

With the adoption of resolutions advocating "immediate reciprocal concessions by means of a dual or maximum and minimum tariff," the National Reciprocity convention concluded its sessions at Chicago where representatives of more than two hundred commercial, agricultural and industrial associations from every section of the country united in an effort to preserve and increase the foreign markets of the American producer. Their recommendations—brief business-like and to the point—have given the necessary impetus to the reciprocity movement. A committee of fifteen will pursue the campaign and insist upon definite action by the next national legislature. They will place the issue squarely before the people, relying upon public sentiment, as reflected in Congress, to secure for them those concessions which have been systematically blocked of late years by a handful of high-tariff advocates in the Senate.

The discussions of the Chicago delegates were concerned little with a defense of the reciprocity system. They took the ground that its installation must be reckoned one of the natural steps in a nation's industrial growth. They merely declared that our present tariff system has served its purpose. Designed to protect to the American producer the home markets, it succeeded so well that he has been enabled, not only to supply the complete domestic demand, but to reach out gradually across the boundary, and place his commodities in foreign fields.

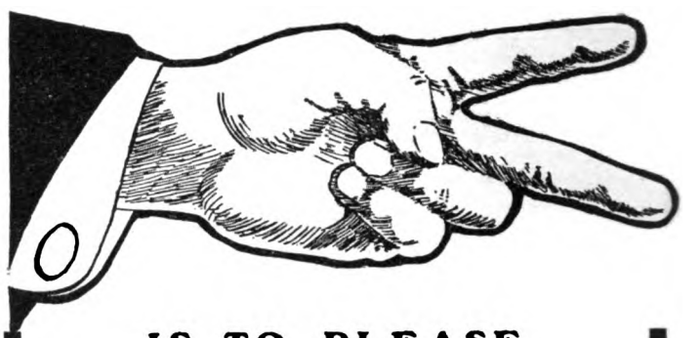
The protective tariff, it is generally admitted, has been one of the chief contributors to our present prosperity. But American markets are now securely ours; except along lines which cannot be produced in this country our imports are comparatively small; American ingenuity and vigorous business methods have given domestic industries protection more secure than that of tariffs; we are turning out vastly more than we can consume and the maintenance and enlargement of our markets abroad must be regarded as an object of natural concern.

The action of the Chicago meeting crystallizes into definite form a sentiment which has been growing steadily since President McKinley in his last memorable address said "we should sell everywhere we can and buy wherever the buying will enlarge our sales and productions and thereby make a greater demand for home labor. Exporters have been closely watching the trend of affairs since this great exponent of protection urged concessions to secure trade. They have seen our exports to France materially checked by retaliation duties there imposed; they have watched with alarm the building of a new German tariff system with only favors for our competitors in a rich market. Now in addition they are confronted with a surtax ranging up to the value of the goods in the event we engage in a tariff war against Germany.

Advocates of the dual tariff system disclaim any conflict with the idea of protection. There is neither intention nor willingness to subject the local producer to the dangers of foreign competition. Certain small interests will be harmed, for probably no tariff regulation was ever framed without working injury in limited fields; but their extent is not material and their loss only an incident in a great operation.

The nation's business interests have united in demanding better trade arrangements; the public, believing that industrial and commercial welfare means general prosperity, has rallied to their support; repeated declarations of the President have assured his loyal favor. In the face of these powerful forces, the "standpat" advocates must show unexpected strength if they are again to succeed in stifling efforts at tariff reform.—*Iron Trade Review.*

Our Object



IS TO PLEASE YOU TWICE OVER



Name anything you wish in the line of

Fine Table Cutlery

in general—in particular

Stag Handle Carvers

with Silver Ferrules
and if with our twenty-five years' experience and down-to-date facilities we do not offer you

The Best Goods for Your Money

it will be a surprise to us and—to scores of old customers, who know them to be the best.

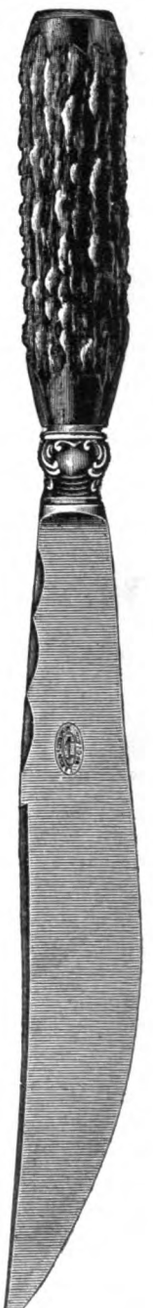
Our Catalog—Have You Got It?

You can't afford to be without it because it shows in detail, how complete and excellent our line of cutlery is.

Don't argue—don't wait—write to-day.

*

Mention HARDWARE



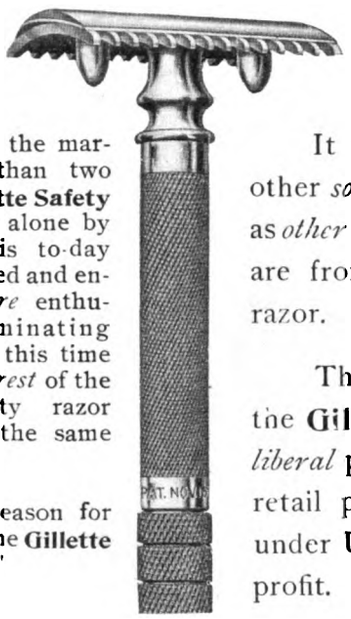
LAMSON & GOODNOW MFG. CO.

SHELLBURNE FALLS, MASS., U. S. A.

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The Gillette Safety Razor--

Has the FIRST, and only NEW idea in RAZOR BLADES for OVER FOUR HUNDRED YEARS



Exact Size Complete Razor.

Although on the market for less than two years, the **Gillette Safety Razor,** judging alone by actual sales, is to-day used, appreciated and endorsed by *more* enthusiastic, discriminating shavers during this time than *all* of *the rest* of the so-called safety razor purchasers in the same period.

There is a reason for the success of the **Gillette Safety Razor.**

It is as *different* from other *so-called* safety razors as *other so-called* safety razors are from the old-fashioned razor.

The dealer who handles the **Gillette Razor** makes *liberal* profits, for the fixed retail price of $5.00 for a set *is*, and *will* be *maintained* under U. S. Patent laws, thus assuring every dealer a full profit.



The blades are as thin as paper, as hard as flint, as tough and flexible as whalebone.

The Gillette Safety Razor is made by *automatic machinery insuring perfection* and *uniformity* in every detail and a never varying quality which is so often found in the old-fashioned hand-make razors and blades.

The Gillette's Advantages

Our manufacturing facilities have been increased recently to meet the enormous and growing demand for the **Gillette Razor,** and this demand proves that it will certainly pay YOU to investigate at once the many advantages that are now offered in handling this phenomenal shaving device which is the talk of the civilized world.

Remember -- The Gillette while having *many imitations*, has no direct competitor, *is in a class by itself*, is here to stay, and its patents will be fully protected and all infringements on its rights will be prosecuted.

TWELVE BLADES.



TWENTY-FOUR SHARP EDGES

A Paying Proposition

No shaving proposition to-day offers you the inducements that the Gillette does.

Write to-day for further particulars and do not allow yourself to be persuaded to do otherwise by other *so-called* safety razors that have been put on the market, due solely to the phenomenal success of the **Gillette Safety Razor.**

Gillette Sales Co., 1104 TIMES BUILDING, BROADWAY, NEW YORK CITY.

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Are You A Gillette Safety Razor Dealer?

Then you will receive the benefit of the enormous advertising plans that are now being worked out, embracing Magazine publicity, Signboards, extensive catalog distribution, and in fact, *every known* and *up-to-date* method in the science of advertising.

By our publicity methods we are interesting and appealing to *millions* of shavers *every* month.

We are *spending more money* in *making known* the unique advantages of the **Gillette Safety Razor** than is being spent by all the combined, *so-called* safety razor manufacturers in the country, which benefits every Gillette dealer.

That this advertising is producing the desired results is a fact which we will prove to every **Gillette** dealer to his entire satisfaction.

If you are not selling the
GILLETTE SAFETY RAZOR,
Get into line, for once in it, means you are there to stay.



The "Gillette" cannot be put together in any way but the right way, and when so put together the blade is concaved and both edges are in the right position in their relation to the guards to be used with absolute safety.



Exact Size Set, Complete.

Greater Profits--- Greater Satisfaction

There are not only greater profits in handling this razor, but greater satisfaction because the **Gillette Safety Razor** is fully guaranteed, is backed by *responsible* and strong financial interests, and the razor itself is already endorsed by several hundred thousand users who are voicing its merits throughout the civilized world.

You see **Gillette** advertisements everywhere, and up-to-date dealers are joining our ranks every day.

Do not delay, but write us *at once* and let us show you evidence of such a nature that will make you regret the delay which for some reason unknown to us, has resulted in your name not being on our list of dealers.

ADDRESS TO-DAY

Gillette Sales Company,

1104 TIMES BUILDING
BROADWAY, NEW YORK CITY.

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RAT AND MOUSE TRAPS.

"Oh, yes, we are still selling traps," said a rat and mouse trap manufacturer in the *House Furnishing Review*, "millions of them every year and more and more all the time. The sale of rat and mouse traps keeps right up with the constantly growing population.

"Rat and mouse traps are used everywhere, and I suppose that if, at any time, you should omit the regular census in a country you could make a pretty accurate estimate of that country's population based on its demand for rat and mouse traps at that time, as compared with such a demand at a time when the population was known.

"In some European countries, more densely populated than ours, where every inch of the ground is cultivated and where rats can do comparatively more damage than here, they give a small bounty on rats, just as in some parts of this country there are still paid bounties for the destruction of wolves and other vermin.

"But rats and mice can do great damage, not only in fields, but in warehouses and in many other places, and there is a constant warfare on them all over the world, with a corresponding demand for traps.

"There are now made many kinds of rat and mouse traps, and inventors are constantly producing new ones, but of mouse traps there are still sold enormous numbers of the time-honored trap familiar to many generations of people, known in the trade as a chobker trap, this being the ancient mouse trap, with its wood part stained red, and with holes in the sides for the mice to put their heads through to get at the bait attached to the trap's trigger.

"These are still made in square and in round traps, of from one to six holes in each trap, just as they have always been, and they are all, as they have ever been, stained red. Why red? I don't know, and I've been selling rat and mouse traps for a good many years, too. I suppose red was the most convenient stain at hand when these traps were first made. No manufacturer would think now of having a wood mouse trap blue, and if he did, I doubt if it would sell.

"Other kinds of wooden rat and mouse traps are now sold in great numbers, but are not stained red or any other color, but are finished either oil stained or in the natural wood. These traps were so made to start with and their manufacture is so continued, just as we continue to paint the choker traps red.

"Where rats and mice are numerous, plenty of them are caught in traps without any bait. Of course traps are commonly set near where the rodents come out; but they may be set to advantage in other places.

"For instance, rats and mice do not often, unless they are compelled to, take to the open in a room. They are more likely to skirt the baseboard in going from one point to another. Flat traps, for example, placed along such routes, are likely to catch them even if the traps are unbaited. If a rat or a mouse steps on such a trap in following its way it gets no further.

"There is a more or less common notion that mouse traps that have been much used finally get a mousy odor about them and that the mice avoid them and the traps are useless. Not so, in my own experience. A mouse trap is good for its work as long as it remains in order.

"In temperate countries there are more rat and mouse traps sold in the Fall than at any other season, for it is then that rats and mice come in from the fields and from out of doors generally for the greater comfort they find in human habitations and in barns and other shelters.

"American traps exported? Thousands of gross annually. It is stating simply the fact to say that American rat and mouse traps, like every other sort of American mechanical contrivance, are the best in the world, and they go everywhere. But not without competition, this mostly from the Germans, an active, enterprising people, who never fail to press every trade opportunity energetically.

"In one South American country in which we had long sold many traps we found our business falling off steadily, and when we came to send down there we found Germans underselling us on a trap that we sell at wholesale at a price that would make you laugh, if I should quote it, it is so low; but with cheaper labor the Germans were able to offer it still lower. But while this trap was similar to ours and sold cheaper, it lacked our trap's durability and effectiveness.

"All the parts of our traps are, of course, made and the traps are assembled by machinery, but each and every one of our traps, including the cheapest, is separately tested by the hand before it is sent out. Our traps are so put together that they will stay together, and every one is so nicely adjusted that it will work.

"In these essentials our traps were far superior to the German, as it was easy for us to show, and it was equally easy for us to demonstrate that a trap that wouldn't wear and wouldn't work would be dear at any price and that if they wanted traps that really were serviceable and effective ours were the traps to buy. And now we are shipping to that country as many traps as ever.

"And I suppose that of all the rat and mouse traps used the world over 90 per cent. are of American manufacture."

✤

THE SAVAGE ARMS CO., Utica, N. Y., manufacturers of high-grade Hammerless Firearms, Ammunition, Reloading Tools, Sights, Etc., are distributing their new catalogue, which gives a very comprehensive idea of the grade of goods made by them. They state, "The Savage Hammerless Sporting Rifle has been used with the greatest success in nearly every country of the world on all kinds of dangerous game and under the hardest sort of shooting conditions." They call attention to the fact that these rifles excel in accuracy and that the inside mechanism is nicely finished, which makes the gun work smoothly and easily. The catalogue is gotten up in a very characteristic manner, the cover representing a piece of deer skin upon which is the picture of an Indian brandishing a "Savage" rifle, and a series of cuts of wild animals and game runs through the book. Write for catalogue No. 15.

✤

EVANSVILLE TOOL WORKS, Evansville, Ind., Hendricks & Class, 25 West Broadway, New York, Export Agents, have issued a new export price list showing a very complete line of their Nail Hammers, Hatchets, Axes, Adzes, Cleavers, Mauls, Picks, Sledges, Drilling Hammers, Chisels, Etc., also Blacksmiths' Tongs and other tools and Woodchoppers' Wedges and Mauls. A description is given of each of these articles and they are also illustrated. Send for "Export Price List."



It's a pleasure to handle

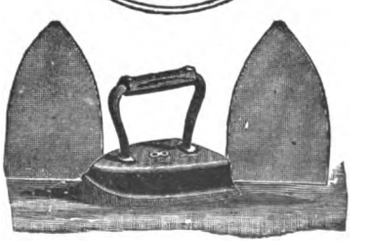
BLACKLOCK'S SAD IRONS

because they are the good "old fashioned" kind, in shape they are strictly "new fashioned" in finish. They are made in new shapes too—for ironing sleeves, pressing, &c.

Finished in Black, Bronze, Aluminum or Full Nickle.

The name "Blacklock" is on every handle.

BLACKLOCK FOUNDRY · SOUTH PITTSBURG, TENN. ·



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HARDWARE DEALERS' RECORD.

Hardware dealers, the country over, are requested to contribute to this page. News of new stores, changes, improvements, etc., will be gladly received, and promptly published.

New Stores, Incorporations, Etc.

Amherst, Va.—Union Hardware Co. has been incorporated with $15,000 capital stock. R. M. Cox, president; C. V. Hanger, secretary and treasurer.

Billings, Mont.—The Western Hardware Co. has been incorporated with a capital stock of $20,000.

Calais, Me.—Wilson & McPike, of St. Stephen, are to open a large stove and tinware establishment here.

Canton, Ill.—A. P. Hard and a Mr. Kimball, of Chicago, will open a new Hardware store.

Connell, Wash.—R. O. Porak will engage in the Hardware business.

Corpus Christi, Texas.—W. J. Smith has engaged in the Hardware business.

Dayton, Oregon.—J. L. Castle & Co. have engaged in the Hardware business.

Dover, Maine.—Sawyer & Gifford have been incorporated. Capital stock, $5,000. Officers: President, Ellen S. Gifford, of Dover; treasurer, Harry E. Messer, of Dover.

Franklin, Mass.—The Hosie Hardware Co. has commenced business in its new store.

Greeley, Neb.—G. Doyle has established himself in the Hardware business.

Harrisburg, Pa.—The Harrisburg Hardware Co. has been incorporated. Capital, $50,000. A general Hardware business is to be carried on. Directors are: W. H. Cleckner, John W. Weibley, H. A. Dill and John H. Bricker.

Hope, Ind.—Hope Hardware Company has been incorporated. Capital, $10,000. Directors: George C. Miller, Roscoe H. Martin and Isaac W. Sawin.

Lynchburg, Va.—Perrow-Evans Hardware Company has been incorporated. Incorporators: R. M. Perrow, president; C. M. Perrow, vice-president; D. S. Evans, secretary, all of Lynchburg. Capital, $75,000. Objects: To buy and sell Hardware, iron and steel, paints, oils, etc.

Manistee, Mich.—Wolters Batey Co. have opened a Hardware store.

McKeesport, Pa.—The National Hardware Co. has been incorporated. Capital, $30,000. President and manager, James Penney.

Palmer, Mass.—C. N. Ellithorpe is engaging in the Hardware business.

Princeville, Ill.—Finkler & Harrison have engaged in the Hardware business. Stock, $10,000.

Roseland, Neb.—L. W. Ebersman has opened a Hardware store.

Santa Fe, N. M.—The Hobbs Hardware Co. have been incorporated. Incorporators and directors being A. L. Hobbs, T. F. Murphy and M. M. Dawson.

Changes.

Altamont, Kan.—J. P. Glass has purchased the Hardware business of Harshaw & Co.

Anacortes, Wash.—Davey Bros. have purchased the Hardware business of A. Funk.

Arlington, Ia.—P. Limburg has purchased the Hardware store of F. Schmertman.

Brockton, Mass.—H. P. Bailey & Bro., Hardware dealers, who succeeded the old firm of Harlow & Barnes and Harlow & Bailey, have sold out their business to Moseley & Bliss, of Jamaica Plain.

Cane Hill, Mo.—Grisham & Dale have been succeeded in the Hardware business by T. A. Dale.

Conway, Ark.—A. Lachowsky has sold his business to the Grumner Hardware Co.

Council Bluffs, Ia.—Petersen & Schoening Hardware Company have completely remodeled the Grahi-Petersen Company building, which new addition adds 12,000 feet of floor space to their already large store.

Elmwood, Neb.—F. C. Voorhees & Co. have sold their Hardware business to W. H. Beaver & Co.

Freedom, Pa.—The John F. Howe Hardware & Supply Co. is erecting a two-story store building.

Goessel, Kan.—Peter Frey has succeeded to the Hardware business of Frey & Franz.

Guthrie, Okla.—J. J. Houston has purchased the business of the Gibson Hardware Co.

Jefferson City, Mo.—The large Hardware business, known as the Jefferson City Hardware Company, has changed hands. The purchasers are Cunningham Bros., of this city and Fletcher, N. C. W. C. Moore will be in charge of the business.

Kahlotus, Wash.—Smith Bros. are erecting a new Hardware store.

Knoxville, Tenn.—The Virginia-Tennessee Hardware Co., recently organized here as the successor of the Barker Hardware Co., has bought the business of the Fairfax-Roberts Hardware Co. George P. Fairfax and G. M. Cowan, of the retiring company, will become stockholders in the new company. This latter company is now doing business on a capital of $75,000.

Lebanon, Kan.—Hendrickson Bros. have purchased the Hardware business of R. Morgan.

LeRoy, Minn.—J. L. Deuel & Co. have sold their Hardware stock to H. J. Soper, of Amery, Wis.

Lexington, Ind.—Guy Campbell has recently purchased the Hardware stock and kindred lines from F. M. Campbell.

Litchfield, Neb.—J. H. Whitman has sold his Hardware business to A. L. Fletcher.

Minneapolis, Minn.—The Janney-Semple Co. are erecting a large addition to their wholesale Hardware block, the building to cost $25,000. It will be five stories high, and will give the company half a block on one street and an entire block on the other.

Monroe, Wis.—The firm of Streiff & Lewis, dealers in Hardware and farm implements, has been dissolved by mutual consent, Josh Streiff retiring. The business hereafter will be conducted under the firm name of Andrew Lewis Hardware Company.

Murray, Ia.—F. M. Danner has sold his business to the Iowa Hardware Co.

Nanaimo, B. C.—A. H. Meakin has purchased the Hardware business of D. Taylor & Co.

Nashville, Tenn.—An amendment was granted to the charter of the Bennett Hardware Company, empowering it to increase its capital stock from $55,000 to $100,000.

Newberry, S. C.—The Newberry Hardware Company is beginning the erection of a two-story brick store.

Novelty, Mo.—Shafstall & Cowles have been succeeded in the Hardware business by W. A. Shafstall.

Pilger, Neb.—W. J. Patterson & Co. have purchased the Hardware business of A. A. Antles & Co.

Pittsburgh, Pa.—The Grafton Hardware Co. is erecting a $20,000 three-story brick store.

Scribner, Neb.—Marquardt & Schoeneck have been succeeded in the Hardware business by C. W. Marquardt.

Shelby, Ia.—The Shelby Hardware & Furniture Co. has succeeded to the business of the Shelby Supply Co.

Springfield, Mass.—The partnership in Hardware stores in Springfield and North Adams, which has existed between O. C. Alderman, of this city, and F. C. Carlisle, of North Adams, under the firm name of Alderman & Carlisle, has been dissolved. Mr. Alderman will conduct the Springfield store in the future, and Mr. Carlisle will have the North Adams store.

Superior, Wis.—J. G. Pease, formerly of the Pease-Humphrey Hardware Company, of this city, and now proprietor of the Pease store, has sold his interest in the Hardware store to a company which was organized under the name of the "Pease Hardware Company." The new concern is headed by O. A. Kruchke, who will be the president and general manager of the store.

Taopi, S. D.—H. F. Berlinke has purchased the Hardware business of P. Dexheimer & Co.

Tecumseh, Neb.—B. E. Seaver and E. H. Bush, of this city, have purchased the C. S. Campbell stock of Hardware here and the new firm will be Seaver & Bush.

Thibodaux, La.—The Planters' Hardware and Mercantile Company will hereafter be known as The Planters' Hardware and Mill Supply Company. Its officers are: President, Thos. Beary; vice-president and manager, R. M. Hereford; secretary-treasurer, Jos. Claudet.

Toledo, Ohio.—The Standart-Simmons Hardware Co. is erecting a new warehouse.

Van Buren, Ark.—The R. P. Allen Hardware Co. has sold its business to Lynch, Creekmore & Co.

Wellington, Ohio.—The name of the M. L. Carpenter Hardware Co. has been changed to that of The Barrick-Daugherty Hardware Co.

Wichita, Kan.—The Shattuck, George Hardware Co. have bought ground for a new three-story brick building.

Wichita, Kan.—The Simmons Hardware Co. is erecting a 140x146 foot building, which will be four stories high.

Woodruff, Kansas.—P. C. Waggner & Co. have sold their Hardware and furniture business to M. Harbaugh & Co.

Woonsocket, R. I.—Hosie Brothers, who have carried on a Hardware and plumbing business for several years, have by mutual consent dissolved partnership. The Hardware business is to be continued by George Hosie in his new store, and the plumbing business by Horace Hosie in the old store.

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ASK FOR "AGENCY"



The Comfort Swing Chair

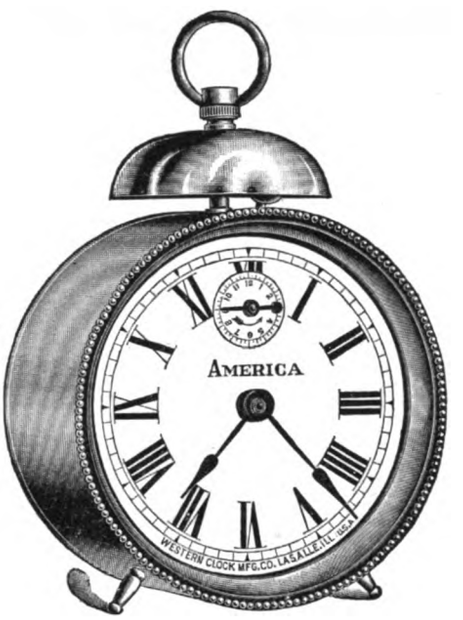
The Comfort Swing Chair combines the comfortable features of ordinary porch chairs, hammocks and swings. Occupies but little space and can be moved about at will. The frame work is made of steel. The back and seat of fancy colored canvas. Retail selling price **$3.50** f. o. b. Chicago.

Our advertisements in popular magazines this year during May, June and July will occupy large space commanding the attention of nearly 7,000,000 readers monthly. This advertising creates the demand. We sell through the trade exclusively so far as possible. Write for "agency proposition."

HAGGARD & MARCUSSON COMPANY
Manufacturers
425 South Canal St., Chicago

COMFORT SWING CHAIR

The America Alarm

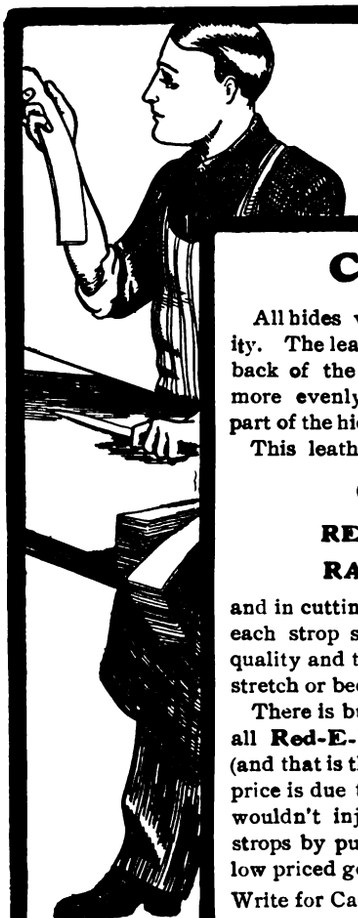


Gives you an opportunity to offer a clock, accurate, efficient, guaranteed, at a remarkably low price and is sold at a figure that leaves you plenty of room for profits. Your jobber has the "America."

The Western Clock Mfg. Co.
La Salle, Ill.

NEW YORK
51 Maiden Lane

CHICAGO
131 Wabash Ave.



CUTTING

All hides vary in thickness and quality. The leather from over the hips and back of the animal being thicker and more evenly grained than any other part of the hide.

This leather only is used in making

GIBFORD'S
RED-E-FOR USE
RAZOR STROPS

and in cutting it great care is taken that each strop shall be of one unvarying quality and thickness so that it will not stretch or become uneven with use.

There is but one quality of leather in all **Red-E-For Use Razor Strops** (and that is the best). The difference in price is due to size and trimmings. We wouldn't injure the reputation of our strops by putting shoddy leather in our low priced goods.

Write for Catalog. Sold by all Jobbers.

GIBFORD MFG. CO.
ADRIAN, MICH.



The 20th Century White Flame
HEAT & LIGHT IN ONE

Wholesalers are Placing their Orders Now to Insure Suppy for the Fall and Winter Demand.

GAS BURNERS
GIVING HEAT AND LIGHT

At cost of LIGHT *ONLY.*

Fits Any Gas Fixture--
Heats and Lights Any Room.

Retails at $1.25

Good Margin for Jobber and Retailer—Big Seller.

For full particulars address,

20th Century Mfg. Co.
19 Warren St., New York.

Mfrs. of the Famous 20th Century Bicycle and Automobile Headlights.

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HARDWARE MANUFACTURERS' RECORD.

Hardware manufacturers, the country over, are requested to contribute to this page. News of new factories or companies, changes, improvements, etc., will be gladly received, and promptly published.

New Incorporations, Etc.

Albany, N. Y.—Sayer Drill-Socket Company, of this city, was incorporated recently with a capital of $10,000 to manufacture drill sockets. The directors are George A. Sayer, William Marx and Luie Marx, of this city.

Beatrice, Neb.—F. D. Kees, who has just sold his Hardware store and building to P. P. Pearson, late of Plattsmouth, will build a factory and engage in the manufacture of screen door hinges, cornhuskers, etc., on a much larger scale than heretofore.

Boston, Mass.—Bay State Machine Screw Co. has been incorporated. Objects, to deal in machinery for the manufacture of screws, etc.; capital, $100,000. President, Frank Foss; treasurer, Fred. A. Elwell, Boston.

Braddock, Pa.—The Acme Tool & Manufacturing Co. has been incorporated with a capital stock of $10,000 to manufacture Acme reamers, punches, dies, button sets, limit switch, hose, trolleys, etc.

Buffalo, N. Y.—Niagara Specialty Company has been incorporated to manufacture potato peelers; capital, $50,000. Directors: James Hambly, Edna K. Elsheimer, Buffalo; C. S. Crabtree, Toronto.

Camden, N. J.—American Regeneration Furnace Co. has been incorporated to manufacture furnaces, heaters, stoves, ranges, etc.; capital, $25,000. Incorporators: A. Wilson and Isaac H. Bedford, Philadelphia, Pa.; Curtis T. Baker, Camden, N. J.

Cleveland, Ohio.—The Lane Tool Company has been incorporated with a capital of $20,000 by F. E. Lane, R. C. Hillis, W. D. Hillis, J. H. Griswold and W. E. White.

Columbia, Pa.—The E. G. Smith Co. has been incorporated to manufacture mechanical tools. Capital, $15,000.

Detroit, Mich.—The Detroit Pneumatic Tool Co. has been incorporated with a capital of $65,000. The stockholders are: Herman Scheim, Orton W. Albee, Charles C. Bothfeld and John T. Nichols.

Hartford, Conn.—The Austin Manufacturing Company has been incorporated with a capital stock of $1,000 for the purpose of manufacturing and dealing in sheet metal ovens and other household articles. The incorporators are William E. Johnson, Daniel H. Judd and Robert M. Austin.

Milwaukee, Wis. — Economical Tool Company has been incorporated; capital stock, $6,000; incorporators, Lorenz E. Seymer, Charles A. Ast and Charles W. Seyem.

New York, N. Y.—The New York Handle Company has been incorporated. Capital, $10,000. Directors: A. C. Schlesinger, Leon Kauffman and W. J. Clark, New York.

New York, N. Y.—Universal Night Lamp Company. Capital, $5,000. Directors: Giuseppe Genovese, Edwardo Colvi and J. P. Genovese, New York.

Philadelphia, Pa.—The Manhattan Stove Company was recently incorporated to conduct foundry plants for the manufacture of stoves, furnaces and heating appliances. The incorporators are all of Philadelphia; capital stock, $100,000.

Portland, Me.—Dean & Co. has been incorporated for the purpose of manufacturing and dealing in Hardware, stoves, gas and electrical supplies and appliances of all descriptions, with $25,000 capital stock. Officers: President, Frank G. Dean, of Chettenham, Pa.; treasurer, Charles H. Tolman, of Portland.

St. Louis, Mo.—Banner Stove and Manufacturing Company have been incorporated by James H. Howe, Arthur G. Hildreth and William H. Eckert, to manufacture and deal in stoves, ranges, etc. Capital stock, full paid, $10,000.

Torrington, Ct.—The Progressive Manufacturing Company has been organized to engage in the manufacture of screws, etc., with a capital of $100,000. The incorporators are John F. Alvord, George B. Alvord and George E. Hammond, all of Torrington.

Troy, N. Y.—Hygienic Milk Pail Co. has been incorporated to manufacture milk pails, Hardware, etc.; capital, $5,000. Incorporators: Henry Aird, T. C. Boswell, Edwin Blanchard, F. K. Blanchard, Collins and North Lansing Avenues, all of Troy.

Changes.

Austell, Ga.—J. S. Lehman, manufacturer of lawn swings, stepladders, etc., contemplates removal to a plant already constructed in Meridian, Miss., where it is proposed to install machinery for the manufacture of his line.

Bristol, Conn.—The J. H. Session's & Son Company, which has carried on the manufacture of trunk Hardware for forty years, is building six modern factory buildings of the best modern mill construction and there will be 50,000 feet of floor space that can be utilized for factory purposes.

Gardner, Mass.—The Industrial & Mfg. Co., of New Britain, Ct., is erecting a Hardware factory, which will be 50x254 feet, one story high, with monitor roof and a brick power house, 40x50 feet.

Lewiston, Me.—The North Wayne Tool Co., whose factory was recently destroyed by fire, is erecting two new buildings, one 167x42, and the other 147x42, and will require something like 85,000 feet of lumber.

Mt. Pleasant, Pa.—The Pittsburg Automatic Wrench Company is erecting a new plant here and before long, if nothing unforseen happens to prevent, fifty or more employees, the majority of them skilled men, will be at work turning out the latest, and, experts say, the best device in pipe wrenches on the market.

Newark, N. J.—A. T. Steffans & Co., manufacturers of saddlery Hardware, are about to begin operations on an extensive addition to their plant. The plans call for a four-story brick building, 50x75 feet, a three-story brick building, to cover an area of 50x50 feet, and a two-story brick building to measure 25x30 feet. The structures will be equipped with freight elevators, steam heating and electric lighting. The work will cost about $20,000.

New Castle, Pa.—The New Castle Forge & Bolt Company's plant, which was partially destroyed by fire, is being rebuilt. The new building will be iron and steel.

Toronto, Ont.—The Wilson Scale Works Company will erect a new four-story factory, to cost $10,000.

Miscellaneous.

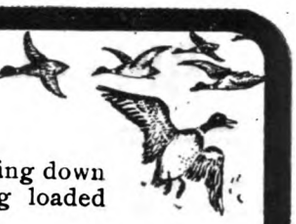
Franklinville, N. Y.—The Board of Trade met recently to consider a proposition from the Ontario Knife factory, which operates a factory at Allegany, to consolidate their factories here. The Ontario people agree to reorganize their company with a capital of $40,000, and employ 100 men or more for seven years, if the citizens will furnish site and buildings to cost $8,000. A committee was appointed consisting of J. D. Case, president of the Board, and ten others. Between $3,000 and $4,000 has already been pledged.

Los Angeles, Cal.—Properly speaking, no city on the Pacific coast can lay claim to more men of capital and business ability who are devoting their time and energy to the building up of great enterprises than can Los Angeles. The men who compose the business head of the large incorporated firm of the Cass-Damerel Hardware Manufacturing Concern belong to this class. They are extensive Hardware manufacturers of steel ranges, tinning, plumbing, refrigerators, hot air furnaces, galvanized iron ware, hotel kitchen appliances and everything pertaining to the Hardware business. The company was established here in 1888 and was incorporated under the laws of the State in 18[illegible]. Its officers are: Bruce H. Cass, president; Charles W. Damerel, secretary, and V. Price Brown, treasurer, all of whom are too well known to the people of this city and territory to need any introduction in this article. The firm do a wholesale and retail business and employ about forty-five experienced artisans and salesmen. Their store and offices are located at 412 South Broadway and factory and warehouses at 2017-2019 Willow Street. They ship to all points in Southern California, Arizona and Nevada.

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procured promptly and with care in all countries. Also trade marks and copyrights.
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St. Paul Building, NEW YORK.

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A Clean Shot

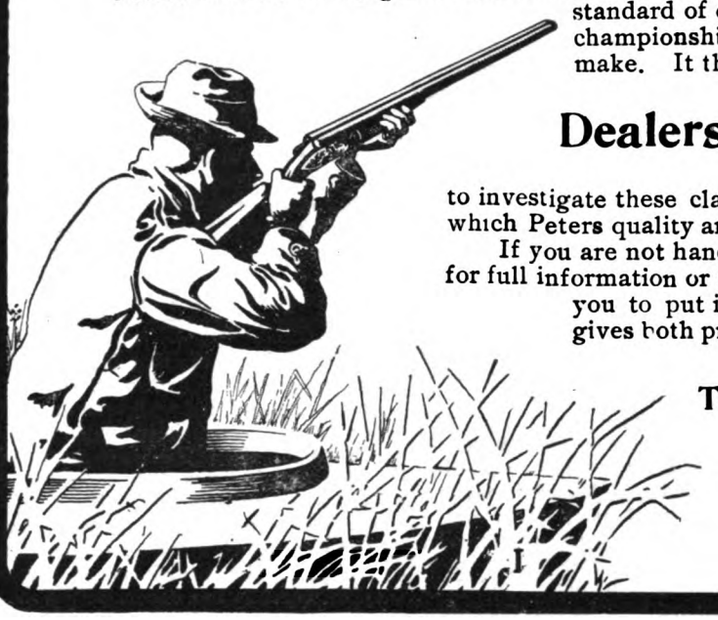


One of the beauties of **Peters** "Referee" shells is their clean way of bringing down game. They develop as much velocity and killing power as smokeless. Being loaded with semi-smokless powder, they are extremely clean and do not foul the gun.

Peters "League" loaded with black powder is the best shell of its grade on the market.

Peters smokeless shells, "Ideal," "Target," "High Gun" and "Premier" are preferred and used with great success by multitudes of sportsmen in every section of the country.

Peters Metalic Cartridges loaded with the famous Semi-Smokeless powder have attained a standard of quality and have won victories in the great championship matches, not approached by any other make. It therefore behooves



Dealers in Ammunition

to investigate these claims and take advantage of the business which Peters quality and Peters advertising are making.

If you are not handling this line at present, ask your jobber for full information or if you prefer, write us direct. It will pay you to put in a stock of Peters goods, the line that gives both profit and satisfaction.

THE PETERS CARTRIDGE CO.,

CINCINNATI, OHIO

NEW YORK: 98 Chambers St.,
T. H. KELLER, Mgr.



GET BUSY

That is the one secret of success in the Hardware trade.
The rapid sales and quick turning over of capital that

A Line of Arcade Goods

will produce is a revelation to Hardware dealers, and there is a reason for it. Consumers know the excellent quality that the name Arcade signifies. They know that it stands for the highest satisfaction and greatest efficiency that their money can buy. It is this knowledge that makes them demand Arcade Goods when they are in need of any of the 300 articles we manufacture.

To prove their unquestionable merit to any doubting dealer we will send a sample of any article desired.

We show on this page four articles that are money-makers for the dealer.



The Crystal Coffee Mill

THE CRYSTAL COFFEE MILL with glass hopper and tumbler. This is the most perfect mill made and with it the most discriminating customers may be interested. Its superior advantages are appreciated on sight.

THE JEWEL COFFEE MILL with glass canister holding one pound of coffee. This is a companion of the Crystal, but sells at a lower price. A liberal dose of these two mills will prove a tonic to your coffee mill trade.



The Jewel Coffee Mill

You can satisfy every requirement of your trade with one of the sixty different styles of wood, glass and metal mills which we manufacture.



The Gem Mop Head.

THE FAMOUS GEM is known to housekeepers everywhere as the one dependable mop head. It is made of the best steel and equipped with the latest improved spring adjustment. It is a most durable, saleable and profitable article.

THE EIGHT SPACE SPICE CABINET is made of hard wood in natural finish. It is strongly built to withstand the roughest usage. Each compartment is labeled and fitted with iron pulls. The general effect is one that appeals to the careful housewife.



Eight Space Spice Cabinet

Write for Our Latest Catalog

ARCADE MANUFACTURING CO.

Freeport, Ill.

HERMAN KORNAHRENS, Representative, 111 Murray St., New York.

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BICYCLE AND SPORTING GOODS RECORD.

Bicycle manufacturers and dealers, the country over, are requested to contribute to this page. News of new stores, changes, improvements, etc., will be gladly received, and promptly published.

New Stores, Incorporations, Etc.

Bridgeport, Conn.—The Century Co. has incorporated with $10,000 capital. The company will deal in talking machines, bicycle supplies, etc. The incorporators are George M. Stiff, Louis Boettgar and William Stiff, all of Bridgeport.

Cromwell, Ct.—The Best Ammunition Co. has been incorporated with a capital stock of $50,000, to manufacture a new patented non-mercurial primer for all powders and cartridges and a new patent shot shell, to be put on the market both empty and loaded. The company will begin manufacturing as soon as new automatic machinery is ready.

New York, N. Y.—Auto Rubber Tire Exchange has been incorporated. Capital, $5,000; directors: J. C. Lewis, R. W. Booth, A. H. Lewis.

New York, N. Y.—Leyland Automobile Feeding Oil Cup Co. has been incorporated. Capital, $10,000; directors: William Leyland, Mary J. Leyland, J. W. Leyland.

Oakland, Cal.—William Levy has recently opened a new bicycle store.

Portland, Me.—Continental Manufacturing Company has been incorporated for the purpose of manufacturing, buying, selling and dealing in sporting goods, games, toys, works of art, etc., with $10,000 capital stock. Officers: President, Lewis C. Lock; treasurer, John E. Shearman.

Changes.

Bartow, Fla.—J. D. Crum, of Homeland, has become the owner of the bicycle store previously owned by J. R. Wiggins. The business will be in charge of John Gresham.

Bridgeport, Ct.—The Bridgeport Gun Implement Co. has been sold to the Jennings Bros. Mfg. Co.

Petersburgh, Ont.—F. C. Cubitt, the sporting goods and picture frame merchant, has, owing to extended volume of business, taken into partnership W. F. Porter. The new firm of Cubitt & Porter will extend the scope of the past successful business by adding to their present stock a complete line of musical instruments, guns, rifles, ammunitions, etc.

Philadelphia, Pa.—A. J. Reach & Co., baseball manufacturers, are expending $75,000 for an addition to their plant.

Torrington, Ct.—The Eagle Bicycle Company, which was organized in 1888, has been sold to the Progressive Manufacturing Company, a department of the company for the last four years.

Miscellaneous.

Paris, France.—That bicycling is not on the wane in France is proved by the following statistics for the *Journal de l'Automobile:* 1,520,458 wheels paid into the French treasury as taxes this year, $1,300,000. Thus, on the basis of the last French census, there is one bicycle for each twenty-five citizens; but as more than one-fifth of the bicycles escape taxation, there is really one wheel to every score of Frenchmen.

Switzerland imports American bicycles at the rate of 6,000 a year. Our total export of bicycles in 1905, fiscal year, amounted to $1,378,428. Automobiles of American make were exported in 1905, fiscal year, to the tune of $2,481,243. A very few years ago our entire output was only forty machines a year.

Consul Goding, of Newcastle, New South Wales, writes that the automobile, which has recently been introduced, is growing in favor, and that the number in use is steadily increasing. The Consul says: "In New South Wales there are now 480, while in Victoria there are 530. The total value of those in this State is about $770,000, the most costly bringing $10,000. Two are in use costing $9,000 and $7,000, respectively, while quite a number cost $4,500 each. Throughout New South Wales and Victoria the roads are kept in excellent condition, and, as little rain falls away from the coast districts, an ideal condition of affairs is found for automobiles."

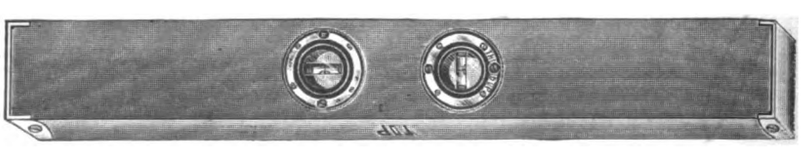
If you have never ridden a bicycle in your life, or if you once made your century runs by the dozen on machines that cost you $100 to $125 each, and have long since wondered why you did it, perhaps you have an idea that the bicycle business is dead. But down on the south side of Chicago, just below Twelfth Street, is a bicycle factory which will sell 35,000 machines this year in America and 7,000 machines this year in Great Britain, to which it adds wants for second-hand bicycles in the proportion of ten needed for the one which it is able to purchase in Chicago and the central group of cities contiguous to the great lakes. All of these figures, however, are markedly larger than they were last year and in the opinion of the factory managers they are to be considerably larger again in 1906. Under present conditions of the second-hand market a bicycle, last of the $100 makes of a few years ago, is worth $5; if it has been exceptionally well cared for and not much used, it may bring $7 or $8 at the factory which is in the side line of making them over for the country trade. But not infrequently a machine is worth making over which is not worth more than $1 to the factory and hundreds of these machines bring no more than $3 each. When the factory has done with the run of these second-hand machines the range of prices to the consumer on the mail order basis is from $6 to $10 for each machine. A second-hand machine, put into the best order, has no longer any name, but they are in such sharp demand in the country towns and rural districts as to cause the Chicago concern a good deal of expensive advertising for more and more of these inexpensive old machines. Yet this same factory is turning out its new machines from a minimum of $11.75 to the maximum of $25 each—the last price covering a wheel that has all the latest equipments, the best of the best tires of any make, a coaster brake, and the one year guarantee. The $125 wheel of twelve years ago never was guaranteed for a longer time.

The English bicycle, that for some years controlled the Belgian market, has almost entirely disappeared therefrom. The cause has been the introduction of the American bicycle, which suits the taste of the Belgian wheelmen, both in quality and price. The British dealers give as a reason for the demand for American bicycles in the continental markets, to the almost exclusion of the British make, that the English wheel is too expensively built for the present demand. It is further asserted that the changes in the style of the wheel are so frequent that bicyclists refuse to pay high prices for a wheel that will be obsolete in about two years, and for which, after being used for that period, little will be paid, say $10 to $20.

It is an unexpected showing which the American made bicycle is making just now in Great Britain. Until within a year or two the American make brought $75 to $85 in the English markets. The American made goods for the British market thus make a record quite at variance with the average "infant industry" products abroad by selling in Great Britain for $10 each more than the best make of wheel will bring at home. But in every way the English wheel as it is exported has deserved the extra $10 that is tacked upon it. It is as unlike the American pattern as can be imagined. It has the old mud guards front and rear; it must have steel rims, such as the American rider will not trust; it must have a doubly heavy pedal crank, made in three pieces instead of the one light piece in the American wheel; the chain must be heavier, the seat must have its attached tool bag, and altogether the wheel must weigh thirty-five pounds where the American wheel weighs twenty-three pounds and is $10 cheaper.

This is the Level Your Customer Asked For.

EVERY LEVEL WARRANTED.



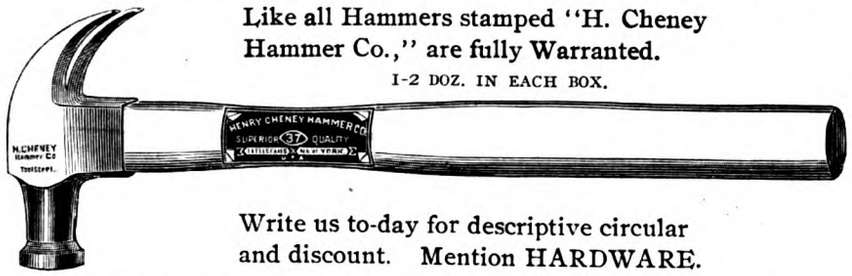
ALUMINUM. IRON. WOOD.

Of All Jobbers, or Cook's Patent Level DAVIS & COOK CO., Watertown, N. Y.

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CHENEY BELL FACE HAMMERS

A little higher in price than ordinary hammers but of extraordinary quality — every one of them.



Like all Hammers stamped "H. Cheney Hammer Co.," are fully Warranted.

1-2 DOZ. IN EACH BOX.

Write us to-day for descriptive circular and discount. Mention HARDWARE.

If you are looking for the best in hammers, made of "Crucible Cast Steel," you can ill afford not to investigate ours.

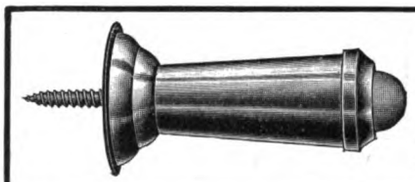
The HENRY CHENEY HAMMER CO., Little Falls, N.Y., U.S.A.



Your letters, documents or memoranda until you wish to release them. It can be used over and over. A single movement fastens. Sample Package Free.
Box of 100, 15 cents.
CUSHMAN & DENISON MFG. CO.
40-2 West 23rd Street, N. Y.



BOX STRAPPING OF ALL KINDS
BOX CORNER FASTENERS, SEALS, ETC.
WRITE FOR SAMPLES, CATALOG AND DISCOUNTS.
STANDARD METAL STRAP CO., 536-542 E. 58 St., New York

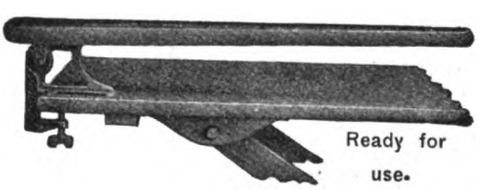


The Champion Metallic Base Knobs
NEVER BREAK
(TRADE MARK)
Can be screwed into hardwood without injury. Ingeniously constructed rubber button easily replaced. Made in either Steel, Brass or Bronze and all Finishes to match other hardware. Manufactured only by
THE CHAMPION SAFETY LOCK CO., Geneva, O.

AUXILIARY IRONING BOARD



Turned back out of way.



Ready for use.

A Money Maker

USED THE YEAR 'ROUND - USED THE WORLD 'ROUND

A most substantial and satisfactory auxiliary to table or regular ironing board for ironing sleeves, shirt waists, etc. The turn-back feature is its great convenience. None other has it. Always in place. Never in the way.
It is not a cheaply-constructed article, but one built for every-day use and for universal satisfaction.

We have further information we will be glad to give you.
Better write for it.

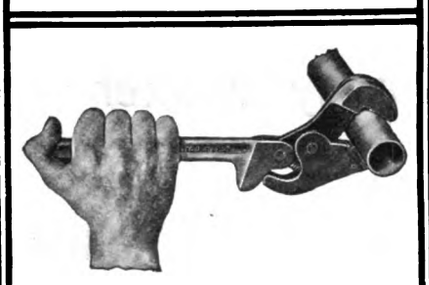
W. H. GLENNY AND COMPANY, SPECIALTY MFG. DEPT.
ROCHESTER, N. Y., U. S. A.

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Robert Murray.
24 Duane St.,
New York City.
General Hardware
999
Agent for Atlantic Screw Works.
Wood Screws of Every Description.
Agent for Maynard's Socket Shovels.

The Bullard
Automatic Wrench
The best combination Pipe, Monkey and Ratchet Wrench. Has no flaws, or faults. Strongest where other wrenches are weakest. Does quicker and better work than similar wrenches. Sells quicker, too.



Handiest for all
Un-Get-At-Able Places
Get our "Wrench Book." It tells a convincing tale.
Bullard Automatic Wrench Co.
257 W. Exchange St., Providence, R. I.



"TAKE THE PALM"

For all-around excellence. Of course they have carried off more than one highest award at International Expositions.

Do you wonder? We've been making them for

Nearly Three-quarters of a Century

Your Edge Tool business will hum the moment you let your trade know you've got them to sell.

White's Edge Tools never cumber your shelves. They're dividend earners. How about your Fall orders? A Sample order is all we ask.

The L. & I. J. WHITE CO.
BUFFALO, N. Y., U. S. A.

Standard Carriage Heaters

have attained their widespread popularity by reason of their

Attractive design and finish;
Superior method of ventilation,
And minimum cost of operating.

This season they will be still more popular; we are giving

Free to Dealers



a handsome embossed metal rack, lithographed in colors, for displaying Standard Heaters on counters, in show windows, etc.

Don't fail to get our proposition at once.

You will find these racks an invaluable aid in selling, as the goods are constantly before the notice of your customers.

The
STANDARD STAMPING CO.,
Marysville, Ohio.

Hardwaremen's Exchange

Notices of* HELP WANTED *or* SITUATIONS WANTED *will be inserted in this column, for subscribers, free of charge. Should not exceed four lines. Notices of* SIDE LINE OFFERED, SIDE LINE WANTED *and* ALL OTHER NOTICES. *two cents per word. No ad. received less than three lines.

Situation Wanted

SITUATION WANTED — German-American, experienced salesman, thoroughly acquainted with Hardware and Housefurnishing Trade in Germany, Holland, Belgium and Scandinavia, solicits the Agency of first-class concerns in those countries. Highest references and security. For particulars address "Export Trade," care of HARDWARE.

Situation Wanted.

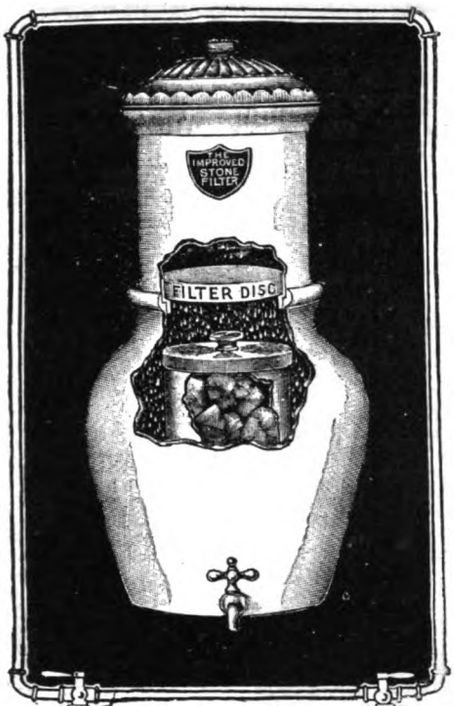
SITUATION WANTED.—An experienced Hardwareman would like a situation as Salesman, or Assistant Buyer for some large house. J. E. Peters, 2100 Wabash Avenue, Chicago, Ill.

For Sale.

FOR SALE.—Hardware stock in Western Pennsylvania, town of 4,500 population on the main line of Pennsylvania Railroad, 2½ hours from Pittsburgh. Established ten years. Industries, principally mining, brickworks and railroad center. Junction for branch railroad, tapping one of the biggest Bituminous coal districts in Pennsylvania. Stock will invoice approximately $4,000. For further information, address "Sell," care of HARDWARE.

FOR SALE.—Hardware store. Good locality. Western Pennsylvania. Address "J. A.," care HARDWARE.

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Fulper Improved Natural Stone Germ Proof Water Filters

are the best to keep Malaria and Typhoid fever germs out of water.

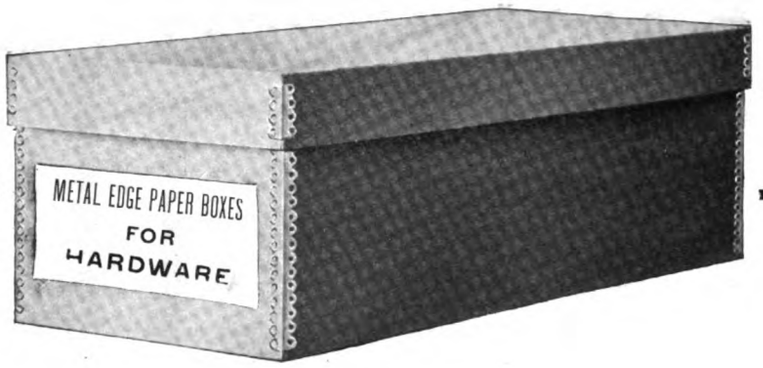
Guaranteed Absolutely Germ - Proof

Good sellers because they are perfect in every detail.

A handsome display card and advertising literature are furnished to help you sell them.

Get our filter catalogue to-day.

Fulper Pottery Co.,
Flemington, N. J.

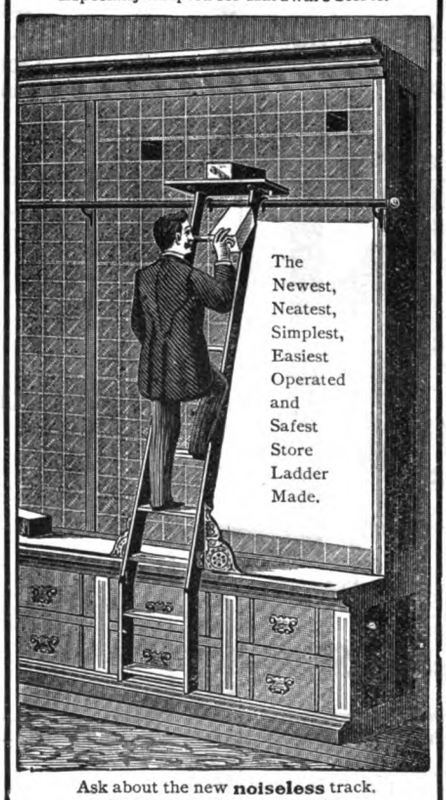


You receive and handle flat the stock for Metal Edge Paper Boxes, setting them up just as they are required for packing.

National Metal Edge Box Co.
8th and Willow Streets, Philadelphia, Pa.

The BICYCLE STEP LADDER.

Especially adapted for Hardware Stores.

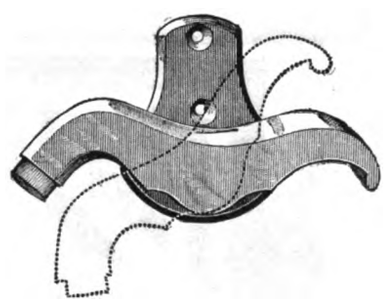


Ask about the new **noiseless** track.
Highest award World's Fair.

WRITE US.

THE BICYCLE STEP LADDER CO.,
65 Randolph St., CHICAGO .ILL.

EMPIRE DOOR HOLDER IMPROVED



50% greater pressure on the floor than any other make.

Will hold heavy doors on smooth floors. Operated by the toe, no bending over.

Write for prices.

CALDWELL MFG. CO.
10 Jones St., Rochester, N. Y.

THE SCHWERDTLE STAMP CO.,
STEEL STAMPS & DIES
BRIDGEPORT, CONN.



Tackle Blocks

for every purpose. 65 years' experience.

Boston & Lockport Block Co.
Boston, Mass.

Federal Bench Shear

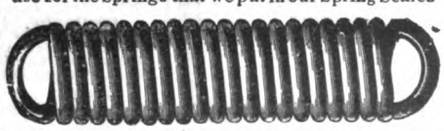


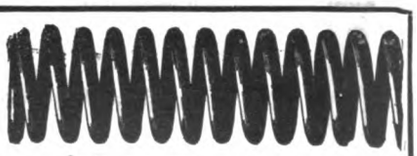
Strong, compact and well made. Cuts sheets or bars to 3-16 in. thickness. Stands 8 in. high. Weighs 30 lbs. Send for circular.

CHANDLER & FARQUHAR CO.,
131 Congress St.,
BOSTON, U. S. A.

We make a specialty of making to order only, a superior quality of **Cast Steel Wire Springs**, either for extension or compression.

These Springs are all **oil tempered** and are made of an extra quality of wire drawn specially for our own use, of the same grade of stock as we use for the Springs that we put in our Spring Scales





JOHN CHATILLON & SONS,
85 to 93 Cliff St. & No. 13 Jacob St.,
Established 1835, NEW YORK CITY.

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GALVANIZED NAILS

Keystone Brand

The only properly galvanized Nails on the market

We guarantee our nails to be galvanized by the Hot Process with pure Spelter (zinc) and cooled by a patented method without submerging in water, therefore the nails are not made brittle and the strength is not affected.

Absolutely Smooth
Every Nail Perfect

We have the largest plant in the United States producing galvanized nails, our capacity being 300 kegs per day.

Prompt Shipments
Lowest Prices

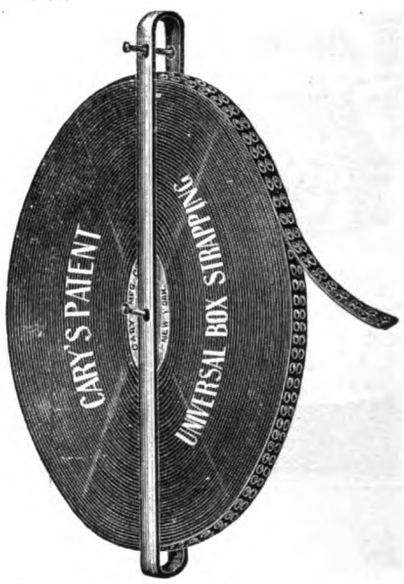
Write for samples and prices

Made only by

Keystone Nail Co., Inc.
Philadelphia, Pa.

CARY'S UNIVERSAL BOX STRAP

A continuous Metal Strap with a series of raised bosses along edges to strengthen it and to protect nail-heads.



Put up in coils 300 feet each.
Patent Metal Reel Frame with each coil.
Straps made in four widths: ½, ⅝, ¾ and 1 inch.
Patented in all countries.

CARY MFG. CO,
19 & 21 Roosevelt Street, New York.
Cable Address: CARLEIO



DON'T FAIL

TO MENTION "HARDWARE"

WHEN WRITING

TO

THESE ADVERTISERS.

PAINTS, OILS AND COLORS.

Oils

Linseed, City, raw, in barrels, ₱ gal	55c
Linseed, City, boiled, in bbls, " "	54c
Out of Town, on spot, ₱ gal	53c
Calcutta, raw, in barrels, ₱ gal	60c
Lard, prime city, ₱ gal	61@62c
Lard extra, No. 1	47@48c
Lard, No. 1	35@39c

Paints and Colors

Barytes, Foreign floated, ₱ ton	$17.50@19.00
Barytes, American floated, ₱ ton	$1.00@18.50
Barytes, crude, ₱ ton	$17.00@11.00
White Lead, American, dry, in bbls., ₱ lb	6c
White Lead, American, in oil, in lots of less than 500 lbs., ₱ lb. net	7c
In lots of 500 lbs. and over, ₱ lb	6¾c
White Lead Eng., in oil, ₱ lb	9¾c
Litharge Kegs, ₱ lb	6¾@7¾c
Zinc, American dry, ₱ lb	4¾@5c

Putty

In bulk	$1.15
In bladders	$1.75
In cans, 12½ lb. to 25 lb	$1.50@1.60

Spirits Turpentine

In regular bbls	64½@65c
In machine bbls	63@63½c

Dry Colors

	₱ Lb
Blue, Chinese	30@35
Blue, Prussian	28@30
Blue, Ultramarine	5@15c
Sienna, Italian, burnt & powdered	2@4½c
Sienna, Italian, raw & powdered	2@4½c
Umber, Turkey, burnt	2½@3½c
Umber, Turkey, raw	2½@3½c
Green, Chrome, ordinary	5@7c
Green, Paris, in kegs	12½@14½c
Indian, Red, American	2@3½c
Indian, Red, English	4½@5½c

Colors in Oil

Black Ivory, best	16@20c
Blue, Chinese	30@35c
Blue, Prussian	27@30c
Blue, Ultramarine	14½@15c
Sienna, burnt	3@4½c
Sienna, raw	3@4½c
Umber, burnt	11½@12c
Umber, raw	11½@12c
Brown, Spanish	11@11½c

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PRICES CURRENT

The prices in this Prices Current are intended for the Hardware trade only, and for such quantities as are usually purchased by retail dealers. They are carefully revised and represent quotations at which purchases can be made. Very small quantities, and broken packages, frequently make higher prices necessary.

Subscribers are requested to notify us of any discrepancies, as we desire to make this department of our paper worthy of their constant attention.

The list prices, from which discounts are given, will always be furnished the dealer upon request, by the manufacturer quoted.

Ammunition

CAPS—PERCUSSION—

Eley's E. B.....60c
G. D.....per M 34@35c
F. L.....per M 40@45c
G. E.....per M 50@52c
Musket.....per M 62@63c

PRIMERS—

Berdan Primers $2.00 per M.....20&5%
B.L. Caps (Sturtevant Shells) $2.00 per M.....20%
All other Primers per M. $1.52 to $1.60.

CARTRIDGES—

Blank Cartridges:
32 C. F., $5.50.....10&5%
38 C. F., $7.00.....10&5%
22 cal., Rim, $1.50.....10&5%
32 cal., Rim, $2.75.....10&5%
B. B. Caps. Can. Ball, swgd.....$1.90
B. B. Caps, Round Ball.....$1.49
Cent. Fire.....25%
Target and Sporting Rifle.....15&5%
Primed Shells and Bullets.....15&10%
Rim Fire Sporting.....50%
Rim Fire Military.....15&5%

SHELLS, EMPTY—

Brass Shells:
First quality, all gauges.....60&5%
Climax, Club, Rival, 10 and 12 gge..65&5%
Paper Shells:
Acme, Ideal, Leader, New Rapid, Magd, 10, 12, 16 and 20 gauge.....25&5%
Bine Rival, New Climax, Challenge, Monarch, Defiance, New Victor, Repeater, Yellow Rival, 10, 12, 16 and 20 gauge.....20%
Climax, Union, League, New Rival, 10 and 12 gauge.....25%
Climax, Union, League, New Rival, 14, 16 and 20 gauge ($7.50 list).....20.
Expert, Metal lined, and Pigeon, 10, 12, 16 and 20 gauge.....33⅓&5%

SHELLS, LOADED—

Black Powder.....40%
Smokeless Powder, medium grade....40&5%
Smokeless Powder, high grade....40&10&10

SHOT—

Drop, up to B 25 lb bag.....$1.65
Drop, B and larger, per 25 lb bag.....1.90
Buck, 25 lb bag.....1.90
Chilled, 25 lb bag.....1.90
Dust Shot, 22 lb bag.....2.25

GUN WADS—per 1000—

B. E., 11 up.....$ 60
B. E., 9 and 10.....70
B. E., 8.....80
B. E., 7.....80
P. E., 11 up.....1.00 } 15%
P. E., 9 and 10.....1.25
P. E., 8.....1.50
P. E., 7.....1.50
Ely's B. E., 11 and larger.....$1.70@$175
Ely's P. E., 12 to 20.....$.00@$3.25

Animal Pokes

Iowa Farming Tools.	₱ doz.
Hawkeye	$3.25
Western	4.00

Anti-Rattlers

Fernald, Quick Shift, ₱ doz. pair, net..$2.00
Burton's, ₱ doz. pair, Nos. 2 and 5.....50c
Per doz. pair, No. 1.....75c
Per doz. pair, No. 4.....1.00
Kohler's: ₱ Gro.
Daisy, No. 4.....Net. $5.00
Perfect, No. 2.....Net. 7.20
Bolt Holder, No. 1.....Net. 9.00

Anvils

American "Horse-Shoe".....9¼c
Arm and Hammer.....8½@8¾c
Eagle Anvils, ₱ lb, net.....7½@8c
Peter Wright's.....10¼c
Trenton.....9 to9½c
Columbian, all steel, ₱ lb, net.....9c

ANVIL AND VISE COMBINED—

Fillers Falls (with drill).....$18.00, 15&10%

Augers and Auger Bits

Boring Machine Shells.....70%
Com. Auger Bits.....75@75&10%
Forstner Pat. Bits.....25%
Ford Auger Bit Co:
Auger Bits } 40@40&5%
Car Bits }
Machine Bits }
E. Jennings & Co.:
Double Spur pattern car, No. 30..40&7½&10%
Nobles Double Spur, No. 32.....55&10%
No. 10, Extension Lip.....25&10%
Car Bits, No. 10.....25&10%
Car Bits, No. 30.....40&7½&10%
Ring Augers.....66⅔&10%
Jennings' Pattern.....60&10&10%
Snell's Auger and Car Bits.....60%
Extra.....90%
No. 1.....60&10%
Russell Jennings' Augers and Bits...
25&10&2½%

HOLLOW AUGERS—

Jones.....25&10%
Penney's Adjustable.....$9.00&10.00
Hibbard's Adjustable.....Net prices
Ives.....25&10%
Millers Falls, Goodell.....15&7½&10%
Universal, each $4.50.....25%

EXPANSIVE BITS—

C. E. Jennings & Co.....33⅓&10%
Clark's small, $18.....55&10%
Clark's large, $26.....55&10%
Ives' Model, ₱ doz. $60.....50%

DOUBLE CUT GIMLET BITS—

Common, net.....@ $3.00@$3.25
German Pattern, net.....$4.50@4.75
Mayhew's Diamond ₱ doz. $1.25.....40%
C. E. Jennings & Co.....45&10%
Ladds.....60&10%
Mayhew's.....40&10%
Snell's Bell Hangers.....60%&5%

TWIST DRILLS—

Bit Stock.....60&10%60, 10&10
Taper and Straight Shank...60&10@60, 10&5

SHIP AUGERS AND BITS—

Ford Auger Bit Co.....40%
L'Hommedieu's.....15&10%
Snell's.....40%
Watrous'.....35&5&10%

Awl and Auger Handles

See Handles

Awls

	Per Gro.
Handled Brad	$2.75@3.00
Handled Scratched	$3.50@4.00
Patent Peg	$3@34c
Sewing, Com	88@$1.00
Shouldered Peg	65@70c
Shouldered Brad	50%
Socket Scratch ₱ doz	$1.00
Stanley Rule and Level Handled Brad	45%

Awl and Tool Sets

Aiken's Awls and Tools:
No. 10, ₱ doz. $7.50; No. 20, ₱ Doz. $10.....60%
Brad Sets:
No. 42, $10.50; No. 43, $12.50.....70%
Fray's Adj. Tool Hdls, Nos. 1, $12; 2, $18; 3, $12; 4, $9; 5, $7.....50%
Ice Awls.....55%
Miller's Falls Adj. Tool Holders:
Nos. 1, $12; 2, $12; 4, $12; 5, $18....15&10%
C. E. Jennings & Co's. Adj. Tool Hdls..33⅓%
Rollis Hdw. Co., Adj. Tool Holders, No. 1, $18.....80%

Axes

First quality, best brands.....$6.50to9.75
Ice, Bradley's.....30%
Bradley's wide bit, net.....$10.50
Long Island, net.....$9.25

HATCHETS—

Hunt's, Underhill's, Blood's or Plumb's:
Shingling, etc.....33⅓&5
Broad and Bbl.....33⅓%
Boy's Axes.....33⅓&5
D Simmons & Co.:
Broad } 50&5%
Shingling and claw }
Lath, Hunters', etc. }
Picks and Mattocks.....50%
Peck Edge Tool Co.:
Hatchets, shingling, etc.....33⅓&5
Broad and Bb'l.....33⅓
Boy's Axes and Hatchets.....33⅓&5

Axle Grease

Dixon's "Everlasting" Graphite:

1	lb cans (36 in case)	15 ea.
2	" " "	25 "
10	" firkins (6 in case)	$1.20 "
25	" "	2.75 "
50	" kegs	5.00 "
100	" "	9.00 "
200	" half bbls	8½lb
375-400	lb "	8½lb

Balances, Spring

Chatillon's:
Light, class A.....40&10%
Circular Balances, class C.....50%
Ice Balances, class B.....50%
Straight Balances, Class A1 and A2...40%
Class D. E. F.....30%
Class G.....20%

Balances, Sash

Caldwell's.....50%
Pullman's.....50&10to60

Beef Shavers

Enterprise:
Japanned, each, $8.00.....25@30%
Tinned, each, $10.50.....25@30%

Bells

HAND—

Hand Bells, polished brass.....60@60&10%
Pure bell metal.....60%
Silver chime.....33⅓@35%
White metal.....60%

DOOR—

Trip, Gem.....50&10%
Gong, Abbe's.....45%
Gong, Yankee.....55%
New Departure:
Rotary.....50@10%
Push.....50%

COW—

Common wrought.....75%@75&10%
Kentucky.....70@70&10%
Kentucky, Sargent's list.....70%
Texas Star.....50%
Western, Sargent's list.....70@70&10%

Bellows

Blacksmiths'.....65&10@70%
Hand.....25&10%
Moulders'.....25&10%

Belting Rubber

Boston Belting Co:
"Boston".....50%
"Imperial," seamless stitched.....45%
Niagara.....60%
New Jersey Car Spring & Rubber Co:
Extra Para.....40&10%
Reliable.....50&10%
Staple.....60&10%

Bench Stops

Morrill's No. 1, $10.00 per doz.; No. 2, $12.50.....50%
Seymour Smith & Sons.....25&10%
Miller's Falls.....15&10%
Weston's.....40

Binder Twine

	Per Pound
Sisal	10c
Standard	10c
Standard Manila	11c
Manila	12c
Pure Manila	13c

Bit Holders.

Angular.....45%
Extension:
Barber's, ₱ doz. $15.00.....45@50%
Ives' ₱ doz. $20.00.....60&10%

Blind Adjusters

Columbian.....33⅓%
Domestic, ₱ doz. $3.00.....33⅓%
Excelsior, ₱ doz. $10.00.....50&10&2%
North's.....10%
Zimmerman's.....50%

Blind Fastenings and Tenons

Security Gravity, ₱ gr.....$9.00
Zimmerman's.....50%

Blocks, Tackle

Eddy's.....50&10@60%
Hartz' Steel.....40&10₱50&5%
Iron Strapped, Japanned Sheaves...70&10%
Iron Strapped, Lig Vitae Sheaves.....60%
Rope Strapped, Japanned Sheaves...65&10%
L. V. Sheaves.....40%
Lanes:
Junior, Self Sustaining.....30%
Pat. Automatic.....30%
Perfect Safety.....30%
Stowell, Novelty Block.....50&10%

Bolts

DOOR AND SHUTTER—

Cast Iron Barrel, Square, &c.....60&10%
Cast Iron Chain.....60&10%
Cast Iron Shutter Bolts.....60&10%
Ives' Patent Door Bolts.....60%
Wrought Barrel.....30@30&10%
Wrought Barrel Bolts, Griffin's.....75&10%
Wrought Square.....70@70&10%
Wrt Shutter, St'nrd list...50&10%@50&10&5%
Wrought Spring, Sargent's.....70&10@75%

CARRIAGE, MACHINE, &C.—

Common carriage (cut thread), ⅝x6 and smaller.....75&2½%
Larger and longer.....70%
Phila. Eagle, $3.00 list May 24, '99...80&10%
Bolt ends, list Feb. 14, '96.....70&5%
Bolt ends, with C and T nuts.....65&10%
Machine, ⅝x4 and smaller.....75&5%
Machine, larger and longer.....70&5%

TIRE—

American Screw Co:
Bay State, plain, list Dec. 28, '99.....72½%
Bay State, fluted.....72½%
Eagle Phila.....82½%
Norway, Phila.....80%
Common.....72½@72½&10%
Norway, Phila.....80%
Portchester, Norway.....80%
Phila.....80%

STOVE AND PLOW—

Plow.....70&10@70&10&5%
Stove.....80%@80&10%

MISCELLANEOUS—

Sink.....80%

Bone Mills

Enterprise.....25@30%
Stearns.....40%

Borers, Tap

Enterprise.....20@25%

Each	$1.25,	$1.65,	$2.50
Nos.	1	2	3

C. E. Jennings & Co.:
No. 6.....30&10%
No. 10.....25&10%
Common ring.....20&10%
Ives.....25&10%

Boring Machines

WITHOUT AUGERS—

	Upright.	Angular.
Jennings'		35&5&10%
Miller's Falls		$7.50, 15&10%
Snell's, Rice's Pat.	$2.50,	$2.75
Ajax		40%
Phillips		$4.00 net

Bow Pins

Hotchkiss.....60&10%

Boxes, Mail

Heller's.....40&5%

Box Hooks

Humason & Beckley's.....60&10&10%

Box Openers

Humason's.....₱ doz. net $5.00
Bemis & Call's.....65%

Box Scrapers

Bradley's.....20%

Box Strapping

Cary Mfg. Co's., in case lots:
"Universal".....20&10&10&10
Standard Metal Strap Co's.:
Eclipse.....20&10&10&5%

Braces

Barbers'.....50&10&10@60&10%
Barbers' Ratchet.....60@60&10%
Common Ball American.....60@60&10%
Ives':
Barbers'.....60&5%
Barbers' Ratchet.....60@60&10%
New Haven Novelty.....70%
New Haven Ratchet.....60&10%
Spofford.....60&5%
C. E. Jennings & Co.:
No. 108@114½.....50&5&10%
No. 208½@214½.....50&5&10%
Lancasser Mach. & Knife Works.....50%
Gen. Spofford's.....60%

Brackets

Griffin's Folding.....70&10%
Griffin's Pressed Steel.....80%
Bradley's Patent, full cases.....80&10&10%
Bradley's, in broken cases.....80&10%

Bracket Saw Frames

Miller's Falls Co.....25&10%

Bracket Sets

Miller's Falls Co.....33⅓&10%

Bright Wire Goods

Standard list, June 24, 1903.....
90&10&10@90&10&10%&5%

Bull Rings

Humason, Beckley & Co's.....80%
Rea's 2½ in. net, ₱ doz.....$1.50
Sargent's.....80%
Seymour Smith & Sons.....60%

Bull Punches

Humason & Beckley's, ₱ doz. net....$3.05

Butchers' Cleavers

Bradley's.....40%
Foster Bros., flat heads.....30%
Foster Bros., round heads.....30%
Lancaster Mach. & Knife Works....33⅓40%
L. & J. White.....30%
Plumb's.....33⅓%

Butcher Knives

See Knives.

Butchers' Saw Blades

Miller's Falls Co., Star.....15@15&10%
C. E. Jennings & Co.....30&10%

Butter and Cheese Triers

Ordinary Black Handle.....25%
Humason & Beckley's.....40%

Butt and Rabbet Gauges

Stanley's.....25&10%

Butts

BRASS—

Wrought Brass, list September, 1896....80%

CAST IRON—

Fast Joint, broad.....40&10@50%
Fast Joint, narrow.....40&10@50%
Loose Joint.....70&5@75%
Loose Joint, Japanned.....70&5@75%
Loose Joint, Jap. with Acorns....70&5@75%
Loose Pin.....70&5@75%
Mayer's Hinges.....70&5@75%
Parliament Butts.....70&5@75%

WROUGHT STEEL—

Table and back flaps.....75% } Ex 10@10&10%
Narrow and broad.....75%
Inside Blind.....75%
Loose Pin.....75%
Loose Pin, Ball and Steeple Tip.....85%
Japanned, Ball Tip Butts.....79&10%
Bronzed Wrt. Nar. and Inside Blind Butts.....55&10%

Calipers

Bemis & Call:
Wing.....60%
Double.....65%
Inside and outside.....65%
Straight leg.....65%
Call's Pattern, inside.....55%

Can Openers

American.....₱ gross, $1.75@$2.00
Goodell's Acme.....₱ gross, 6.00
Hopper's.....₱ gross, 15.00
No. 5, iron handle.....₱ gross, $2.00@2.25
Phœnix.....40%
Sardine Scissors.....75&10%
Sardine Scissors, forged steel..₱ doz., $4.50
Sprague, Nos. 1, $2.00; 2, 2.25; 3, 2.50...75&10%
Universal, ₱ doz.....50%

Cartridges

See Ammunition.

Casters

Bed.....70%@70&10%
French or Philadelphia Iron wheel.....75%
Plate.....60%@60&10%
Payson's Furniture.....70%1&10%
Payson's Truck.....70%&10%
Standard, Ball Bearing.....45%

Cattle Leaders

Humason, Beckley & Co's.....70%
Sargent's.....70&10%
Welton's.....70&10%

Chain

American Coil, Straight Link: Inch	₱ 100 Lbs.
5-16	$7.50
⅜	5.35
5-16	4.40
½	3.70
7-16	3.55
⅝	3.45
9-16	3.40
⅝	3.35
¾	3.30
⅞	3.25
1 to 1¼	3.25

Covert Manufacturing Co., Breast chain, Halter chain, Heel chain, Rein chain, Stallion chain.....35&5%

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Chains

Galvanized Pump chain, ₱ lb.....5@5½c
Ger. coil, list July 24, '97...60&10@60&10&10%
Ger. Halter chain, list July 24, '97..60&10&10%
Jack chain, Iron.....60&10@60&10&5%
Jack chain, Brass.....60&10@60&10&10%
Oneida Wire Dog chains.....45@50&5%

Trace Wagon and Fancy Chains:
New list.....60@60&10%
Bridgeport Trace chains.....65%
Stake chains.....65%
Heel chains.....80%

COW TIES—
American.....45@50%
Niagara.....45&5@50&10&5%
Covert Mfg. Co.:
Cotton.....45%
Hemp.....45%
Jute.....50%
Sisal.....30&10%

Chain Guards

Aluminum S. & N. Co.....50%

Carpet Stretchers

Montross' "Excelsior," ₱ doz., $6.00....20%
Bullard's.....33⅓%
Cast iron, Steel points, ₱ doz.....80%
Sockets, ₱ doz.....$1.75@$2.00

Carpet Sweepers

Bissell's Cyco Bearing:	₱ Doz.
"Parlor Queen"	$30.00
"Elite"	29.00
"Boudoir"	27.00
"American Queen"	27.00
"Ideal"	25.00
"Gold Medal"	24.00
"Premier"	24.00
"Superior"	24.00
"Prize"	24.00
"Welcome"	24.00
"Grand Rapids," nickel	24.00
"Grand Rapids," Japan	22.00
"Standard," nickel	22.00
"Standard," Japan	20.00
"Crown Jewel," nickel	21.00
"Crown Jewel," Japan	19.00
"Crystal"	36.00
"Grand," length of case, 17 inches..	36.00
"Club," length of case, 24 inches....	54.00
"Hall," length of case, 28 inches....	60.00
"Junior," nickel, length of case 12¼ inches	22.00
"Junior," Japan, length of case 12¼ inches	20.00
"Misses"	9.00

Sterling Carpet Sweepers:

Model A, Nickel trimmings			25.00
" B, Japd.	"		21.00
" Nickel	"		23.00
" C,	"		21.50
" D, Japd.	"		19.50

Carpet and Rug Beaters

	₱Doz.	₱Gro.
No. 12, Wire, Tinned	$0.85	$ 9.50
" 11, Wire, Coppered	1.10	12.00
" 11, Wire, Tinned	1.20	13.50
" 10, Wire, Glavanized	1.50	18.00

Cherry Stoners

Enterprise.....25@30
Goodell's Family, net ₱ doz.....$5.00
Rollman's, net., ₱ doz.....6.00

Chisels

SOCKET FRAMING & FIRMER—
Standard Makes.....70&10@75%
L. & I. J. White.....30&30&5%
C. E. Jennings & Co., No. 70.....25&10%
Jennings & Griffin Mfg. Co.....65&2&10%

TANGED & MISCELLANEOUS—
W. & S. Butchers'.....$4.75@5$5.00to£
C. E. Jennings & Co.....25&10%
Jennings & Griffin Mfg. Co.:
Tanged Chisels.....25&10%
Tanged Gouges.....25&10%
Tanged Firmers.....40%&10%
Tanged Gouges.....40%
L. & I. J. White.....25&5%

COLD CHISELS—
Good quality, ₱ lb.....18&16c
Snell's best C. S.....50&10%
Cronk's.....50%

Cleaners, Sidewalk

	₱ Doz.
Challenge Shank	$3.25
Star Shank	3.25
Star Socket	4.00

Clippers

HORSE—
Chicago Flexible Shaft Co's.:

	Each.
Lightning eBlt Clipping Mach.	$15.00 15%
New '98, Chicago	8.75 15%
1902 Chicago	10.75 15%
Twentieth Century	5.00 20%

Cocks, Brass

Hardware List:
Compression, Plain bibbs, Globe, Kerosene, Racking, &c., Cocks....70&10@75%

Coffee Mills

Box and Side.....50&10@60%
Enterprise Mfg. Co.....25@30%
Lane Bros. Co.....30%

Compasses, Dividers, &c

Athol Calipers and Dividers.....40%
Bemis & Call Co's.:
Compasses.....50%
Dividers.....65%
Compasses, Calipers, Dividers...75@75&10%
Stevens' "Ideal".....25&10%
Stevens' "Leader".....25&10%

Coopers' Tools

Bradley's:
Hoop Drivers.....25%
Rivet Sets.....20%
Cold Chisels.....20&5%
Punches.....15%
Vises.....15%
Inshaves.....20%
Barton's.....20@20&5%
L. & I. J. White.....20@20&5
Sandusky Tool Co.....25&10@30&10%

Corkscrews

Detroit Cork Screw Co.....33⅓%
Humason & Beckley Mfg. Co.....50&10%
Samson, ₱ doz.....$10.00

Corn Hooks

	₱ Doz.
Kretsinger Cut-Easy	net $3.00

Corn Knives and Cutters

Bradley's.....net
Wadsworth's.....net $1.50

Countersinks

Mayhew's Diamond.....40@45%
Smith's.....25%
Snell's.....40%
Wheeler's Patent.....50%

Cow Ties

See Chain.

Crayons

Sargent's List.....20%

Dixon's:	₱ Gro.
Eclipse.....7 in.,	$3.75; 9 in., $4.88
Emerald	5.00
Oriole	5.0
Rainbow	3.12
Solid	7.50
Tailors, black, $5.62; red and blue....	9.00

Curry Combs

Kohler's.....40%
The Metal Stamping Co.....40%
Southington Cutlery Co's.....25&10%

Cutlery

Foster's Pocket.....30%

Diggers

See Post Hole, etc.

Dividers

See Compasses, Dividers, etc.

Dog Collars

Walter B. Stevens & Son:
Brass.....40%
Embossed Gilt.....30&10%
Leather.....40%
Union Hd'wre Co., new list.....50@50&10%

Door Checks

Bardsley's.....40%
Columbia.....50&10%
Eclipse.....60&10%
Home.....50&10%
Pullman's Screen, ₱ doz. net.....$4.50

Door Holders

Empire.....50%

Door Springs

Columbian Steel.....20%
" Faultless.....50%
Gem (Coil), list Oct. '95.....20%
Pullman, Perfect.....20%
Pullman Coil.....20%
Star (Coil), list Oct. '95.....30%
Torrey's Rod, 39 in., ₱ doz. net.....$1.25
48 in., " " " 3.50
Victor, Coil.....50&10&10%
Chicago Coil Springs.....40&10%
Reliance Coil Springs.....40&10%

Drain Cleaners

Iwan's Adjustable.....55%
Iwan's Stationary.....45%

Drawer Pulls

Drawer Pulls, Griffin Mfg. Co., list..75&10%
Sargent's list.....60

Drawing Knives

Standard Makes.....70&10&75%
Adjustable Handle.....25@25&10%
Bradley's.....40&5%
Jennings & Griffin.....65&2&10%
Warrons.....16⅔&10%
L. & I. J. White.....20&5@25%

Drills and Drill Stocks

Automatic Boring Tools, Goodell's 40&5@40&10%
Blacksmiths'.....60%
Breast, Goodell's.....25@30%
Breast, Miller's Falls, each $3.00....15&10%
Stearns' bench.....30%
Hand, Goodell's.....30&10%
Whitney's Hand Drill, No. 1, $10.00, Adjustable, No. 10, $12.00.....33⅓%

TWIST DRILLS—
See Augers and Bits.

Egg Beaters

Holt-Lyon Co.:	₱ Doz.	₱ Gro.
No. 5 Japanned, Dasher flared	$0.85	$9.50
No. A, Japanned, 6 doz, $6.60	1.15	13.00
No. 1, Tinned	1.40	16.80
No. B, Japanned, hotel size.	1.85	22.00
No. 6, Japanned, Dasher flared	1.65	19.80
No. 2, Tinned, hotel size	2.00	24.00
Taplin Mfg. Co.:		₱ Gro.
No. 60 Improved Dover		$ 6.00
No. 75 Improved Dover		6.50
No. 100 Improved Dover		7.00
No. 102 Improved Dover, Tinned		8.50
No. 150 Improved Dover, Hotel		15.00
No. 152 Improved Dover, Hotel T'd.		17.00
No. 200 Improved Dover, Tumbler..		8.00
No. 202 Imp'd Dover, Tumbler T'd.		9.50
No. 300 Imp'd Dover Mammoth ₱doz		2.00

Escutcheons

Wood.....25%

Farriers' Knives

	₱ Doz.
"Challenge"	$3.00
Popes	3.00
Wilkinson's, net	3.00
Wostenholm's	3.25

Faucets

Iron Petroleum.....70@70&10%
John Sommer's "Peerless," Tin Key....40%
"Boss," Tin Key.....50%
"Victor," Metal Key.....50&10
"Duplex," Metal Key.....60%
"I. X. L.," Corked Lined.....50%
"Reliable," Cork Lined.....50&10%
"O. K.," Cork Lined.....50%
"Chicago," Cork Lined.....60%
"Perfection," Cedar.....40%
"No Brand," Cedar.....50%

SELF MEASURING—
Enterprise ₱ doz. $36.00.....40&10%
Lane's.....$40.10&2%

Files

DOMESTIC -
New list, Nov. 1, 1899:
American.....75&10@75&10&10%
Arcade.....75&10@75&10&10%
J. Barton Smith.....75&10@75&10&10%
Disston's.....75%
Disston's Superfine.....50%
Eagle.....75&10@75&10&10%
Great Western.....75&10@75&10&10%
Kearney & Foot.....75&10@75&10&10%
McClellan.....75&10@75&10&10%
Nicholson.....70&10@75&5%
Nicholson's X. F. Files.....40@40&10%
Royal.....80@80&10%

IMPORTED—
Stub's.....Stub's list, 30@33⅓%

Filters

Acorn.....50%
Fulper's Natural Stone.....$3.50@$13.50
Subject to trade discount.

Fish Hooks

Am. Fish Hook Co. list.....60@60&10%
Kirby & Limerick, low list (50c. base)...10%

Fishing Tackle

Bishop's.	₱ Doz.
Level Winding Jeweled Reel	$78.00
Level Winding Steel Pivot Reel	66.00
Auto Even Spooler	30.00
Gun Cleaner	4.20
Lightening Fish Scaler	3.00
Fish Hook Shield	3.00

Fish Scalers

Covert's Saddlery Works:
Great American.....60&20%

Fruit, Wine & Jelly Presses

Enterprise.....20@25%

Fry Pans

Standard list.....70&10%

No.	0	1	2	3	4
₱ doz.	$3.00	$3.75	$4.25	$4.75	$5.25
No.		5	6	7	8
₱ doz.		$6.00	$7.00	$8.00	$9.00

Gauges

Bemis & Call's Steel.....50%
Clapboard.....25&10%
Disston's Mortise.....70%
Marking Mortise, etc.....60%
Stanley's.....35%
Starrett's Surface, Center and Scratch, 25&10%
Wire, Morses.....25%
Wire, P. S. & W., low list.....30@30&10%

Gimlets

"Diamond" Gimlets, ₱ gro.....$4.00@$4.25
Double Cut.....40&10@50%
Metal Head.....50&10%
Wood Head.....50%

Gimlet Bits

See Augers and Bits.

Globe and Racking Cocks

See Faucets.

Glue

Le Pages Liquid.....25&25&10%
Mystic.....40%
Martins.....40&10%

Glue Pots

See Hollow Ware.

Graters

Enterprise.....25@30%

Graphite, Lubricating

Dixon's Pure Flake:
632— 1 lb. cans.....20c. ea
633— 5 lb. screw top tin cans.....85c. ea
634— 10 lb. screw top tin cans.....$1.60 ea
644— 25 lb. boxes.....15c. lb
645— 50 lb. boxes.....14½c. lb
646—100 lb. kegs.....14c. lb
647—350 lb. barrels.....12c. lb

Grindstone Fixtures

Cronk's.....50%
Forest City.....30@30&10%
Sargent's Patent.....60&10&10%
Stowells Extra Heavy.....50&10&10%
Stowells Light.....60&10%

Gunpowder

See Ammunition.

Gun Wads

See Ammunition.

Hafts

Brittons, ₱ doz.....$6.50

Halters

Covert Mfg. Co.:
Jute Rope Halters.....50%
Sisal Rope.....30&10%
Web Halters.....35&5%

Hammers

HANDLED HAMMERS—
Cheney's:
Adze Eye and Plain.....40&10&10%
Blacksmiths and Riveting.....50&10%
Machinists and Engineers.....60&5%
Magnetic tack, Nos.... 1 2 3
$1.25 $1.50 $1.75
40&10@40&10&10%
Maydole's.....33⅓&5@40&10%
Sargent's new list.....40%
Fayette R. Plumb:
Plumb, A. E. Nail.....33⅓&7½%
Engineers and B. S. Hand.....50&12½%
Quaker City Hammers.....40&5%
Riveting and Tinners'.....40&2½%

HEAVY HAMMERS & SLEDGES—
Under 3 lb 50c lb.....80&10@85%
3 to 5 lb 40c lb.....80&10&85%
Over 5 lb 30c lb.....85%
Wilkinson's Smiths.....9½c@10c ₱lb

Hammock Ropes

Covert Mfg. Co.:
Jute.....40&5%
Sisal.....20%

Hand Cultivators

Ulrich Mfg. Co.:
Osborne's, ₱ doz.....$15.00

Handles

WOOD—
Auger, assorted, ₱ gro.....$2.75@3.00
Auger, large, ₱ gro.....3.25@3.50
Auger, Ives' Pat., No. 1.....60&10%
No. 2 to 32/8.....40%
Axe, Pick, etc.....50&10&60%
Bliss Mfg. Co.:
Chisel, Brad Awl, File, Auger, Soldering Iron } 25@33⅓
Brad Awl, ₱ gro.....$1.75@$2.00
Chisel, Worcester, leather capped, ₱ doz. net.....$1.50
File, assorted, ₱ gro.....$1.40@$1.50
Firmer, Chisel, Apple, assorted, ₱ gro. $2.25@$2.75
Hammer, Hatchet.....50%
Hoe, Rake and Fork.....45@50
Rollis Hdw. Co. Hafts, $9.00.....40&10%
"Simplicity" File Hdls, ₱ gro....$ 20&1.50
Saw and Plane.....40&10@50%
Shovel and Spade, Wood D Handle.....40%
Shovel and Spade, Long Handles..40&5@50%

CROSS-CUT SAW HANDLES—
Atkins.....40&5%
Champion.....45@ 45&10%
Disston's.....50%

Hangers, Barn Door

Old Pattern.....60&10%
New England.....66⅔@70
Chicago Spring Butt Co.:
Fraction.....25%
Oscillating.....25%
Big Twin.....25%
Lane's:
Covered.....60&2%
Hinge Pattern, net.....$6.08 ₱ doz.
Standard.....60&5%
Special, No. 25.....$3.50
" " 30.....3.90
" " 40.....5.00
" " 20.....6.25
Track for same, ₱ 100 ft. net.....3.75
Cronk's:
Nos. 1, 1½, 2 and 3.....60&10%
Nos. 11, 12.....70%
Nos. 22, 21½, 23.....60%
Nos. 32, 50.....60&20%
No. 44.....60%
McKinney's, "None Better", No. 2, $18; No. 1 Special, $15, ₱ doz. pr..60&10%
Myers' Stay-on.....60&5%
Wilcox's New Century.....50&10&10%

Hangers, Garment

Pullman's.....₱ gro. net $9.00

Hangers, Parlor Door, Etc

Lane's:
Standard.....net $3.20
Ball Bearing.....4.15
No. 105....." 3.55
New Model....." 2.25
New Champion....." 2.85

Hardware Shelving

OAK CABINETS—
J. D. Warren Mfg. Co.:
No. B 488, 40 drawers, no partitions, run. ft., $3.50; net each.....$30.00
No. 1656, 56 drawers, no partitions, run. ft., $4.36; net each.....38.47
No. 1658, 84 drawers, no partitions, run. ft., $6.52; net each.....54.28

OAK BASES—
No. 1700, open base with center shelf, run. ft., $1.85; net each.....15.40
No. 1702, open base with center shelf, run. ft., $2.25; net each.....18.75
No. 1708, with two adjustable center shelves, run. ft., $2.75; net each....22.92

NAIL BIN BASES—
No. 1732, 12 spaces, 150 lbs. each, run. ft., $2.71; net each.....22.57
No. 1770, 8 nail spaces and 4 open shelf spaces above, run. ft., $3.10; net each.....25.84
No. 1772, 8 nail spaces and 6 assorted oak drawers above nail bins, run. ft., $3.68; net each.....30.68

Hasps and Staples

Cronk's.....50%
McKinney's "Perfect", $1.10 ₱ doz.....50%
Wrought.....20@20&10%
Wrought, Stanley.....30%
Wrought, Griffin.....30%

Hatchets

See Axes.

Hay Tools

F. E. Myers & Bro.:
Myers Unloader, double steel track..$7.00
Myers Unloader, wood track.....7.00
Comb. Car, Double steel T.....7.00
Comb. Car, wood track.....7.00
Rev. Car, Double steel track.....7.00
Rev. Car, wood track.....7.00
Myers Unloader, cable.....7.00
Myers Unloader, single rail.....7.00
Sure Grip Sling Car, steel or wood track.....12.00
Dbl. Rail steel track, complete, ₱ ft.....—
Single Rail steel track, complete, ₱ ft .20
D. H. Fork steel, regular, each.....1.00
Nellis Fork, each.....3.00
Double Grapple Fork, each.....7.00
Sprouts, Shear Fork, each.....1.50
Walker Fork, each.....2.50
Common 6 in. wood sheave pulley, Fig. 433, ₱ doz.....3.20
Faultless steel frame K. P. pulley, Fig. 435, ₱ doz.....4.00
Faultless Steel Frame, 6 in. plain pulley, Fig. 435, ₱ doz.....3.50
Malleable Frame K. P. pulleys, Fig. 678, ₱ doz.....4.80
Reed Wood Frame pulley with hook, Fig. 434, ₱ doz.....4.00
Steel Frame pulley with iron sheave, Fig. 565, ₱ doz.....3.50
Floor pulley, wood sheave, Fig. 486, ₱ doz.....4.50
Hanging Hooks for double steel track, ₱ doz.....1.40
Hanging Hooks for single steel track, ₱ doz.....1.40
Hanging Hooks for wood track, 10 in., ₱ doz.....1.00
16 in., ₱ doz.....1.30
Floor Hooks, ⅝ in., ₱ doz.....1.40
Malleable Rafter brackets, ₱ doz.....70
Wrought Rafter brackets, ₱ doz.....70
Rope Hitch, ₱ doz.....3.20
Discount on above 50%

Hay and Straw Knives

Auburn Hay, com. and spear point..40&10%
Iwan's Hay, sickle edge, ₱ doz., net...$9.50
Iwan's Hay, imp. serrated, ₱ doz., net.10.00
Kohler's Hay, sickle edge, ₱ doz., net.10.00
Auburn Straw.....40&10%
Weymouth, pat.....65&5%
Wadsworth's.....40&5%

Hedge Trimmers

Wadsworth's:
No. 1, ₱ doz., net.....$8.00
No. 2, ₱ doz., net.....6.00

Hinges

WROUGHT IRON HINGES—
Screw Hook and Strap { 6 to 12 in., ₱ lb....3½c; 14 to 20 in., ₱ lb.... 3c; 22 to 36 in., ₱ lb....3½c

STRAP AND T HINGES—
New list, Dec. 20, 1904:
Light Strap Hinges.....70%
Heavy Strap Hinges.....75&5%
Light T Hinges.....65%
Heavy T Hinges.....60%
Extra Heavy T Hinges.....70&10%
Hinge Hasps.....50%
Corrugated Heavy Strap.....70&5%
Corrugated Ex. Heavy T.....70&10%
} Extra 10%

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SPRING HINGES—

Bommer Brothers:
Bommer Spring Hinges....40%
Bommer B. B. Floor Hinges....40%
Bardsley's Patent Checking....15%
Chicago Spring Butt Co.:
Chicago Spring Butts....25%
Triple End Spring Butts....50%
Chicago Ball Bearing Floor Hinge....50%
Garden City Fire Engine House Hinge..25%
Chicago Saloon Door Hinge....25%
Columbian:
Steel Hinges....60%
Floor Hinges....60%
American....30&5%
Gem....30%
Oxford....30&5%
Acme, Steel....35%
" Brass....25%
Niles Mfg. Co....30%

GATE HINGES—

Clark's, Nos. 1, 2, 3....50&10%@60&10%
N. E., ₱ doz., $7.80....60%
N. E., Reversible, ₱ doz., $5.60....60%
N. Y. State, ₱ doz., $4.90....60%
Western, ₱ doz., $4.20....60%

BLIND HINGES—

Parker....70&10%@70&10&10%
Sargent's, Nos. 1, 3, 5, 11, 13....75%
W. H. Co's., No. 2 Mortise Gravity....60%
Stanley's Steel Gravity Blind Hinges with Screws, $1.80 ₱ doz. sets....30&10%

Hitching Cords

Covert Mfg. Co....45&2%
Covert Mfg. Co....——
Hitchers Stall....35%

Hollow Ware

ENAMELED—

Lalance & Grosjean Mfg. Co. list Nov. 1, '01:
Agate Nickel Steel Ware....50&20%
Pearl Agate Ware....50&20%
Blue and White Ware....60&15%
All White Ware....50&20%
Regal Steel Ware....60&10%
Peerless Ware....70&10%
Granite Ware, list Jan. 1, 1894, revised Jan. 2, 1896....40&10%
Iron Clad:
Peppered Ware, high list....70%
Mottled Ware, high list....75%

STOVE HOLLOW WARE—

Blacklock:
Ground....55%@60&10%
Plain or Unground....60@65&10%
Country Ware ₱ 100 lbs. net....$2.75@$3.00
Enameled Ware....50@55&10%

WHITE ENAMELED WARE—

Maslin Kettles....70%
Tinned Boilers and Saucepans....40@45%
Enameled....50@55%

GLUE POTS—

Tinned....35%
Enameled....40%

SILVER-PLATED HOLLOW WARE—

4 mo. or 5% cash in 30 days.

Hartford Silver Plate Co....40&5%
Holmes & Edwards Silver Co....40&15&5%
Meriden Brittania Co....40&10%
Rogers & Brother....40&5%
William Rogers Mfg. Co....40&10%

Hooks

BUSH—

Jennings & Griffin's....33⅓&5%
Wadsworths....60%

CAST IRON—

Ceiling, Sargent's list....50&10@60%
Chandelier....60@60&10%
Clothes Line, Sargent's list....50&10&10%
Coat and Hat, Sargent's list....50&10@60%
Coat and Hat, Stowell's....70%
Harness, Sargent's list....50@50&10%
Lamp....60@60&10%
Picture....50&10%
Screw Hat....60&10@70%
Wardrobe....60&10@60&10&10%

WROUGHT IRON AND STEEL—

Cotton, ₱ doz....$1.25
Wrought Staples, Hooks, &c. See Wrought Goods.

MEAT—

Enterprise....40%
Humason & Beckley, new list....85&10%

WIRE—

Atlas, new list, single cases....75%
Ten case lots....75&10%
Wire Coat and Hat, Acme....60@60&10%
Wire Coat and Hat, Gem....60&10%
Wire Ceiling, Gem....60&10%

MISCELLANEOUS—

Belt....80&10%
Covert Mfg. Co.:
Safety Gate and Scuttle Hooks....35&5%
Grass, Wadsworth's....60%
Gronk's, Grass, ₱ doz....$3.00
Hooks and Eyes, Brass....60&10&10%
Hooks and Eyes, Mal. Iron....70&10%
Cotton, box and hay....60@10&10%

Horse Clippers

See Clippers.

Horse Nails

Nos.	6	7	8	9	1	
A. C.	25c	23c	22c	21c	21c	40&5%

American, all sizes, net....9¼c

Nos.	6	7	8	9	10	
Anchor and New Haven	23c	21c	20c	19c	18c	40% @40&5

Nos.	6	7	8	9	10	
Ausable	28c	26c	25c	24c	23c	50&10%
C. B. K.	25c	23c	22c	21c	21c	40%
Capewell	19c	18c	17c	16c	16c	10&5%
Champlain	28c	26c	25c	24c	23c	40&10%@50%
Clinton Fin.	19c	17c	16c	15c	14c	30&10%
Essex	28c	26c	25c	24c	23c	40&10%@50%
Lyra, all sizes, net						9¼c
Maud S.	28c	26c	25c	22c	21c	21c 50%
Neponset, Nos. 5 to 10, ₱ lb.						12c
Northwestern	25c	23c	22c	21c	20c	25@25&5%
Putnam	23c	21c	20c	19c	18c	33⅓%
New Hutnam	19c	18c	17c	16c	16c	10&10%
Vulcan	23c	21c	20c	19c	18c	25&10%
Western, net						8¼c

Horse Shoes

F. O. B. Pittsburgh:
Horse and mule, Iron, ₱ keg....$4.00
Steel, ₱ keg....3.75

Horse Ties

Covert Mfg. Co.:
Cotton....45%
Hemp....45%
Sisal....50%
....80&10%

Hose, Rubber

Boston Belting Co.:
"Boston"....50%
Niagara....60%
N. J. Car Spring & Rubber Co.:
Extra Para....40&10%
Reliable....50&10%
Staple....60&10%
Standard....70&10%

Hose Bands

Star Hydrant....80&10%
Steam....70%

Ice Awls, Chippers &c

Copeland Ice Pick, ₱ gross....$9.00 net
Crown....net
Gem Ice Shave....net
Sargent's Ice Awls....55%
Snell's....50%
Star....net

Ice Cream Freezers

See Freezers, Ice Cream.

Ice Shredders

Enterprise, No. 33, ₱ doz. $6.00 25@30%
No. 84, ₱ doz. 15.00 25@30%

Jack Chain

See Chain.

Jacks

See Wagon Jacks.

Jack Screws

See Screws.

Kettles

Spun brass, plain....20@25%

Knives

Kimball's:
Bread Knives, ₱ doz. $1.50....20%
Butcher Knives....25%
Shoe Knives....25%
Cronk's Chopping....33⅓%
Dunlap Kitchen and bread Knives....25%
Foster Bros., butcher, &c....30%
Cable and Pocket, see Cutlery.
Wilson's Butcher Knives....net

Knives, Hay and Straw

Wadsworth....40&10%

Knife Sharpeners

Pike's:
Nat. Grit Carving Knife Hones ₱ doz....$8.00
Solid Stone Carving Knife Hones ₱ doz....$2.50
Quick Edge Pocket Knife Hones ₱ doz....$3.00
Mounted Kitchen Sandstone ₱ doz....$1.50
} 40%

Knobs

Bardsley's wood, door, shutter and base....10@15%
Base, rubber tip, 2¼ in bead, ₱ gro....$1.15@$1.25
Dor Mineral....65@70%
Door Por. Jap'd....70@75
Door Por. Nickel....$2.10@$2.20

Lanterns

C. T. Ham, Class A, B, C and D....40&10%

Latches

₱ Doz.
Cronk's barn door, net....$2.00
Lane's Barn Door....40&10%

Lawn Mowers

Champion....75&10%
Clipper Improved....50&10&10&5%
Enterprise....40&10%
Genuine Philadelphia Mowers:
Styles M, S, C, K, T....70&10%
Style A (all steel)....60&10%
Style E, low wheel....60&10%
Style E, high wheel....70&10&5%
Drexel, low list....40&10%
Gold Coins, low list....40&10%
New Departure, high wheel....70&10%
New Departure, low wheel....75%
Pennsylvania....60&10

Lawn Sprinklers

Enterprise....25@30%
Philadelphia Lawn Mower Co.:
Philadelphia Lawn Sprinkler:

Nos.	1	2	3	
Per Dozen	$12.00	$15.00	$24.00	30%

Kohler's:
Daisy, net, ₱ doz....$7.50
Mystic....6.00
Rainmaker....4.80
Dew Drop....1.20

Lawn Swings Easy

Ulrich Mfg. Co., ₱ doz....$75.00

Leads

Covert Mfg. Co.:
Cotton....45%
Hemp....45%
Jute....50%
Sisal....80&10%

Lead Pipe, Etc

₱ Lb.
Bar Lead....5¾@6c
Block Tin Pipe....85@87½%
Lead Pipe, full lenghts....5 to 5¼
Lead Pipe, tin lined....12½c
Sheet Lead, full rolls....6¼c

Lemon Squeezers

Berger Bros., ₱ doz...8 in., $1.00; 10 in., $1.40 20%
Hotchkiss, Straight Fllnb, ₱ doz....$9.60
Little Giant....50&5&5%
Porc. lined, Iron, ₱ doz....$1.75
Porc. lined, Wood, ₱ doz....$1.25
Wood, common, ₱ gro.,...No. 0, $5.25 @$5.50; No. 1, $5.25@$6.50

Levels

C. E. Jennings & Co's.:
Hexagon....25&10%
Iron Bench, new design....25&10%
Hollis Hardware Co.:
Adj. Steel 7 in., $24.00....40%
12 in., $27.00....40%

Lifters

See Transom Lifters.

Lines

Cotton and Linen Fish....40%
Cotton Chalk, 20 feet....40&10%
Cotton Trot....20%
Samson Cot., Nos. 4, $2.90; 4½, $2.75....20%
Silver Lake braided, ₱ gro., Nos. 0, $6.00; 1, $6.50; 2, $7.00; 3, $7.50....20%
Wire Clothes:

	18	19	20
1000 feet	$2.20	$2.00	$1.65
75 feet	1.80	1.70	1.30

Loaded Shells

See Ammunition.

Locks

DOOR LOCKS, LATCHES, &C—

Lockwood Mfg. Co....40%
R. & E. Mfg. Co....40%
Reading Hardware Co....45&20%
Sargent & Co....40&10%

CABINET—

Eagle Lock Co....33⅓%
Corbin....33⅓%
Yale....33⅓%

PADLOCKS—

Acme bicycle and satchel, ₱ doz., $9.00...40%
Ames Sword Co....40%
Brown's brass....25%
Brown's chain....25%
Champion....40%
Eagle....40%
Slaymaker's:
General line....35&10%
Scandinavian....90%
" steel keys....50%
Smith & Egge bicycle....50%
Wrought Iron....75&10@80%
Yale Lock Co....60%

TRUNK—

Corbin's....25&10%
Eagle....40%

Machine Bolts

See Bolts.

Mail Boxes

See Boxes, Mail.

Mallets

Hickory....45@5&50%
Lignumvitæ....45@5&50%
Bliss:
Carpenters, Tinners, Box, Carvers...33⅓%

Maslin Kettles

See Hollow Ware.

Mattocks

Cronk's Garden....33⅓%
Regular Goods....70&10%@75%

Meat Cutters

American....30%

Nos.	1	2	3	4	B	5
Each	$5	$7	$10	$25	$50	$80

Dixon's, ₱ doz....30&10@40%

Nos.	1	2	3	4	
Each	$14	$17	$19	$30	

Enterprise....25@25&7½%

Nos.	5	10	12	20	22	32
Each	$2	$3	$2.75	$6	$4.50	$6

Little Giant....33⅓@40%

Nos.	305	310	312	320	322
Each	$35	$48	$44	$72	$68

Woodruff's, ₱ doz....30&10@40%

Nos.	100	150
Each	$15	$18

Beef Shavers (Enterprise)....25@30%

Meat Jiuce Extractors

Enterprise....25&30%

Metals, Anti-Friction

Magnolia Metal Co.: ₱ Lb
Defender....18c
Cosmic....10c
Magnolia, Anti-Friction....25c
Mystic....15c
f. o. b. New York or Chicago.

Melting Ladles

Monroe's Patent, ₱ doz., $4.00....40%
Sargent's....60&60&10%

Mitre Boxes

C. E. Jennings & Co....30&10%
Seavey's, ₱ doz., $30....40%
Stanley Rule and Level Co.:
Nos. 340 to 400....30%
Nos. 50 and 60....35%

Motors

COFFEE MILL—

Specialty Novelty Co., each....$5.00

Nails

WIRE AND CUT NAILS—

See Review of the Markets for Quotations.
Wire nails and brads, Papered Assn list, July, 1899....90, 90&10%

PICTURE—

Niles' Patent....40%
Porcelain head, combination list....60&10%
Porcelain head, Sargent's list....60%

Nail Nippers

"Gem," ¼ gross lots, ₱ gross....$21.00
" less quantity, ₱ dozen....2.00

Nail Pullers

Ajax, 5 lbs., ₱ dozen, net....$7.50
Black Hawk, ₱ dozen....9.00
Cyclops....50&10%@50%
Cronk's, ₱ dozen, net....$12.00
Eureka, No. 74, ₱ doz., net....$8.50
Eureka, No. 75, ₱ doz., net....$8.00
Giant, No. 1, ₱ doz., $18.00; No. 1½, $16.50; No. 2, $15.00....30&5%
Lightning, ₱ doz., $18.00....20%
Morris No. 1, list $20.00....50%
National, ₱ doz., $24.00....10%
Pelican, ₱ doz., $ 9.00....40@40&10%
Rollis Hardware Co., No. 1, $18.00...50&10%

Nail Sets

₱ Gro
Hunters, Cup Point, knurled....$10.00
Hunters, Cup Point, plain....9.00
Octagon....4.00@4.75
Round, assorted....3.00@3.25
Square....4.00@4.25
Snell's:
Octagon, ₱ gro....$5.25
Corrugated....6.75
Knurled....6.75@7.50

Nippers

Acme....50%
Smith's cutting....50%
Todd's cutting....50%

Nut Crackers

₱ Gro
Acme, Japanned, $30.00....40%
Acme, Nickel Plated, $8.00....20%

Nuts

Cold Punched:
Mfrs. or U. S. Standard. Off List
Square, plain....$4.90
Hexagon, plain....5.40
Square, C. T. & R....5.10
Hexagon, C. T. & R....5.80
Hot Pressed:
Mfrs. U. S. or Nar. Gauge Standard
Square, blank....5.40
Hexagon, blank....5.80
Square, tapped....5.40
Hexagon, tapped....5.80

Oils

Linseed, city, raw, in barrels, ₱ gal....49c
Linseed, city, boiled, in barrels, ₱ gal..51c
Out of town on spot, ₱ gal....48c
Calcutta, raw, in barrels, ₱ gal....60c
Lard, prime city, ₱ gal....56@58c
Lard, Extra, No. 1....48@49c
Lard, No. 2....36@38c

Oilers

Brass and copper....50&10
Tin or steel....65&10
Cushman & Denison's: ₱ Doz
Gem....$ .50
Leader.....60
Perfect oilers....1.50
Star pocket oilers.....75
"Paragon," brass....45&50%
"Paragon," zinc....60&10%
Wilmot & Hobbs Mfg. Co's. Steel anti-rust....70@70&10%
Zinc and tin....65@65&10%
American Tube & Stamping Co.:
Spring bottom cans....70@70&10%
Railroad oilers, etc....60@60&10%

Oil Stones, Etc

AXE STONES—

Pikes':
Hindostan, large axe....8c ₱ lb
" small "....10c " "
Queer Creek Axe....20c " "
} 40%

OIL STONES—

Pikes':
Lily White Washita....60c ₱ lb
Rosy Red " ....60c " "
Extra " ....50c " "
No. 1 " ....40c " "
No. 2 " ....30c " "
Lily White " round edge slips....90c " "
No. 1 Washita, round edge slips....70c " "
Washita Pen Knife pieces....70c " "
No. 1 Hard Arkansas stone 3 to 5¼ in. long....$2.80 " "
No. 1 Hard Arkansas stone 5¼ to 8 in. long....$3.50 " "
No. 1 Soft Arkansas stone 3 to 5¼ in. long....$1.50 " "
No. 1 Soft Arkansas stone 5¼ to 8 in. long....$1.70 " "
Soft Arkansas, round edge slips....$2.50 " "
Hard Arkansas, round edge slips....$4.00 " "
Hard Arkansas Pocket Knife pieces....$4.00 " "
} 33⅓

Pikes':
Washita and Arkansas stones, mounted in pol. hardwood cases, all sizes....40%
India Oilstones, all grades and sizes....33⅓%
Queer Creek Oilstones....20c ₱ lb
Chocolate Oilstones....50c " "
Regular Hindostan....8c " "
Small Hindostan....10c " "
} 40%

Packing, Steam

RUBBER—

Boston Belting Co.:
Phoenix, net ₱ lb....50c
Plumbago....50%
Pure Packing, "Excelsior"....50%
Extra....60%

MISCELLANEOUS— ₱ Lb

American Packing....8c@10c
Cotton Packing....16c@25c
Italian Packing....9½c@12c
Jute....4½c@5c
Russian Packing....8½c@11c

Padlocks

See Locks.

Parers

APPLE—

Advance	₱ doz	$ 4.00
Baldwin	" "	4.00
Bonanza Improved	each	6.50
Daisy	₱ doz	4.00
Dandy	each	7.50
Eureka Improved	"	20.00
Family Bay State	₱ doz	15.00
Improved Bay State	" "	36.00
Little Star	" "	5.00
New Lightning	" "	7.00
Reading, 72	" "	3.25
Reading, 78	" "	6.25
Rocking Table	" "	6.20
Turntable, '98	" "	6.00
White Mountain	" "	5.00

POTATO— ₱ Doz

Saratoga....$7.00
White Mountain....6.00

Pencils

Dixon's: ₱ Gro
Carpenter's....$2.17@8.75
Carpenter's, blue or red lead....4.00@7.50
Office....1.87@7.50
Lumber....6.87
Colored lumber....9.00
Black artists....9.37
Colored....4.38@7.50
Assortment boxes....1.31@2.50

Percussion Caps

See Ammunition.

Picks and Mattocks

List Feb. 28, 1899....70&10@75%

Pipe Hangers, Conductor

Iwan's, Perfection wire....50%

Planes and Plane Irons

WOOD PLANES—

Bailey (Stanley R. & L. Co.)....40%
Bench, first quality....40&10%
Bench, second quality....50&10%
C. E. Jennings & Co....50&10
Molding....33⅓&5

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IRON PLANES—
C. E. Jennings & Co., iron....50&10%
Sargent's....60@60&10%
Standard Tool Co....50@60&5%
Stanley Rule & Level Co.:
Bailey's....40%
Miscellaneous....35%

PLANE IRONS—
Buck Bros....30%
Butcher's....$5.00@5.25 to £
C. E. Jennings & Co....16⅔&10%
Stanley R. & L. Co....35%
L. & I. J. White....20&5@29%

Pliers and Nippers
Button....79&10@75%
Cronk & Carrier:
Pliers.
No. 1....60&10%
" 20, net....$9.00
" 40....75%
" 50....80%
" 65....40%
" 70....50%
" 80....40%
" 85....40%
Wm. Johnson's Gas Pliers....66⅔%
Smith's Side Cutting....25%

Plow Bolts
See Bolts.

Plumb Bobs
Keuffel & Esser Co....33⅓%

Plumbs and Levels
Cook's....40&10&10%
Davis':
Inclinometers....20%
Iron Levels....25&10%
Disston's....70%
Machinists'....25%

Pocket Levels
Stanley's....45%
Duplex....35%

Poachers
See Egg Poachers.

Police Goods
Tower & Lyons....25%

Polish Metal
Presoline Liquid, new list....40%
Prestoline Paste....40@40&10%
U. S. Metal Polish Paste, 8 oz boxes, ₱ doz....$ .50
₱ gross....4.00
½ pound boxes, ₱ dozen....1.25
1 pound boxes, ₱ dozen....2.25
U. S. Liquid, 8 oz cans, ₱ dozen....1.25
₱ gross....12.00
Barkeeper's Friend Metal Polish ₱ dozen....1.75
₱ gross....18.00

Polish, Stove
Black Eagle benzine paste, 5 lb cans, ₱ lb....10c
Black Eagle, liquid, 10 oz. cans, ₱ doz....75c
Black Jack paste, ¼ lb cans, ₱ gross. 9.00
Black Kid paste, 5 lb can, each....85c
Ladd's Black Beauty, ₱ gross, $10.00. 50%
Joseph Dixon's, ₱ gross, $5.75....10%
Dixon's Plumbago, ₱ lb....8c
Firesalde, ₱ gross....2.50
Gem, ₱ gross., $4.50....10%
Japanese, ₱ gross....3.50
Jet black, per gross....3.50
Peerless Iron enamel, 10 oz. cans ₱ doz 1.50
Wynn's:
Black silk, 5 lb. pail, each....70c
Black silk, ¼ lb. box, ₱ doz....1.00
Black silk, 5 oz box, ₱ doz....75c
Black silk, ½ pint liquid, ₱ doz....1.00

Poppers, Corn
Square.	₱ Doz	₱ Gro
1 qt		$ 9.00
1½ qt		11.00
2 qt		13.50

Post Hole Diggers
Disston's Samson Digger, ₱ doz. $84....25%
Kohler's:
Little Giant....₱ doz., net $12.00
Hercules...." " " 9.50
Invincible...." " " 9.00
Pioneer...." " " 7.20
Universal...." " " 13.00
New Champion...." " " 5.50
Rival...." " " 7.50
Ryan's,....₱ doz., $20.00 25%
Iwan's:
Split handle....₱ Doz net $7.00
Perfection...." " 8.00
Rockford Tack & Nail Co.:
Rockford brand....₱ doz., " 6.50
Atlas pattern...." " " 7.50

Post Hole Augers
Iwan's Patent Improved....40&5%
Perfection....₱ doz., net $8.25
Split handle...." " 7.50
Vaughan's, 4 to 9 in...." " 6.00

Potato Hooks, Etc
Hoe Down Hooks....75&10&2%
Hop Hooks....60&10&2½%
Potato Hooks....70

Powder
See Ammunition.

Presses
See Fruit and Jelly Presses.

Primers
See Ammunition.

Pruning Hooks and Shears
Cronk's Pruning Shears, all styles....33⅓
Disston's Combined Pruning Hook and Saw, ₱ doz., $18.00....25%&25&10%
Disston's Pruning Hook, ₱ doz., $12.00....25%&25&10%
Smith's:
Pruning Shears....60&10%
Rockdale Pruners....33⅓%
Standard Tree Pruners....75%
E. S. Lee & Co's. Pruning Tools....40%
P. S. & W. Co's. Shears....40%
Waters' Tree Pruners....75&10%

Pulleys
Awning....60@60&10%
Axle....50&10%&60%
Brass screw....45&10%
Ceiling....50@10&60%
Clothes line, Japanned....60%
Common Sense....60%
Dumb Waiter....60@60&10%
Empire Sash Pulley....60%
Fox all steel....50%
Grand Rapids," all steel....50%
Hay Fork, swivel eve., ₱ doz., 4 in., $3.75: 6 in., $5.00....55%
Hay Fork, Hartz, 4¼ in., ₱ doz., $6.00....50&10%
Hay Fork, 5 in., solid, $5.70....50%
Hot House....50&10@50&10&10%
Stowell's Anti-Friction, 5 in. wheel, ₱ doz., $12.00....40%
Side, Anti-Friction....60%
Shade rack....45%
Upright....50&10@50&10&10%

Pumps
Cistern, best grades....60@60&10%
Pitcher Spout, best grades....75&80%
Power Pumps, Myers'....50%
Spray Pumps, Myers....50&10%
Spray Pumps, Kohler's:
Daisy, net ₱ doz....$ 7.50
Mechanical, net ₱ doz....7.50
F. E. Myers & Bro., low list:
No. 1, Fig. 328, 3 in. Shallow Well Pump....18.00
No. 8, Fig. 328, 3½ in. Shallow Well Pump....15.00
No. 5, Fig. 307, 3 in. Deep Well Pump....15.00
No. 6¼, Fig. 307, 3½ in. Deep Well Pump....17.00
No. 14, Fig. 521, 3 in. Deep or Shallow Well Pump....15.00
No. 32, Fig. 523, 3 in. Deep Well Pump....17.00
No. 56, Fig. 331, 3 in. Shallow Well Pump....14.00
No. 59, Fig. 332, 3½ in. Shallow Well Pump....17.00
No. 70, Fig. 333, 2½ in. Deep Well Pump....15.00
No. 72, Fig. 333, 3 in. Deep Well Pump....15.00
No. 102, Fig. 448, 3 in. Lift Pump....9.00
No. 108, Fig. 448, 3½ in. Lift Pump..11.00
No. 128, Fig. 510, 3 in. Lift Pump....7.00
No. 131, Fig. 510, 3½ in. Lift Pump..8.50
No. 225, Fig. 389, Windmill Pump...12.50
No. 235, Fig. 408, Windmill Pump...16.00
No. 240, Fig. 406, Regulator Pump..28.00
No. 302, Fig. 477, Spray Pump, complete....11.50
No. 330, Fig. 547, Knapsack Spray Pump....10.00
Discount 50% f. o. b. Ashland.
No. 268, Fig. 513, Low Down Tank Force Pump, net....5.00
No. 320, Fig. 492, Bucket Spray Pump, net....2.00

Punches
Benis & Call Co's.:
Cast Steel Drive....50%
Morrill's....50%
Niagara Hollow....45%
Niagara Solid....55%
Saddlers' or Drive, good....60%&65%
Snells' Tinners'....40&5%

Rail
Barn Door, Light, Inches...	½	⅝	¾
₱ 100 feet	$1.40	1.95	2.60

Barn Door, "None Better" No. 1, ₱ ft...3½c
Barn Door, "None Better" No. 2, ₱ ft....4c
B. D. for N. E. Hangers:
Angular, ₱ ft., 6c....70%
Double Flange, ₱ ft., 8c....70%
Cronk's:
	₱ Ft
O. N. T. style, No. 13	2½c
Double braced	3c

Lane's:
O. N. T. 1 in., ₱ 100 ft., net....$2.75
O. N. T. 1¼ in., net....3.00
O. N. T. 1½ in., net....4.00
Hinge Hanger, 1 in., ₱ 100 ft....3.50
" " 1¼ " " " " 3.96
Stowell's Wrought steel....25%
Sliding Door, Bronzed Wrought Iron, ₱ ft....6½c
Sliding Door, Steel, Brass Plated, ₱ ft..5½c
Sliding Door, Wrought brass, 1¼ in ₱ lb. 36c....25@30%
Victor Track Rail, 7c ₱ ft....60&10&2½%

Rakes, Etc
Cronk's:
Malleable....70%
New Champion....75%
Victor....80%
Anti-Clog Lawn....75%
Never Break Garden....75&10%
Queen City Lawn....40%
Kohler's:
	Net
Lawn Queen, 20	$3.45
" " 24	3.60
Jumbo Lawn, 36	5.25
Paragon (wood head)	2.75
Steel Garden, 10th	2.24
" " 12th	2.40
" " 14th	2.64
" " 16th	2.88

Rasps, Horse
Disston's....75%
New Nicholson Horse Rasp...70&10&75&5%
See also Files.

Razors
Electric....List Net
Boracic....60%
Fox....50%
J. R. Torrey Razor Co....20%
Wostenholm & Butcher, $10.00 to £....10%

Razor Hones
Belgian German and Swaty, all sizes...50%

Registers and Ventilators
HOT AIR—
New list, July 1, 1905:
Black Japanned, White Japanned, Bronzed Finishes, Electro-Plated and Nickel Plated....70&10%
White Porcelain....60%
Solid Brass and Bronze Metal....50%

Revolving Chimney Tops
Iwans' Volcano....50&5%

Rifle Cleaners
Bishops':
Small Bore Rifle Cleaner, ₱ doz....$3.00

Rings
See Bull and Hog Rings.

Rivets and Burrs
COPPER—
Belt with Burrs....50&60&60%
Hose with Burrs....50&10&60%

IRON OR STEEL—
New list, Jan. 8, 1904.
Tinners....75%&5%
Miscellaneous....75%&5%

Rivet Sets
Regular list....70%

Rollers, Stay
Cronk's: Nos.	50	55	56	60	65
₱ Dozen	$1.00	.50c	.75c	.75c	.90c

Rope
Cotton Rope:	₱ Lb
Best ¼ in. and larger	16½c
Medium	14½c
¼ in. and larger	
Common	10½c

Jute Rope:
A grade....6c
C grade....5½c
Manilla Pure:
7-16 in. and larger....13c
¾ in....12½c
¼ and 5-16....11c
Sisal, Pure:
7-16 in. and larger....10c
¾ in....10½c
¼ and 5-16 in....11c

Root Cutters
Lane's....25%

Rules
Athol, Steel....33⅓%
Boxwood....60&10@60&10&10%
Ivory....35&10@35&10&5%
Keuffel & Esser Co.:
Folding, wood....35&10%
" steel....33⅓&10%
Lufkin's:
steel....50&10%
Lumber....60%
Miscellaneous, Stanley's....60%

Sad Irons
DOVER ASBESTOS—
Polishing....50%
Pressing....50%
Laundry....45%
Sleeve....50%
Tourist....50%
Toy....50%
Blacklock:
Plain black in cases, ₱ 100 lbs....$2.75
Bronze finished in cases, ₱ 100 lbs....3.15
Aluminum finish, in cases, ₱ 100 lbs. 2.95
Full nickel, in cases, ₱ 100 lbs....3.75

COLD HANDLED—
Enterprise Mfg. Co. of Pa....20&5&5%

Safety Fuse
See Fuse.

Safety Lifts
Burr Mfg. Co., steel....70&10%

Sand and Emery Paper and Cloth
Baeder, Adamson & Co's. list:
Emery cloth....50&10@60%
Garnet paper....25%
Flint and emery paper....50&10@60%

Sash Balances
Caldwell Mfg. Co....50%
Pullman....50&10@60%
Victor bronze....75%
Victor steel....70%

Sash Chain
Competition....50&10%
Giant....40%
Monarch B. C. Co....70%
Pullman bronze....70%
Pullman cop steel....70&10&10%
Royal metal....65&5%
Steel B. C. Co....70&10%
Steel, copperplated....70%
Victor bronze....70%
Victor steel....75%

Sash Cord & Weight Fastener
Ives....40%

Sash Cord
Cable Laid Italian, ₱ lb....16@18c
Cable Laid Russia, ₱ lb....15c
Common India, ₱ lb....10@10½c
Patent Russia, ₱ lb....14c
Patent India, ₱ lb....12½@13c
Silver Lake:
A Quality, drab, ₱ lb....40c
A Quality, white, ₱ lb....35c
B Quality, drab, ₱ lb....35c
B Quality, white, ₱ lb....30c

Sash Fasteners
Imperial....33⅓%
Sash rollers....70%
Ives casement fasteners....40%
Champion....50%
Monitor, steel....25%
Shutter sheaves....60%
Window screen sash lifts....62%

Sash Locks
Champion meeting rail....50%
Champion side....60%
Ives' patent:
Bronze and Brass....62½%
Crescent....50&10%
Iron....62½%
Window ventilating....40%
Robinson pat. ventilating sash lock...40%
Wrought bronze and brass....55%
Wrought steel....55%
Payson's signal....80%
Pullman patent ventilating....25%

Sash Weights
Ton lots at factory (Eastern)....$25.00

Sausage Stuffers or Fillers
Enterprise Mfg. Co....25@25&7½%
National Specialty Mfg. Co....30%

Saws
Atkins:
Band to 14 in. wide....90%
Band ¼ to 3-16 in. wide....50%
Butcher....40&10%
Pruning and Compass....40%
Circular....50%
Cross Cut....35&5%
Gang....50%
Hand, Panel and rip....40%
Wood....40&10%
Diamond Saw and Stamping Works:
Sterling Kitchen saws....25%
Disston's:
Circular, solid and inserted tooth....50%
Band 8 in. to 16 in. wide....60%
Band ¼ in. to 1¾ in....60%
Cross cuts....50%
Narrow cross cuts....55%
Mulay, mill and drag....50%
Framed wood saws....35%
Wood saw blades....35%
Wood saw rods....45%
Hand saws, Nos. 12, 99, 9, 16, D100, D68, 120, 76, 77, 8....22½%
Hand saws, Nos. 7, 107, 107½, 8, 1, 0, 00, combination....20%
Compass, keyhole, pruning, dovetail, &c....25%
Butcher saws and blades....35%
C. E. Jennings & Co's.:
Butcher....30&10%
Hand Panel, rip & other saws..30&2½&10%
Peace:
Cross cuts....50%
Hand panel and rip....30%
Richardson:
Circular and mill....50%
X cuts....50%
Hand saws....30%
Star, Butcher....25%

HACK SAWS AND FRAMES—
Chatillon....30%
Diamond Saw & Stamping Works:
Sterling hack and saw blades....35%
Sterling hack saw frames....20%
Disston's:
Concave blades....25%
Keystone flex. back and mach. blades 40%
Hack saw frames....30%
Griffin's:
Complete....40&10%
Saw blades....35&5&10%
Star, saws and blades....23%

Saw Filer
Disston's D8 Clamp and Guide, $30.00 ₱ doz....30%

Saw Frames
C. E. Jennings & Co....20%
Richardson's Wood....net

Saw Sets
Atkins:
Criterion saw sets, ₱ doz....$6.00
Excelsor saw tools, " "....6.00
Disston's Monarch, Nos. 1 & 10 & Star...30%
Hart's patent lever....20%
Kohler's:
"Giant Royal," ₱ doz. net....$6.50
"Royal," ₱ doz. net....5.00
Morrill's:
Nos. 1, $15.00; 10, $15.68; 11, $15.68....50%
Cross cuts, Nos. 3 & 4, $20.68; 5, $30.00..50%
Richardson's....25%
Seymour Smith & Son, hammer, ₱ doz. $4.75
Stillman's, ₱ doz....1.00
Taintor's Positive, $18.00 ₱ doz....60%

Scales
Chatillon's:
Eureka....40%
Favorite....40%
Grocers' triple scales....50%
Family, Turnbull's....30@30&10%
Hatch:
Counter....40%
Tea....40%
Union Platform, plain....$1.80@$2.00
Striped....$2.00@$3.20
Pelouze....50%

Scale Beams
Chatillon's No. 1....30%
Chatillon's No. 2....40%

Scrapers, &c
Adj. Box scrapers (S. R. & L. Co.) $6.00....45%
Box, 1 handle, ₱ doz....$2.00
Box, 2 handle, ₱ doz....$3.00@$4.00
Foot....55&5&60&5%
Ship, Common, ₱ doz., net....$2.40
Ship, R. I. Tool Co....10%

SIDEWALK—
Kohler's steel No. 7, ₱ doz....$2.50

Screens
DOOR—
Phillips.	₱ Doz
Style E, ¼ in.	$10.00
Style O77, ¼ in.	7.50
Style X Y, ¼ in.	10.50

WINDOW AND FRAMES—
Phillips:
Flyer pattern....60&10@60&10&5%
Air Line pattern....60&10%
Perfection....60&10@60&10&5%
Screen frames....70&5@60&10%

Screw Drivers
Brace Screw drivers....25&10&5%
Buck Bros....30%
Screw Driver Bits....27½
Champion....40%
Disston's Flat Blade, electric, telegraph and cabinet makers....70%
Electric spiral, No. 01, ₱ doz., net....$6.00
Electric spiral, No. 02, " " " " 5.00
Ellrich's socket and ratchet....40&10%
Fray's hollow hdle sets, No. 3, $12.00....50%
C. E. Jennings & Co., No. 285....40&10%
Jennings & Griffin....66⅔%
Sargent & Co's.:
No. 1 forged blade....50&10@50&10&5%
Nos. 20 and 40....66⅔%
Screw Driver bits (Snell's) ₱ doz....60c
Stanley R. & L. Co's.:
No. 64, varnished handles....60&10%
No. 86....70&10%
Victor....55%
Defiancio....70%
Snell's No. 5....75%
No. 10....80%
Nos. 20 and 30....70%
Tower & Lyon:
Champion....40%
Magazine....25%
Machinists'....40%
Belsley's patent....33⅓%

Screws
WOOD SCREWS—
List July 22, 1903.
Drive screws, diamond point....87½&10%
Iron, bright flat head....87½&10%
Iron, bright round and oval head....85&10%
Brass, flat head....85&10%
Brass, round head....80&10%
Bronze, flat head....77½&10%
Bronze, round head....75&10%
Nickel Plated, iron flat head....77½&10%
Nickel Plated, iron round head....77½&10%

MACHINE—
List, January 1, 1898.
Brass, flat head; Brass, round head; Iron, flat head; Iron, round head...50&50&10%

COACH, LAG AND HAND RAIL—
G. P. Coach, list Oct. 1, '99....75&12½%
Hand Rail....70&10@75%
Lag screws, list Oct. 1, 1890.
Cone Point....75&17 ½

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BENCH, HAND, ETC—
Bench, iron, ₱ doz.....1 in., $2.50@$2.75
1¼, $3.00@$3.25; 1½, $3.50@$3.75
Bench, wood, beech.....30@30&5%
Hand, wood.....30@30&5%
Jack Screws, Miller's Falls, roller bearing.....50&10%
Jack Screws, Miller's Falls, without roller bearing.....40&10&10%
Jack Screws, P. S. & W.....50@50&5%
Jack Screws, Sargent's.....70&10%

Scroll Saws

Cricket.....10&10%
C. E. Jennings & Co.....25%
Lester, complete, $10.00.....15&10%
Rogers, complete, $4.00.....15&10%

Scythes

₱ Doz
Wadsworth's:
Natural Finish, grass; Polished Blade, grass; Painted or Bronzed, grass; Clipper, grain; weed and bush.....40%

Scythe Rifles

3-Coat, ₱ gro., $10.00 } 40%
4-Coat, ₱ gro., $12.00 }

Scythe Stones

₱ Gro
No. 1, Indian Pond.....$ 7.00
No. 2, " " 4.50
White Mountain..... 9.00
Black Diamond..... 12.00
Lamoille..... 11.00
Green Mountains..... 6.00 } 40%
Leader Red End..... 4.50
Willoughby Lake..... 9.00
Extra Quinnebog..... 7.00
Pike's Corundum..... 24.00
" Emery..... 15.00

Seeders

Raisin, Enterprise.....25@30%

Shears

Acme (cast).....40@40&5%
Ætna, Steel Japanned.....80&20%
Ætna, Steel Nickeled.....70&20%
Barnard Lamp Trimmers.....40%
Carrier Cutlery Co.:
N. P. Straight Trimmers.....66⅔%
N. P. Bent Trimmers.....66⅔%
Japanned Straight.....70&10%
Japanned Bent.....70&10%
Cronks
Nickel Plated.....60&10%
Japanned.....60&20%
Heinisch's:
Straight Trimmers, etc.60&10@60&10&10%
Tailors' Shears.....40%
Tinners' Snips.....40%
Pruning, See Pruning Hooks and Shears.
Seymour's Standard List:
Japanned.....70%
Nickeled.....60%
Standard Cutlery Co.:
Japanned.....70&10%
Nickeled.....60&10%
Star Brand:
Nickel Scissors.....60%
Nickel Shears.....60%
Japan Shears.....70%
Tailors' Shears.....40&10%
Pruners.....70%
Tinners' Snips.....40&10%

Shears, Hedge

Wm. Wilkinson & Sons.....50%

Sheaves

SLIDING DOOR—
Corbin's list.....60&10&2%
Hatfield's Pattern.....70&10@80%
Stowell's Anti-Friction.....50%
Patent Roller.....60&10@60&10&5%
SLIDING SHUTTER—
Sargent's list.....70%

Shells

See Ammunition.

Ship Tools

L. & I. J. White.....25%

Shot

See Ammunition.

Shovels and Spades

Association List, Nov. 15.....40%
F. E. Kohler Co.....net prices
Avery Stamping Co.....net prices

Shutter Bars

Ives'.....45%

Shutter Bolts

See Bolts, Shutter.

Sifters, Flour

Hunter's Genuine, ₱ gross....$10.50@$11.50

Skate Sharpeners

Eureka.....₱ doz.. $1.75; ₱ gro., $18.00

Slaters' Tools

Plumbs.....30%

Slaw and Kraut Cutters

Disston's:
Slaw, vegetable, corn grater, turnip shredder.....40%
Kraut cutters, 24x7, 26x6, 30x9.....55
Kraut cutters, 36x12, 40x12.....40%
Enterprise Mfg. Co.....25@30%
Tucker & Dorsey:
1 knife, ₱ gro.....$18.@$20.00
2 knives, ₱ gro.....$22.50@$30.00
Kraut cutters.....40%
Woodrough & McFarlin.....40%

Sledges and Heavy Hammers

See Hammers.

Slicers

Vegetable, Enterprise.....25%

Smiths' Bellows

See Bellows.

Snaps, Harness, &c

German, new list.....40@40&10%
Sargent's:
Patent Guarded.....66⅔%
Covered Spring.....50@55%
Covert Mfg. Co.:
Covert Breast strap, bkle snaps.....45%
Yankee Breast strap, bkle snaps.....17½%
Breast strap protector.....45&2%
Double for bits or trace carrier.....45%
Trojan snaps.....45%
High grade snaps.....45%
Jockey snaps.....35%
Derby snaps.....30&2%
Rope snaps.....35&5%
Yankee snaps.....30&2%

Scythe Snaths

National Snath Co.....45&50%
Grain cradles.....40&12½%

Spoke Shaves

Bailey's (Stanley R. & L. Co.).....50&10%
Razor Edge.....35%
Iron, ₱ doz.....50&10%
Miller's Falls.....15&10%
Seymour Smith & Sons, iron.....20%
Wm. Johnson's:
Wood, best.....30%
Wood, second quality.....33⅓%

Spoons and Forks

Boardman's:
Nickel silver, catalogue "D".....net list
SILVER PLATED FLAT WARE—
L. Boardman & Son, cat'lge "D" net list
International Silver Co.:
"1847".....40&10%
"Anchor".....60%
"Eagle".....50&10%
"Star".....50&10%
Rogers, Smith & Co.....50&10%
Rogers & Hamilton.....40&10%
Holmes & Edwards.....50&10&10%
Germau silver, unplated.....60@60&5%
KNIVES AND FORKS, NO. 12—
₱ Doz. Net
"1847".....$3.50
"Anchor".....3.25
"Eagle".....3.25
"Star".....3.25
Rogers, Smith & Co.....3.25
Rogers & Hamilton.....3.25
Holmes & Edwards.....3.00

Springs

See Door Springs.

Spring Balances

See Balances.

Spring Hinges

See Hinges.

Squares

Disston's Try sq're & T bevels, new list..70%
Try square and T bevel.....60&10&1@70%
Winterbottom's Try and Mitre:
Iron Handle.....40%
Wood Handle.....50%
Nickel-pl'ted, new list, Jan. 5, '00.70&10&10%
Steel and iron.....70&10&10%

Staples

Barbed blind, ⅛, ¼, & ⅜ in., ₱ lb.....6½c
FENCE—
Same price as Barb Wire, see trade report.

Stay Rollers

Cronk's, No. 50, net ₱ doz.....$1.00
" " 55 " " " 60c
" " 56 " " " 84c
" " 60 " " " 84c
" " 65 " " " 80c
Lane's, Nos. 1, 2 and 3.....40%

Steels

Chatillon's "Dicks".....30%

Stocks and Dies

BICYCLE—
Holroyd & Co.....40&10%
BLACKSMITH'S—
Butterfield's.....35&40%
Gardner.....33⅓&10%
Holroyd & Co.....50&10&5%
Holroyd's R'd Adj. screw plates.....50%
Reece's new screw plates.....25%
Lightning screw plate.....25%
PIPE MAKERS—
Holroyd & Co.....80&10%@80&10%

Stones

See Oilstones.

Stops

See Bench Stops.

Store Door Handles

See Handles.

Store Ladders

Lane's.....10%
Myers' Noiseless.....50%

Stove Bolts

See Bolts.

Stove Polish

See Polish, Stove.

Sweepers

See Carpet Sweepers.

Tackle Blocks

See Blocks.

Tacks, Brad, &c

List January 15, 1899.
American cut tacks.....90&25%
S. S. cut tacks.....90&30&5%
Carpet Tacks:
American blued.....90&25&5%
American tinned.....90&25&5%
Swedes Iron Tacks:
S. S.....90&30&10&5%
Bill Posters' and Railroad Tacks:
S. S.....90&45&5%
Common and Patent Brads.....80&10&5%
Gimp Tacks:
S. S.....90&45&5%
Hungarian Nails, steel.....80&20&5%
Lace Tacks:
S. S.....90&45&10%
Looking Glass Tacks.....65&5%
Trimmers' Tacks:
S. S.....90&30&10&5
Trunk and Clout Nails:
Steel, black.....80&10%
Steel, tinned.....80&10%
Upholsterer's Tacks:
S. S.....90&40&5%
MISCELLANEOUS—
Double Point, in dozens.....90&6tens
Shade, in dozens.....90&10&10%
Shade, in bulk.....80%

Tack Pullers

Columbia, No. 1, ₱ doz., net.....$5.00
" " 2, " " 1.00
Little Jack, ₱ doz., net..... 1.00

Tapes, Measuring

Eddy's:
American Asses' skin.....40&10@50%
Leather Case.....25@25&10%
Star steel.....40@40&10%
Steel.....30&5@35%
Chestermans.....25@25&5%
Keuffel & Esser Co.:
"Favorite" Ass skin.....40&10@50%
"Favorite" Duck & Leather.25&5@25&10%
Metallic steel, lower list..... 35@35&5%
Pocket.....35@35&10%
Lufkin's steel and metallic.....30@33⅓%

Tap Borers

See Borers, Tap.

Taps

American Screw Co.:
Machine screw.....70%
Holroyd & Co's.:
Blacksmiths.....60&10%
Machine screw.....75&10@80%
Machinists's Hand:
1-16 to 1¼ in. inc.....65&10%
1⅜ to 2 in.....50&10&5%
2⅛ to 3 in. inc.....33⅓&10%
3⅛ to 4 in. inc.....20%
Pipe, ⅛ to 1¼ in.....80&20%
Pipe, 2 to 3 in.....80&15%
Pipe, 3½ and 4 in.....66⅔&15%

Tap Wrench

Rollis Hdw. Co., $6.00.....50%

Thumb Latches

See Handles.

Ties, Wall and Veneer

The Metal Stamping Co., Niagara...20&10%

Tinware

Stamped, Japanned and Pieced..net prices

Tire Bolts

See Bolts.

Tobacco Cutters

National Specialty Co.....40%
Enterprise Mfg. Co.....25@30%

Toilet Clippers

See Clippers.

Trammel Points

C. E. Jennings & Co., "Eureka".....25%
Disston's.....70%
Sargent's.....40&10%
Stanley's.....45%

Transom Lifters

Payson's solid grip, Nos. 643 and 644, ₱ 100, net.....$38.00
Payson's:
Balance, Iron list.....70&10&10%

Traps

FLY—
Balloon..... ₱ doz. $1.25, ₱ gro., $12.00
Globe..... " " 1.25, " " 12.00
Harper..... " " 1.40, " " 13.50
GAME—
Enterprise Mole..... 15&10%
Hawley & Norton..... 65%
Newhouse..... 45@45&5%
Victor.....70&10@70&10&5%
MOUSE AND RAT—
Hotchkiss:
Metallic Mouse.....50%
Improved Rat.....50%
New Rat.....50%
Mouse, round wire, ₱ doz., $1.00.....10%
Mouse, wood, choker, ₱ doz. holes.....9c
Marty French rat & mouse traps (Genuine):
No. 1, Rat, ea., $1.21; ₱ doz..... $13.25
No. 3, Rat, ₱ doz., $6.50; case of 50.. 5.75
No. 3½, Rat, ₱ doz., $5.25; case of 72.. 4.70
No. 4, Mouse, ₱ doz., $3.85; " " 150 3.00
No. 5, " " " $3.00; " " 150 2.25
Smith & Egge Mfg. Co.: ₱ Doz
Superior Rat Trap.....$15.00
Yankee Mouse Trap..... 5.50
Yankee Rat Trap..... 11.00

Trouser Hangers

Pullman No. 1, ₱ gro.....$ 9.00
" " 4, " " 24.00

Trowels, Mechanics

Brade's Brick.....30%
Disston's:
Brick and Pointing.....30%
Plastering.....25%
"Standard Brand" and Garden.....35%
C. E. Jennings & Co.:
Brick.....30%
Plastering.....25%
Pointing.....30%
W. & McP. Plastering.....25%
"Rose" Brick, Plst'rng & Moulding..25&5%

Trowels, Garden

Kohler's
Mal. Hdl. Jap., ₱ gross, net.....$5.00
" " Tinned, ₱ gross, net..... 6.20
Wood Hdl., ₱ gross, net..... 4.50
Disston's.....35%

Vegetable Slicers

Enterprise Mfg. Co.....25%

Vises

Oval slide.....60&10%
Solid box.....60&10@60&10&10%
Columbian Hdw. Co.:
Nos. 110 and over.....50&5%
Nos. 100 and under.....50&10%
Solid box, horseshoers', Nos. 60, 65 & 70 50&10%
Machinists', Parallel.....40&45%
Coachmakers'.....40%
Armstrong's:
Combination.....50%
Plain and Hinge.....60%
Bonney's Champion.....40&10
Holland's.....40%
Howard's.....40%
Little Giant Bench.....25&2½%
Lowell Hand.....33⅓%
Massey:
Perfect.....20%
Clincher.....35@40%
Wood-working.....15@20%
Planer.....15@20%
Comb. Pine.....40%
Millers' Falls:
Mechanics'.....10%
Oval Glide.....60&10%
Ball Clamp.....45&10%
Hand.....15&10%
Moore's.....20%
Prentiss.....20@25%
Sargent's.....40%
Sneliker's.....30@33⅓%
Stephen's.....30@33⅓%
Trenton.....40@40&5%
Wright's Pipe.....40%

SAW FILERS
Bonney's No. 1 & 3.....40%
Wentworth's.....40&10@50%

Wads

See Ammunition.

Wagon Jacks

Covert's Auto Screw Jacks.....30&2%
Mfg. Co's. steel.....45%
Automobile.....45%
Lane's steel.....30&10%

Washer Cutters

Otis A. Smith's.....20&10&10%

Weights, Hitching

Covert Mfg. Co.....40&2%

Well Wheels

Japanned, 8 to 14 in.....net

Weed Extractors

"Pastime," ₱ doz., net.....$1.75

Window Cleaners

Barnes Mfg. Co.....40%
Bosley's Peerless.....60%
Bosley's X. L. C. R.....70%
Clayton's.....25&10%
Phœnix.....60%

Window Stop Adjusters

Ives' new list.....35%
Taplin's "Perfection".....35%

Wire Gauges

See Guages.

Wire and Wire Goods

Brass wire.....30@30&5%
Bright Wire Goods:
New list June 24, 1903.....90&10&10&10%
Cast steel wire.....50%
Copper wire.....15%
Annealed & Tin. on spools.....70&10&10%
Brass and Cop. on spools.60&10@60&10&10%
Spooled wire, ass'd for retailing.....70&5%
Market Wire, Bright or Annealed:
Nos. 6 to 9.....80&5%
Nos. 10 to 18.....80%
Nos. 19 to 26.....80&10%
Nos. 27 to 31.....80&5%
Galvanized:
Nos. 15 to 26.....75&5%
Coppered:
Nos. 6 to 14.....75&10%
Nos. 15 to 18.....75&10%
Tinned:
Nos. 6 to 14.....77½%
Nos. 15 to 18.....75&5%
Cast steel.....65%
Charcoal iron.....60%
Gun screw.....65%
Picture wire, list of Oct. 2, 1900.....85&10@85&10&10%
Stub's steel wire.....$6.00 to$ 33⅓%

Wire Clothes Lines

See Lines.

Wire Cloth, Netting, &c

Galvanized wire netting.....80&10@80&15%
Painted screen cloth, good quality, ₱ 100 sq. ft.....$1.20@$1.25

Wire Rope

Bright.....50&2½%
Iron, galvanized.....42½&2½%

Wire Rope Clips

Crosby.....25%

Wire Stretchers

W. C. Heller's grip, ₱ doz.....$1.50

Wrenches

Agricultural.....75&10@75&10&10%
Alligator.....70&10%
Baxter's.....70@70&10%
Machinists.....50%
Solid handle.....50%
Bemis & Call's:
Briggs pattern.....30&10%
Improved Pipe, bright.....60%
Patent Combination black.....40&5%
Patent Combination bright.....40%
Bicycle:
Club.....40%
Superior.....40%
Featherweight.....40%
Protection.....40%
Boardman's.....80@33⅓%
Coes':
Genuine.....40&10&5&5%
"Mechanics".....40&10&10&5&5%
Coes' pattern, wrought bar....60&5@60&10%
Donohue's engineer.....40&10%
Eagle pipe.....50&10%
Gem.....30%
Stillson pipe.....60&10%
Acme.....60@60&10%
Bull Dog.....70%
Hercules.....70%

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HARDWARE BUYERS' DIRECTORY

CLASSIFIED LIST OF ADVERTISERS

Agricultural Implements.
Geneva Tool Co., Geneva, Ohio
John H. Graham & Co., New York
American Fork & Hoe Co., Cleveland, O.

Animal Pokes
American Fork & Hoe Co., Cleveland, O.

Anti-Friction Metal
Magnolia Metal Co., New York

Anvils
Alfred Field & Co., New York

Arbor Presses
Chandler & Farquhar, Boston

Augers and Auger Bits
John H. Graham & Co., New York
C. E. Jennings & Co., New York
Russell Jennings Mfg. Co., Deep River, Conn.

Automobiles
J. Stevens Arm & Tool Co., Chicopee Falls, Mass.

Automobile Forgings
Thomson Drop Forge Co., Plantsville, Conn.

Awls
The H. H. Mayhew Co., Shelburne Falls, Mass.
Hurwood Mfg. Co., Bridgeport, Conn.

Axes and Edge Tools
L. & I. J. White Co., Buffalo, N. Y.

Axle Grease
Frazer Lubricator Co., New York
Snowflake Axle Grease Co., Fitchburg, Mass.

Axle Oil
The Frank Miller Co., New York

Babbitt Metal
Magnolia Metal Co., New York

Balances, Sash (Spring)
Pullman Mfg. Co., Rochester, N. Y.

Bank Railings
The Wm. Bayley Co., Springfield, O.
J. E. Bolles Iron & Wire Works, Detroit, Mich.

Barb Wire
Fuller Bros. & Co., New York

Barn Paints
E. E. Nice, Philadelphia, Pa.
Geo. W. Pitkin Co., Chicago, Ill.

Bath Room Fixtures
Buffalo Mfg. Co., Buffalo, N. Y.
Novelty Mfg. Co., Waterbury, Conn.

Bearing Metal
Magnolia Metal Co., New York

Beef Shavers
Enterprise Mfg. Co. of Pa., Phila.

Beet Forks
American Fork & Hoe Co., Cleveland, O.
Geneva Tool Co., Geneva, O.

Beet Hoes
American Fork & Hoe Co., Cleveland, O.
Geneva Tool Co., Geneva, O.

Bellows, Smiths'
C. E. Jennings & Co., New York, N. Y.

Bells and Gongs
John H. Graham & Co., New York

Belt Dressing
Jos. Dixon Crucible Co., Jersey City, N. J.

Belt Shifters
Chandler & Farquhar, Boston

Belting
Ames Sword Co., Chicopee, Mass.
Voorhees Rubber Mfg. Co., Jersey City, N. J.

Bench Shears
Chandler & Farquhar, Boston

Bicycles
Gendron Wheel Co., Toledo, Ohio
J. Stevens Arms & Tool Co., Chicopee Falls, Mass.

Bicycle Stands
F. E. Meyers & Bro., Ashland, Ohio

Bicycle Step Ladders
Bicycle Step Ladder Co., Chicago, Ill.

Bicycle Sundries
Cushman & Denison, New York
Harrington & Richardson Arms Co., Worcester, Mass.
Smith & Egge Mfg. Co., Bridgeport, Conn.
Edwin B. Stimpson & Son, New York

Bits
Alfred Field & Co., New York
C. E. Jennings & Co., New York
Russell Jennings Mfg. Co., Deep River, Conn.
The H. H. Mayhew Co., Shelburne Falls, Mass.

Blocks, Tackle
Lane Bros., Poughkeepsie, New York

Boiler Feeders
N. A. Watson, Erie, Pa.

Bolt and Screw Cases
J. D. Warren Mfg. Co., Chicago

Bolts, Bolt Ends, Etc
Columbus Bolt Works, Columbus, O.
Garland Nut & Rivet Co., Pittsburg, Pa.

Bolts, Wrought Barrel
Griffin Mfg. Co., Erie, Pa.

Boring Machines
Ajax Mfg. Co., Pittsburgh, Pa.
C. E. Jennings & Co., New York

Box Corner Fasteners
Cary Mfg. Co., New York
Standard Metal Strap Co., New York

Box Hasps and Hinges
Cary Mfg. Co., New York
Standard Metal Strap Co., New York

Box Straps
Cary Mfg. Co., New York
Standard Metal Strap Co., New York

Boxes (Paper)
National Metal Edge Box Co., Philadelphia, Pa.

Braces, Carpenters
John H. Graham & Co., New York
C. E. Jennings & Co., New York
The H. H. Mayhew Co., Shelburne Falls, Mass.

Brackets
E. E. Josef Mfg. Co., Buffalo, N. Y.

Brackets, Folding
Griffin Mfg. Co., Erie, Pa.

Brackets, Shelf
Griffin Mfg. Co., Erie, Pa.
Piqua Bracket Co., Piqua, Ohio

Brad Awls
Hurwood Mfg. Co., Bridgeport, Conn.

Brands, Burning
Schwerdtle Stamp Co., Bridgeport, Conn.

Brass and Composition Castings
Magnolia Metal Co., New York

Brass Goods
Walworth Mfg. Co., Boston, Mass.

Brass Novelties
Novelty Mfg. Co., Waterbury, Conn.

Bridge Rods
Columbus Bolt Works, Columbus, O.

Builders' Hardware
Champion Safety Lock Co., Geneva, O.
The Wm. Bayley Co., Springfield, O.
John H. Graham & Co., New York
Hobart B. Ives Co., New Haven, Conn.
Taylor & Boggis Foundry Co., Cleveland, O.

Bungs
John Sommer's Son, Newark, N. J.

Butcher Knives, Tools and Steels
John Chatillon & Sons, New York
Lamson & Goodnow Mfg. Co., Shelburne Falls, Mass.
L. & I. J. White Co., Buffalo, N. Y.

Butchers' Scales
John Chatillon & Sons, New York
Osgood Scale Co., Binghampton, N. Y.

Butchers' Tools
John Stortz & Son, Philadelphia, Pa.

Butts, Door
Bommer Bros., Brooklyn, N. Y.
Griffin Mfg. Co., Erie, Pa.
McKinney Mfg. Co., Allegheny, Pa.

Butts, Spring
Bommer Bros., Brooklyn, N. Y.
Niles Mfg. Co., Chicago

Cabinets, Bolt
J. D. Warren Mfg. Co., Chicago, Ill.

Cabinets, Hardware
J. D. Warren Mfg. Co., Chicago, Ill.

Cabinets, Medicine
Udell Works, Indianapolis, Ind

Calipers
Alfred Field & Co., New York
C. E. Jennings & Co., New York
Massachusetts Tool Co., Greenfield, Mass.
Sawyer Tool Mfg. Co., Fitchburg, Mass.
Smith & Egge Mfg. Co., Bridgeport, Conn.
L. S. Starrett Co., Athol, Mass.
J. Stevens Arms & Tool Co., Chicopee Falls, Mass.

Can Openers
John H. Graham & Co., New York
A. F. Meisselbacher & Bro., Newark, N. J.

Carpenters' Pencils
Jos. Dixon Crucible Co., Jersey City, N. J.

Carpet Beaters
Holt-Lyon Co., Tarrytown, N. Y.

Carpet Sweepers
Bissell Carpet Sweeper Co., Grand Rapids, Mich.
Streator Metal Stamping Co., Streator, Ill.

Carriage Bolts
Columbus Bolt Works, Columbus, O.

Carriage Top Dressing
Frank Miller Co., New York

Carriers, Hay
F. E. Meyers & Bro., Ashland, Ohio

Cash Registers
National Cash Register Co., Dayton, O.

Catalogue Cases
J. D. Warren Mfg. Co., Chicago, Ill.

Cement Rollers
John Stortz & Sons, Phila., Pa.

Chafing Dishes
Buffalo Mfg. Co., Buffalo, N. Y.

Chain Hoist
Jos. F. McCoy Co., New York.

Chains
Covert Mfg. Co., West Troy, N. Y.
Alfred Field & Co., New York
Fuller Bros., New York
Oneida Community, Oneida, N. Y.

Chains, Cow
Covert Mfg. Co., West Troy, N. Y.
Oneida Community, Kenwood, N. Y.

Chains, Halter
Oneida Community, Ltd., Kenwood, N. Y.

Chains, Sash
Oneida Community, Kenwood, N. Y.
Smith & Egge Mfg. Co., Bridgeport, Conn.

Checks, Brass
Schwerdtle Stamp Co., Bridgeport, Conn.

Cherry Stoners
Enterprise Mfg. Co. of Pa., Phila.
Goodell & Co., Antrim, N. H.

Chisels
L. & I. J. White Co., Buffalo, N. Y.

Chisels, Cold
Hurwood Mfg. Co., Bridgeport, Conn.
John Stortz & Son, Philadelphia, Pa.

Chisels, Firmer
Alfred Field & Co., New York
C. E. Jennings & Co., New York
L. & I. J. White Co., Buffalo, N. Y.

Clamps
North Bros. Mfg. Co., Phila., Pa.
Smith & Egge Mfg. Co., Bridgeport, Conn.

Clamps, Rug and Carpet
E. E. Josef Mfg. Co., Buffalo, N. Y.

Cleavers
John Chatillon & Sons, New York
L. & I. J. White Co., Buffalo, N. Y.

Clippers, Horse and Barbers'
American Shearer Mfg. Co., Nashua, N. H.
Alfred Field & Co., New York
John H. Graham & Co., New York

Clocks Alarm
Western Clock Mfg. Co., La Salle, Ills.

Closet Pulls
Smith & Egge Mfg. Co., Bridgeport, Conn.

Clothes Bars
A. J. Phillips Co., Fenton, Mich.

Coat Hanger (Folding)
Leader Mfg. Co., Hartford, Conn.

Coat, Hat and Ceiling Hooks
John H. Graham & Co., New York

Coffee and Spice Mills
The Wm. Bayley Co., Springfield, O.
Enterprise Mfg. Co. of Pa., Phila, Pa.
W. H. Glenny & Co., Rochester, N. Y.
Lane Brothers Co., Poughkeepsie, N. Y.

Coil Springs (Door)
Pullman Mfg. Co., Rochester, N. Y.

Coke Forks
Geneva Tool Co., Geneva, O.

Conductor Pipe
American Steel Roofing Co., Middletown, O.

Contractors' Plows
Syracuse Chilled Plow Co., Syracuse, N. Y.

Contractors' Tools
John Stotz & Sons., Philadelphia, Pa.

Cooking Utensils (Never Break)
Avery Stamping Co., Cleveland, Ohio.

Coopers Tools
L. & I. J. White Co., Buffalo, N. Y.

Cork Pullers
Enterprise Mfg. Co. of Phila., Pa.
Erie Specialty Co., Erie, Pa.

Corkscrews
Erie Specialty Co., Erie, Pa.
Alfred Field & Co., New York

Corn Hooks
Geneva Tool Co., Geneva, O.

Corn Sheller, (Hand)
The Wm. Bayley Co., Springfield O.

Corundum
Pike Mfg. Co.

Cotton Hoes
Geneva Tool Co., Geneva, O.

Counterfeit Detectors
Pelouze Scale & Mfg. Co., Chicago

Counters, Hardware
J. D. Warren Mfg. Co., Chicago, Ill.

Counters, Nail Bin
J. D. Warren Mfg. Co., Chicago, Ill.

Countersinks
C. E. Jennings & Co., New York

Cover Lifters, Stove
Fanner Mfg. Co., Cleveland, O.

Crayons
Jos. Dixon Crucible Co., Jersey City, N. J.

Cupboard Catches
Champion Safety Lock Co., Geneva, O.

Cupboard Turns
Champion Safety Lock Co., Geneva, O.

Curled Hair
Baeder, Adamson & Co., N. Y., Phila. Boston and Chicago

Curry Combs
John H. Graham & Co., New York

Cuspadors
Buffalo Mfg. Co., Buffalo, N. Y.

Cutlery, Pocket
John Chatillon & Sons Co., New York
Cronk & Carrier Mfg., Elmira, N. Y.
Jos. Rodgers & Sons, Sheffield, England

Cutlery, Table
Alfred Field & Co., New York
Lamson & Goodnow Mfg. Co., Shelburne Falls, Mass.
Jos. Rodgers & Sons, Sheffield, England

Cut Nails
Fuller Bros. & Co., New York

Cutters, Rod
J. Stevens Arms & Tool Co.

Cutters, Wire
Cronk & Carrier Mfg. Co., Elmira, N. Y.

Cutting Pliers
Cronk & Carrier Mfg. Co., Elmira, N. Y.

Dairy Scales
Osgood Scale Co., Binghampton, N. Y.

Dampers
Fanner Mfg. Co., Cleveland, O.
Taylor & Boggis Foundry Co., Cleve., O.

Dies, Steel
Schwerdtle Stamp Co., Bridgeport, Conn.
Walworth Mfg. Co., Boston, Mass.

Display Racks
Piqua Bracket Co., Piqua, Ohio.

Dogs Collars and Muzzles
Alfred Field & Co., New York

Door Holders
Caldwell Mfg. Co., Rochester, N. Y.
Pullman Mfg. Co., Rochester, N. Y.

Door Checks and Springs
Caldwell Mfg. Co., Rochester, N. Y.

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Dormant Scales
Osgood Scale Co., Binghamton, N. Y.

Drawers, Hardware
J. D. Warren Mfg. Co., Chicago, Ill.

Drawer Pulls
Griffin Mfg. Co., Erie, Pa.
Champion Safety Lock Co., Geneva, O.

Drawing Instruments
C. E. Jennings & Co., New York
Keuffel & Esser Co., New York
Massachusetts Tool Co., Greenfield, Mass.
Sawyer Tool Mfg. Co., Fitchburg, Mass.
L. S. Starrett Co., Athol, Mass.

Drawing Knives
L. & I. J. White Co., Buffalo, N. Y.

Drills, Bench
Chandler & Farquhar, Boston, Mass.
(See Twist Drills)

Dripping Pans
The Bronson Walton Co., Cleveland, O.

Drop Forgings
Thomson Drop Forge Co., Plantsville, Conn.

Dumb Waiters
Kimball Bros. Co., Council Bluffs, Iowa
O'Neill Elevator Co., Philadelphia, Pa.

Duplicating Machines
Felix P. J. Daus Duplicating Co., N. Y.

Ears, Knobs and Handles
Berger Bros. Mfg. Co., Philadelphia, Pa.

Edge Tools
L. & I. J. White Co. Buffalo, N. Y.

Egg Beaters (Dover)
Holt Lyon Co., Tarrytown, N. Y.

Electric Bells and Supplies
John H. Graham & Co., New York

Elevator Enclosures and Bars
The Wm. Bayley Co., Springfield, O.
J. E. Bolles Iron & Wire Works, Detroit, Mich.

Elevators
Kimball Bros. Co., Council Bluffs, Iowa
O'Neill Elevator Co., Philadelphia, Pa.

Emery and Garnet Paper
Baeder, Adamson & Co., N. Y., Phila. Boston and Chicago

Emery Paper and Cloth
Baeder & Adamson, Co., Phila. & N. Y.

Emery Wheels
Pike Mfg. Co., Pike, N. H.

Envelope and Stamp Lubricators
Pelouze Scale & Mfg. Co., Chicago

Export Agents
John H. Graham & Co., New York

Farm Fencing
New Jersey Wire Cloth Co., Trenton and New York

Farming Tools
Am. Fork & Hoe Co., Cleveland, O.
Geneva Tool Co., Geneva, O.

Faucets, Metal
John H. Graham & Co., New York

Faucets, Wood
John Sommer's Son, Newark, N. J.

Fences, Wire and Iron
Adams Steel & Wire Works, Joliet, Ill.
The Wm. Bayley Co., Springfield, O.
J. E. Bolles Iron & Wire Works, Detroit, Mich.
Enterprise Foundry & Fence Co., Indianapolis, Ind.
Stewart Iron Works, Cincinnati, O.
Van Dorn Iron Works Co., Cleveland, O.

Field Hoes
Geneva Tool Co., Geneva, O.

Files
G & H. Barnett Co., Philadelphia
Alfred Field & Co., New York
Nicholson File Co., Providence, R. I.

Fillers, Wood
E. E. Nice, Philadelphia, Pa.

Filters
Buffalo Mfg. Co., Buffalo, N. Y.
Champion Safety Lock Co., Geneva, O.
Gate City Filter Co., New York, N. Y.
Fulper Pottery Co., Flemington, N. J.
N. A. Watson, Erie, Pa.

Filters, Water
N. A. Watson, Erie, Pa.

Fire Arms
Alfred Field & Co. New York
Harrington & Richardson Arms Co., Worcester, Mass.
J. Stevens Arms & Tool Co., Chicopee Falls, Mass.

Fire Pots
Clayton & Lambert Mfg. Co., Detroit, Mich.

Fishing Floats
J. M. Mast Mfg. Co., Lititz, Pa.

Fishing Tackle
J. M. Mast Mfg. Co., Lititz, Pa.

Flint Paper
Baeder & Adamson Co., Phila. and N. Y.

Floor Plates
American Tube and Stamping Co., Bridgeport, Conn.

Food Choppers
The Wm. Bayley Co., Springfield, O.
Enterprise Mfg. Co. of Pa., Phila., Pa.

Forgings, Carriage
Columbus Bolt Works, Columbus, O.

Fruit Jar Wrenches
Champion Safety Lock Co., Geneva, O.

Fruit Presses
Enterprise Mfg. Co. of Pa., Philadelphia

Furnace Shovels
Geneva Tool Co., Geneva, Ohio

Furnace Shovels ("Tropic")
Avery Stamping Co.. Cleveland, Ohio.

Galvanized Wire
Fuller Bros. & Co., New York

Garden Hose
Voorhees Rubber Mfg. Co., Jersey City, N. J.

Garden Rakes—Steel
Am. Fork & Hoe Co., Cleveland, O.
Cronk & Carrier Mfg. Co., Elmira, N. Y.
Geneva Tool Co., Geneva, O.

Garden Tools
Alfred Field & Co., New York
Am. Fork & Hoe Co., Cleveland, O.
Geneva Tool Co., Geneva, O.
W. H. Glenny & Co., Rochester, N. Y.

Garden Trowels (Never Break)
Avery Stamping Co., Cleveland, Ohio.

Garnet Paper
Baeder & Adamson Co., Phila. and N. Y.

Gas Pliers
Cronk & Carrier Mfg. Co., Elmira, N. Y.

Gasfitters' Supplies
Armstrong Mfg. Co., Bridgeport, Conn.
Walworth Mfg. Co., Boston, Mass.

Gas Stoves
Taylor & Boggis Foundry Co., Cleveland, O.

Gauges
The H. H. Mayhew Co., Shelburne Falls, Mass.

Gauges, Butt
Stanley Rule and Level Co., New York

Gimlets
The H. H. Mayhew Co., Shelburne Falls, Mass.
C. E. Jennings & Co.

Glass Cutters
W. L. Barrett, Bristol, Conn.
Fletcher, Terry & Co., Forestville, Ct.
The H. H. Mayhew Co., Shelburne Falls, Mass.

Glue
Baeder, Adamson & Co., N. Y., Phila., Boston and Chicago

Grain Cradles
Am. Fork & Hoe Co., Cleveland, O.
Geneva Tool Co., Geneva, O.

Grain and Barley Forks
Am. Fork & Hoe Co., Cleveland, O
Geneva Tool Co., Geneva, O.

Graphite
Jos. Dixon Crucible Co., Jersey City, N. J

Grass Hooks
Am. Fork & Hoe Co., Cleveland, O.
Geneva Tool Co., Geneva, O.

Grates
Blacklock Foundry, South Pittsburgh, Tenn.

Grist Mills (Hand)
The Wm. Bayley Co., Springfield, O.

Gummers, Saw
Henry Disstons Sons., Phila., Pa.

Guns
Alfred Field & Co., New York,
Harrington & Richardson Co., Worcester Mass.
J. Stevens Arms & Tool Co., Chicopee Falls, Mass.

Hack Saws
Diamond Saw & Stamping Co., Buffalo, N. Y.
West Haven Mfg. Co., New Haven, Conn

Hack Saw Blades, Sterling
Diamond Saw & Stamping Works, Buffalo, N. Y.

Hack Saws (Universal)
West Haven Mfg. Co., New Haven, Conn.

Hair Felting
Baeder, Adamson & Co., N. Y. Phila., Boston and Chicago

Halter Chains
Covert Mfg. Co., West Troy, N. Y.

Halters, Web and Rope
Covert Mfg. Co., West Troy, N. Y.

Hammers
Henry Chenney Hammer Co., Little Falls, N. Y.
John H. Graham & Co., New York
Stanley Rule & Level Co., New York
Franklin Specialty Co., Reading, Pa.

Hammers, Adz-Eye
Henry Cheney Hammer Co., Little Falls, New York

Hand Carts
Syracuse Chilled Plow Co., Syracuse, N. Y.

Handles, Tool
Berger Bros. Co., Philadelphia
Geneva Tool Co., Geneva, O.

Hangers, Barn Door
Cronk & Carrier Mfg. Co., Elmira
John H. Graham & Co., New York
McKinney Mfg. Co., Allegheny, Pa.
Richards Mfg. Co., Aurora, Ills.

Hangers, Coat and Hat
Cronk & Carrier Mfg. Co., Elmira, N. Y.
W. H. Glenny & Co., Rochester, N. Y.

Hangers, Joist and Wall
Van Dorn Iron Works, Cleveland, O.

Hangers, Parlor Door
Richards Mfg. Co., Aurora, Ills.
Lane Bros. Co., Poughkeepsie, N. Y.

Hangers, Pipe
Berger Bros. Co., Philadelphia.
Walworth Mfg. Co., Boston, Mass.

Hardware Cabinets
J. D. Warren Mfg. Co., Chicago, Ill.

Hardware Cases
J. D. Warren Mfg. Co., Chicago, Ill.

Hardware Mfrs' Agents, Etc.
John H. Graham & Co., New York
Robert Murray, New York

Hardware Shelving
J. D. Warren Mfg. Co., Chicago, Ill.

Hardware Specialties
Alfred Field & Co., New York
Enterprise Mfg. Co. of Pa., Phila.
Robert Murray, New York
Taylor & Boggis Foundry Co., Cleveland, O.
Lane Bros. Co., Poughkeepsie, N. Y.
Pullman Mfg. Co., Rochester, N. Y.
Franklin Specialty Co., Reading, Pa.
E. E. Josef, Mfg. Co., Buffalo, N. Y.

Harness Dressing
Frank Miller Co., New York, N. Y.

Harness Snaps
Covert Mfg. Co., West Troy, N. Y.

Hatchets
Franklin Specialty Co., Reading, Pa.

Hasps and Staples
Griffin Mfg. Co., Erie, Pa.
McKinney Mfg. Co., Allegheny, Pa.

Hay Carrying Tools
F. E. Myers & Bro., Ashland, Ohio

Hay Forks
Am. Fork & Hoe Co., Cleveland, O.
Geneva Tool Co., Geneva, O.

Header Forks
Geneva Tool Co., Geneva, O.

Heaters (Carriage)
Standard Stamping Co., Marysville, O.

Hinges
Griffin Mfg. Co., Erie, Pa.
McKinney Mfg. Co., Allegheny, Pa.
Niles Mfg. Co., Chicago.

Hinges, Spring
Bommer Bros., Brooklyn, N. Y.
Niles Mfg. Co., Chicago

Hoist Chain)
Jos. F. McCoy Co., New York.

Hoisting Machinery
Kimball Bros. Co., Council Bluffs, Ia.

Hollow Ware
Blacklock Foundry, South Pittsburgh, Pa.

Hones, Razor
Alfred Field & Co., New York
Pike Mfg. Co., Pike, N. H.

Hook Racks
Udell Works, Indianapolis, Ind.

Hooks
Berger Bros. Co., Philadelphia
John H. Graham & Co., New York

Horse and Cattle Ties
Covert Mfg. Co., West Troy, New York
Oneida Community, Ltd., Kenwood, N. Y.

Horse Clipping Machines
Am. Shearer Mfg. Co., Nashua, N. H.

Horse Nails
Capewell Horse Nail Co., Hartford, Conn

Horse Rasps
G. & H. Barnett Co., Phila., Pa.
Nicholson File Co., Providence, R. I.

Hose (Fire)
Voorhees Rubber Mfg. Co., Jersey City, N. J.

Hose (Garden)
Voorhees Rubber Mfg. Co., Jersey City, N. J.

Hose Pipe
F. E. Myers & Bro., Ashland, Ohio

Hose, Rubber
F. E. Myers & Bro., Ashland, Ohio
Voorhees Rubber Mfg. Co., Jersey City, N. J.

Holders, Pillow Sham and Dust Pan
E. E. Josef Mfg. Co., Buffalo, N. Y.

Household Specialties
W. H. Glenney & Co., Rochester, N. Y.

Ice Balances
John Chatillon & Sons, New York
Pelouze Scale & Mfg. Co., Chicago

Ice Chisels
John Chatillon & Sons, New York

Ice Cream Freezers
John H. Graham & Co., New York
North Bros., Mfg. Co., Philadelphia

Ice Creepers
Edwin B. Stimpson & Son, New York

Ice Picks
John Chatillon & Sons, New York
Erie Specialty Co., Erie, Pa.
C. E. Jennings & Co., New York
The H. H. Mayhew Co., Shelburne Falls Mass.
Hurwood Mfg. Co., Bridgeport, Conn.
Franklin Specialty Co., Reading, Pa.

Ice Tools
W. H. Glenny & Co., Rochester, N. Y.
John Chatillon & Sons, New York
Erie Specialty Co., Erie, Pa.
L. & I. J. White Co., Buffalo, N. Y.
John Stortz & Son, Phila., Pa.

Injectors
N. A. Watson, Erie, Pa.

Injectors, Excelsior
N. A. Watson, Erie, Pa.

Iron Enamel
Nickel Plate Stove Polish Co., Chicago, Ill.

Iron Works
The Wm. Bayley Co., Springfield, O.
J. E. Bolles Iron & Steel Works, Detroit, Mich.
Enterprise Foundry & Fence Co., Indianapolis, Ind.
Van Dorn Iron Works Co., Cleveland, O

Jack Chains
Smith & Egge Mfg. Co., Bridgeport, Conn.

"Japalac"
Glidden Varnish Co., Cleveland, O.

Job Lots
Chas. Weiland, New York, N. Y.

Kitchen Cutlery
Lamson & Goodnow Mfg. Co., Shelburne Falls, Mass.

Knife Sharpeners
Pike Mfg. Co., Pike, N. H.

Ladders, Folding
Udell Works, Indianapolis, Ind.
Berger Bros. Co., Philadelphia

Lamps, Bicycle
John H. Graham & Co., New York

Lanterns
Hurwood Mfg. Co., Bridgeport, Conn.
R. E. Dietz & Co., New York, N. Y.

Lard Presses
Enterprise Mfg. Co. of Pa., Phila.

Lawn Fences
Adams Steel & Wire Works, Joliet, Ill.
The Wm. Bayley Co., Springfield, O.
Enterprise Foundry & Fence Co., Indianapolis, Ind.
Van Dorn Iron Works Co., Cleveland, O.
J. E. Bolles Iron & Steel Works, Detroit, Mich.

Lawn Rakes
Geneva Tool Co., Geneva, Ohio

Lawn Mowers
Coldwell Lawn Mower Co., Newburgh, New York

Lawn Tools
Geneva Tool Co., Geneva, Ohio

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American Fork & Hoe Co 7
American Gas Machine Co 4
American Shearer Mfg. Co 60
American Steel Roofing Co 6
American Tube & Stamping Co 18
Ames Sword Co 59
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Atkins & Co., (E. C.) 17
Avery Stamping Co 11

B

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Bissell Carpet Sweeper Co ..... *
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Bolles (J. E.) Iron & Wire Works ..... *
Bommer Bros 60
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Boston & Lockport Block Co 47
Brammer (H. F.) Mfg. Co 6
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C

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Davis & Davis 42
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Dover Mfg. Co. 14

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Erie Specialty Co 1
Eureka Chair Seat Co 17

F

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Field (Alfred) & Co 6
Field (Alfred) & Co 8
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Foster Bros ..... *
Franklin Specialty Co., The ..... *
Frazer Lubricator Co 4
Fuller Bros. & Co 2
Fulper Pottery Co 47

G

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Gem Cutlery 34a
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Glidden Varnish Co 32
Graham (John H.) & Co 9
Griffin Mfg. Co 59

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J

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Jennings (Russell) Mfg. Co 2
Josef Mfg. Co. (E. E.) 4

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Kimball Bros. Co 4
Klip-Klip Co ..... *

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Lowentraut Mfg. Co 9

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National Sheet Metal Roofing Co ... *
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Nickel Plate Stove Polish Co 59
Niles Mfg Co 2
North Bros. Mfg. Co 8
Northrop, Coburn & Dodge Co ..... *
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P

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Van Dorn Iron Works 59
Voorhees Rubber Mfg. Co 12
Vrooman, (F. H. and E. B.) 5

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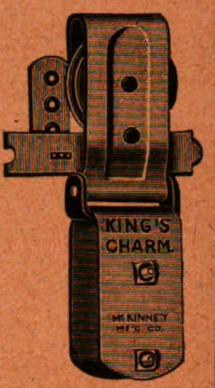
Walworth Mfg. Co 1
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Weiss, L. T ..... *
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Wiley & Russell Mfg. Co 1
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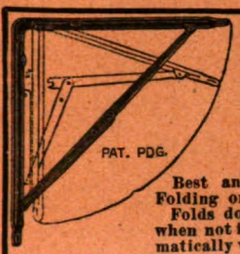
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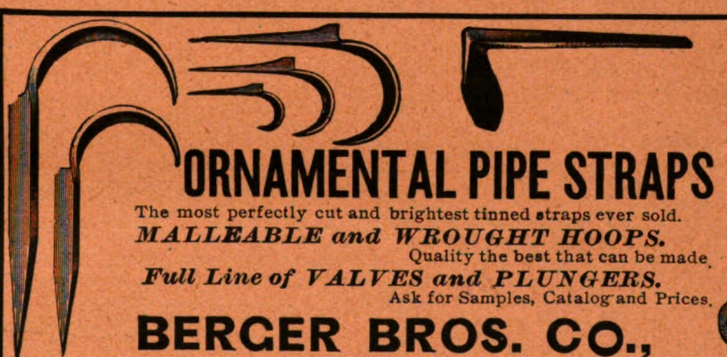
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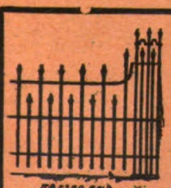
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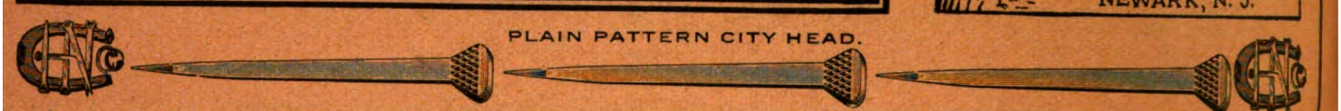
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